

# "Racino" Gaming in Canada

## Where we've been...where we are going

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Symposium on Racing & Gaming  
University of Arizona, Race Track Industry Program  
December 2009

## Terminology

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We don't have "Racinos" in Canada. We have:

- Slots at Racetracks
- Racetrack Casinos
- Racing Entertainment Centres
- VLT Programs (Gaming Centres)
- Ludoplexes...Gaming Halls

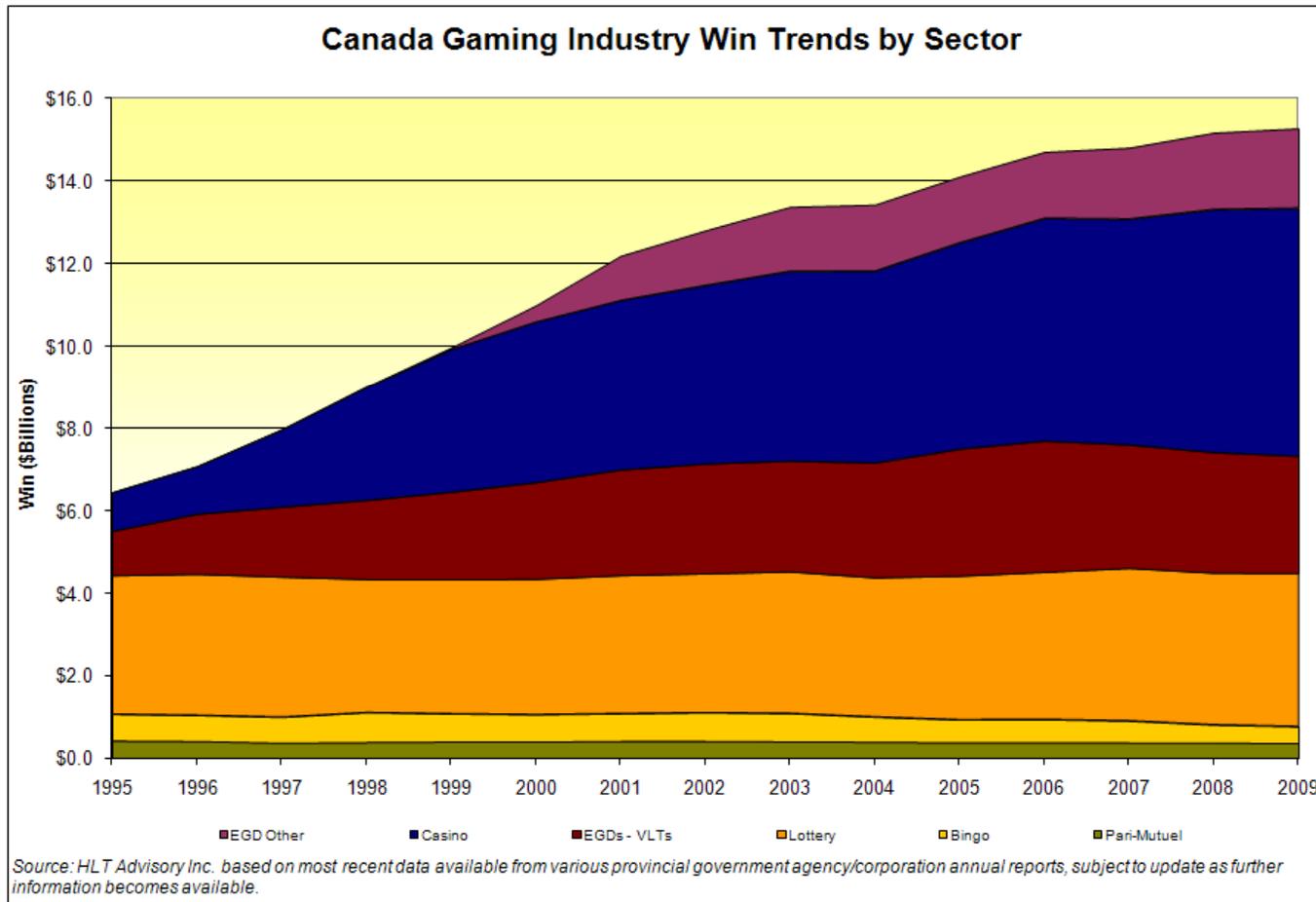
# How to view the Canadian “Racino Industry”?

