

AUSTRALIAN TURF CLUB

ATC “QUESTION AND ANSWER” MEMBER BRIEFING

Q.1: What is the ATC Foundation Membership fee from 1 August 2011 to 31 December 2012?

The ATC **Foundation Membership** fee is \$430 which covers course entry and Members Reserve access to all four Sydney racecourses.

The \$430 **Foundation Member’s** fee will operate for the seventeen month period from 1 August 2011 to 31 December 2012 in recognition of the merger and to acknowledge the temporary inconvenience to some racegoers during the construction period at Royal Randwick.

The one club **Foundation Member’s** fee represents a significant increase in Member benefits for significant savings in price, with annualised discounts ranging from 12% to over 100%.

Q.2: Will my new ATC Foundation Membership provide access to all four (4) ATC venues i.e. Royal Randwick, Rosehill Gardens, Canterbury Park and Warwick Farm?

Yes. One of the key benefits to Members from the merger of the two clubs is the opportunity to attend more thoroughbred racing in the Sydney region for the one **Foundation Membership** fee.

Q.3: Will existing STC and AJC Members be rewarded for their long term membership of the respective clubs?

Yes. Membership loyalty will be rewarded in many ways with one of the key benefits being a further reduction in the new ATC **Foundation Member** base fee of \$430 to reward long term consecutive years’ of membership of the former STC and AJC. The reward structure is as per the table below:

| Years of Consecutive membership | Discount | Foundation membership fee |
|--|-----------------|----------------------------------|
| 5 years | 5% | \$408 |
| 10 years | 10% | \$387 |
| 15 years | 15% | \$362 |
| 20 years | 20% | \$344 |
| 30 years | 50% | \$215 |
| 50 years | 100% | Free |

Note: “Grandfathering” arrangements will be introduced to ensure no members covered by this and other current discount schemes pay any greater than they would otherwise have under the existing STC and AJC schemes.

Q.4: What happens if I previously belonged to both Clubs?

In line with our “**one club, one fee**” philosophy, the ATC Board is happy to announce that Members who previously belonged to both clubs will **now only pay the one \$430 fee** to gain course entry and Member reserve access at all four ATC venues for the extended membership period of 17 months.

Q.5: What happens to the Country membership category?

A country membership category for ATC **Foundation Members** will be implemented. The main qualifying rule for the reduced Country Foundation Membership fee of \$365 for the 17 month Membership period will be that your primary residence must be further than 200 km from the Sydney GPO.

Country Members will be able to take advantage of the best offer for their circumstances.

Q.6: What will happen to Member access to the best parking on course?

Venue specific Members’ parking will be retained at existing rates at all venues for **Foundation Members**. Importantly, Foundation Members holding reserved parking spaces will also have priority on premium parking spaces once our facilities are upgraded at Royal Randwick and Rosehill Gardens.

Q.7: How can we help increase Membership at the new Club?

The ATC Board has agreed to pursue a number of initiatives aimed at encouraging current non-member racing fans to join the exciting new ATC Club as **Foundation Members**. These include:

- Reducing the joining fee to \$200 until 31 December 2012 to encourage racing fans to become **ATC Foundation Members**;
- Introducing generous rewards for existing Members who introduce new Members.

This is a great opportunity to get family, friends and colleagues on board now and not risk the likelihood that joining fees could be considerably higher once the new facilities are complete.

As a special offer and for a limited time only, new membership applications proposed by former AJC or STC Members will have the \$200 joining fee waived and to reward renewing Members who introduce new Members in the Foundation period, a \$100 discount will be provided to their next membership (i.e. period starting 1 January 2013) to a maximum of \$400.

Details of this offer will be sent to all Members with the renewal information.

Q.8: What will be the Membership fees from 1 January 2013?

We have not determined membership fees beyond 31 December 2012. However whatever the fee structure is, the ATC Board is committed to ensure that **Foundation Members** are recognised favourably in any of the new fee structures. We envisage that all future ATC memberships will run on a calendar year basis starting from 1 January 2013.

Q.9: The letter from the ATC board mentions additional Foundation Membership benefits for existing Members – what are these?

We recognise the importance and value of existing Members. For this reason, any Member who pays their fees by 31 August 2011 will be able to select either (not both):

- a luncheon voucher to the value of \$170 and vouchers for some tickets and racebooks than can be used at any of the four locations (replaces the previous AJC birthday voucher):

OR

- A new version of the previous STC voucher booklet.

We will also introduce a special range of merchandise exclusively available to ATC **Foundation Members** up to 31 December 2012.

Q10: What is the offer for young Members?

Consistent with prior years, Members aged between 18 and 30 will be eligible for reduced subscription rates of \$250.

Q11: What is the offer for Member's annual guest passes?

Member's guest passes are set at \$400 each with a maximum of 5 per Member. As with the normal membership this represents a significant saving given it is for 17 months. Annual Guest passes will provide course access and Members Reserve access at all four venues.

Q.12: What happens to racing at Royal Randwick and to my membership and access to courses which will host former AJC race days during construction?

Many race days will still occur at Royal Randwick in 2011/2012. We are committed to ensuring Carnival racing continues at Royal Randwick during the building and construction period. This will include racing as normal to mid-November this year, through to a revised racing program post that date which is supported by trainers and owners. Apart from glamorous Carnival racing, Royal Randwick will host a number of public holiday and Sunday race meetings and important meetings like Royal Randwick Guineas Day. A full list of proposed race days during construction is attached.

The good news is that Rosehill Gardens, Warwick Farm and Canterbury Park will host more quality races during the construction phase at Royal Randwick. These can all be enjoyed live under the **Foundation Membership**. The ATC will negotiate reciprocal rights with any provincial club where ATC meetings are transferred.

Q.13: What will my voting rights be under the new membership?

All **Foundation Members** will be accorded one ATC Members' vote.

Q. 14: Will the name of the ATC remain?

We are currently undertaking market research on the naming of the merged club, and both Members and other key stakeholders are being consulted in this regard.

Q.15: Where can I see the constitution of the ATC?

This has been updated to reflect the governance model of the new Club and the mandatory governance provisions required by legislation. An updated version will be posted on the ATC website.