Should view in the context of the entire gaming industry.

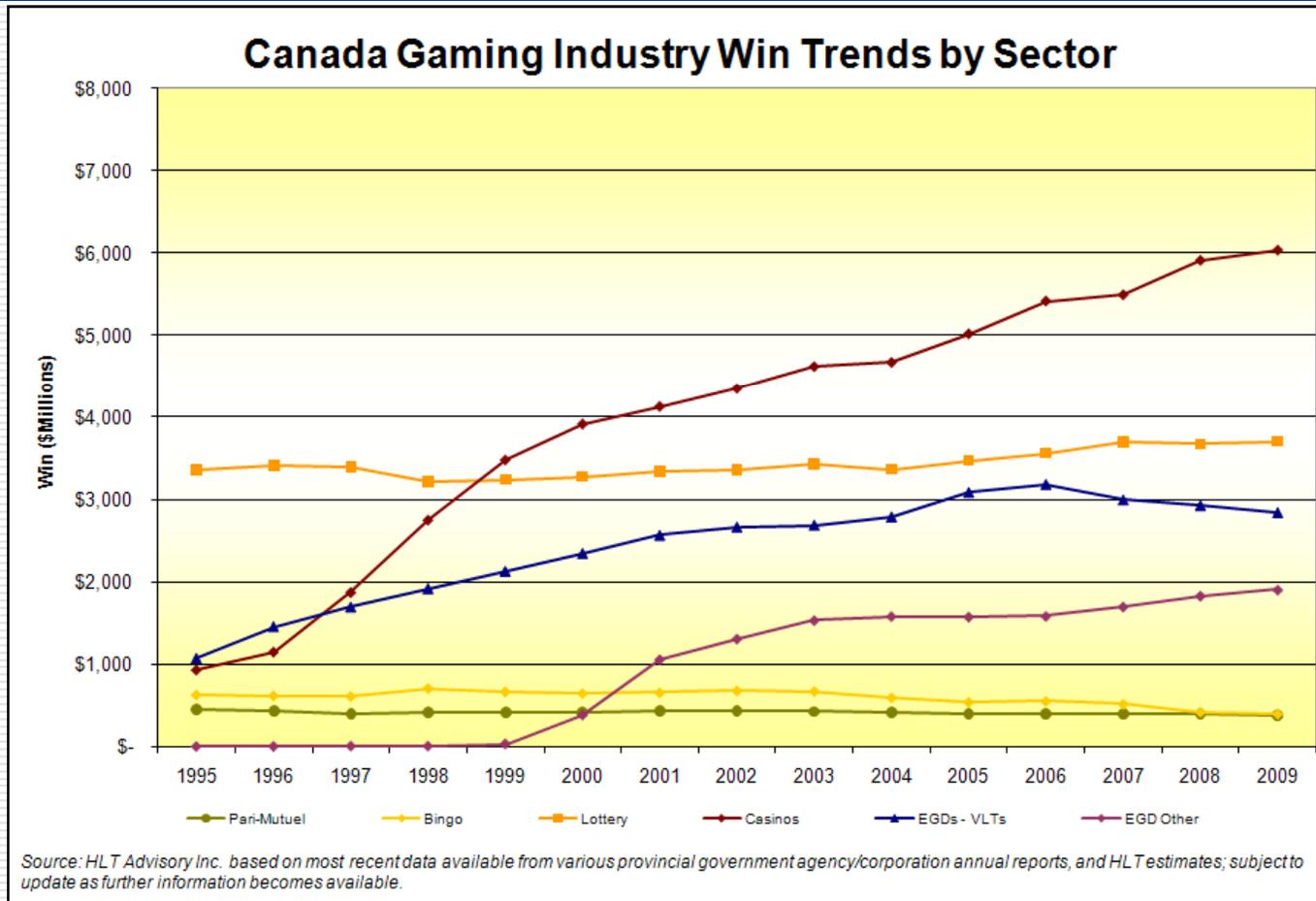
Province	Gaming Availability in Canada by Sector					
	Bingo	Casino	EGDs		Lotteries	Pari-Mutuel
			VLTs	Other*		
British Columbia	●	●	---	●	●	●
Alberta	●	●	●	●	●	●
Saskatchewan	●	●	●	●	●	●
Manitoba	●	●	●	●	●	●
Ontario	●	●	---	●	●	●
Quebec	●	●	●	●	●	●
New Brunswick**	●	●	●	---	●	●
Prince Edward Island	●	---	●	●	●	●
Nova Scotia	●	●	●	---	●	●
Newfoundland and Labrador	●	---	●	---	●	●

Source: HLT Advisory Inc.  
 \* Horse Racetracks, Bingo Halls and Other  
 \*\*Casino facility in Moncton is currently under construction, anticipated opening in 2010.

# Horse Racing's Place in the CDN Gaming Industry

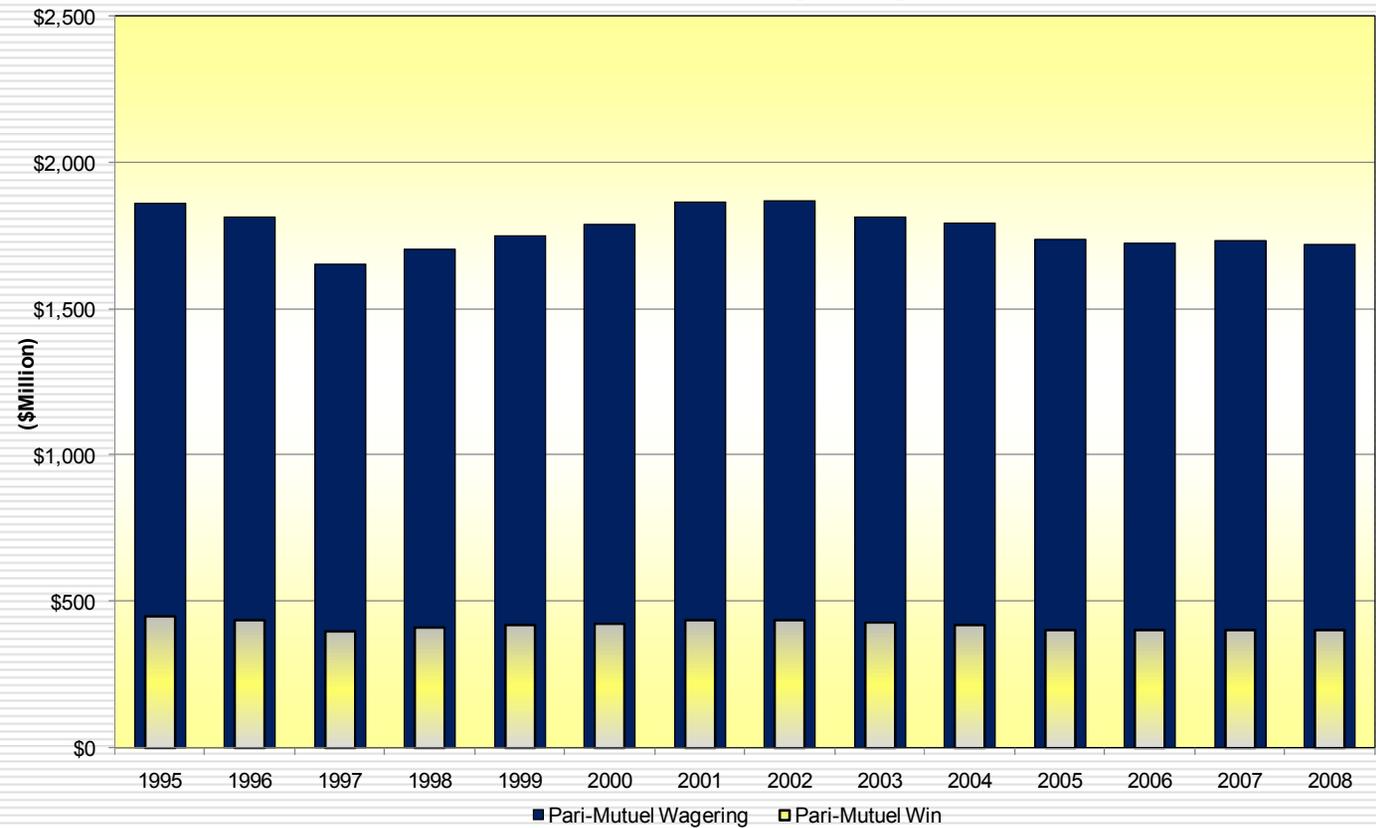


# Horse Racing's Place in the CDN Gaming Industry



# The State of Canadian Horse Racing

## Canadian Pari-Mutuel Wagering and Win Trends



Source: HLT Advisory Inc. based on most recent data available from the Canadian Pari-Mutuel Association (CPMA)

# The State of Canadian Horse Racing

Top 10 Canadian Racetracks - Total Wagering (\$Millions)									
	2000	2001	2002	2003	2004	2005	2006	2007	2008
Woodbine	\$814	\$855	\$856	\$837	\$820	\$799	\$810	\$836	\$844
Hastings Park	\$131	\$134	\$136	\$141	\$111	\$144	\$134	\$124	\$138
Northlands	\$77	\$86	\$90	\$88	\$94	\$97	\$105	\$117	\$128
Montreal	\$147	\$152	\$150	\$139	\$138	\$139	\$129	\$122	\$116
Fraser Downs	\$66	\$66	\$68	\$66	\$100	\$66	\$71	\$92	\$78
Stampede	\$56	\$58	\$61	\$61	\$59	\$59	\$63	\$60	\$50
Fort Erie	\$42	\$53	\$71	\$64	\$59	\$58	\$53	\$47	\$43
Flamboro Downs	\$62	\$65	\$30	\$53	\$53	\$47	\$44	\$41	\$40
Assiniboia	\$33	\$35	\$37	\$44	\$44	\$42	\$31	\$32	\$30
Rideau-Carleton	\$37	\$41	\$38	\$35	\$35	\$34	\$32	\$32	\$28
<b>Total Top 10</b>	<b>\$1,465</b>	<b>\$1,545</b>	<b>\$1,537</b>	<b>\$1,528</b>	<b>\$1,513</b>	<b>\$1,485</b>	<b>\$1,472</b>	<b>\$1,503</b>	<b>\$1,495</b>
All Other (29)	\$322	\$318	\$331	\$284	\$278	\$254	\$252	\$229	\$223
<b>Total (39)*</b>	<b>\$1,787</b>	<b>\$1,863</b>	<b>\$1,868</b>	<b>\$1,812</b>	<b>\$1,791</b>	<b>\$1,739</b>	<b>\$1,724</b>	<b>\$1,732</b>	<b>\$1,718</b>

Source: HLT Advisory Inc. based on data from the Canadian Pari-Mutuel Association

\*Note: Number of racetracks does not include those tracks that ran less than 10 days in 2008 (i.e. fairs), however, wager from these events is included in the total.

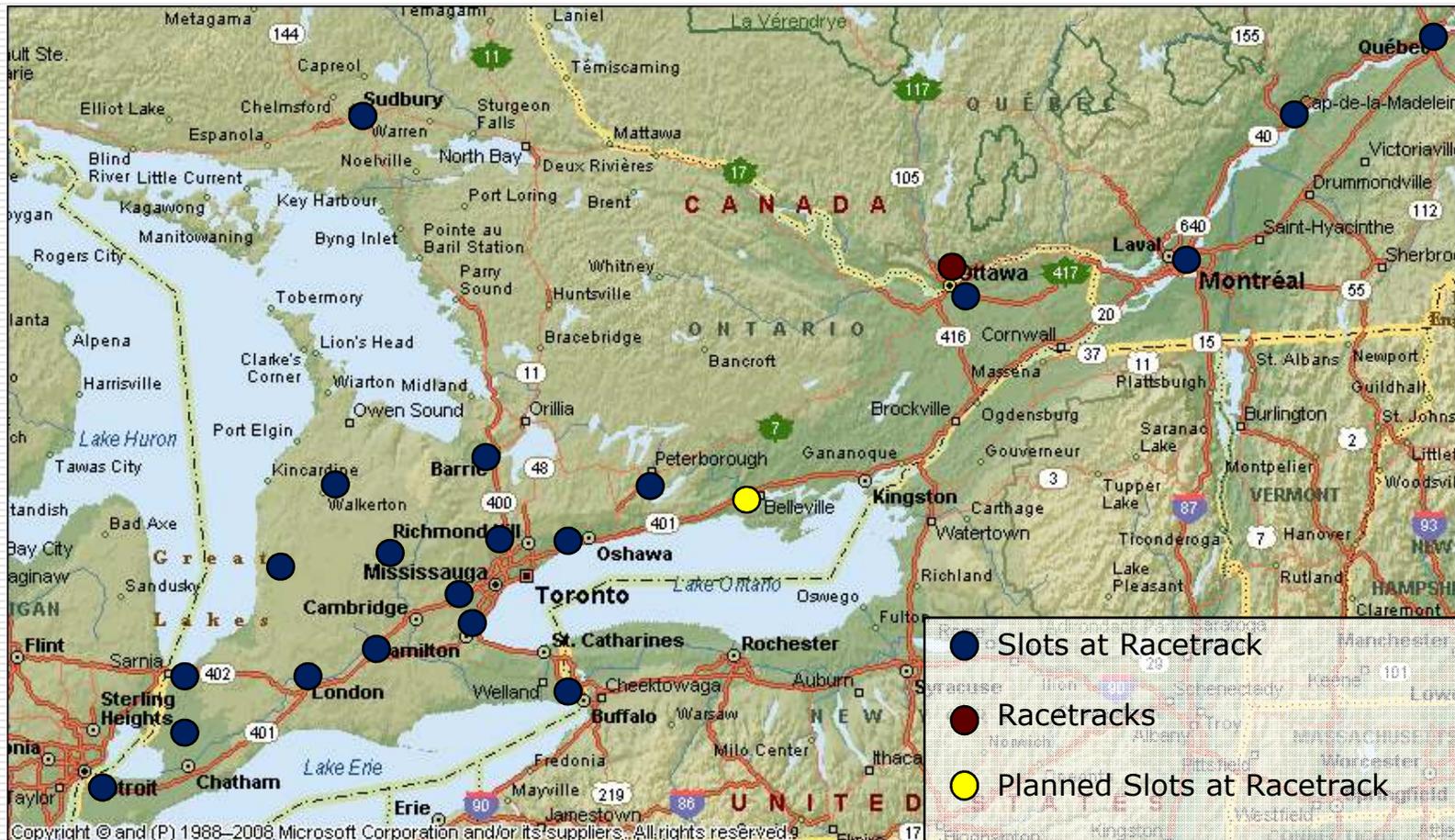
## What is the “Racino” Model in Canada?

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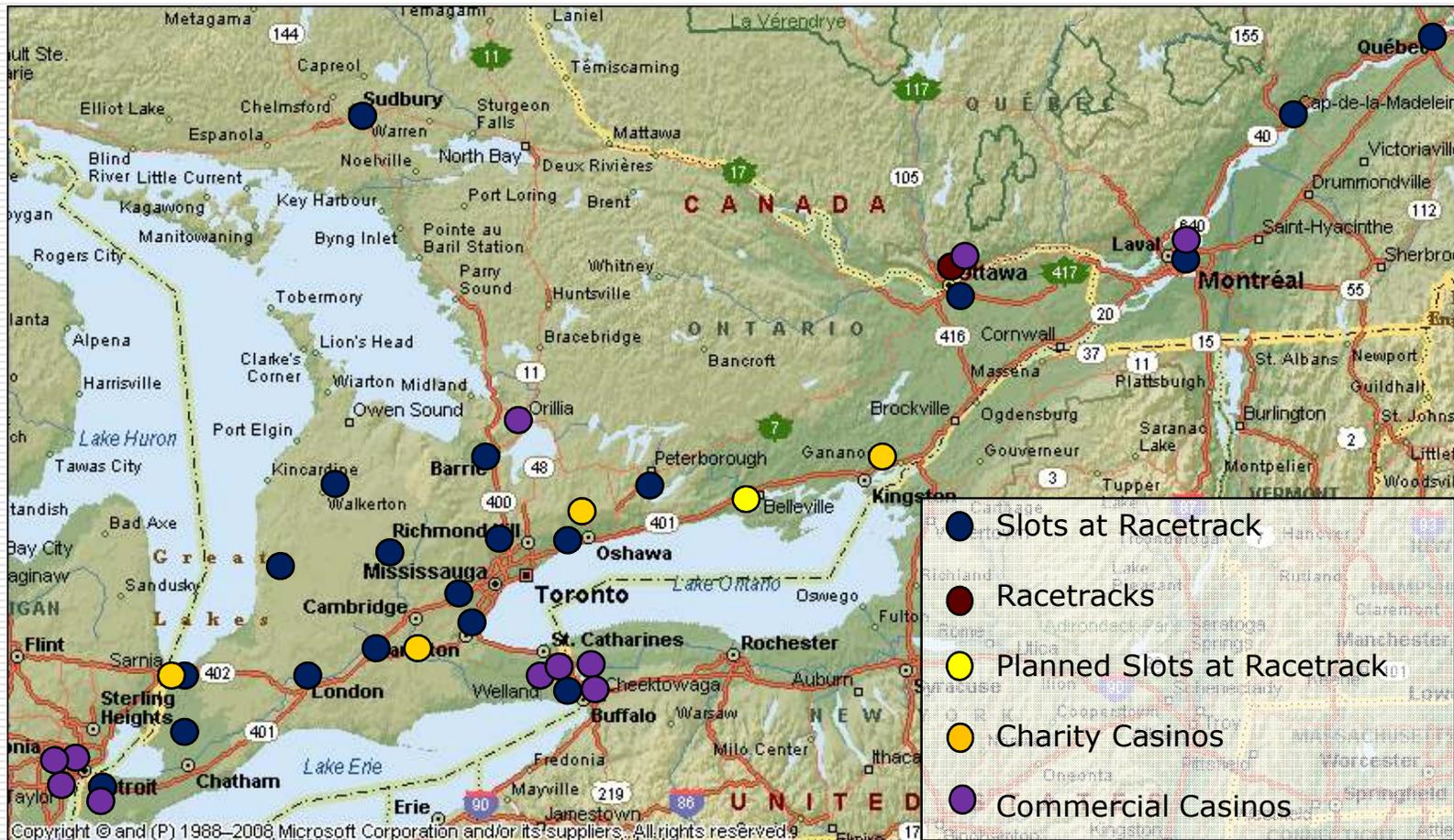
- Why were programs implemented?
- How were they set up (structure of program)?
- Economic models used?



# “Racino” Supply in Ontario



# Major Gaming Facility Supply in Ontario

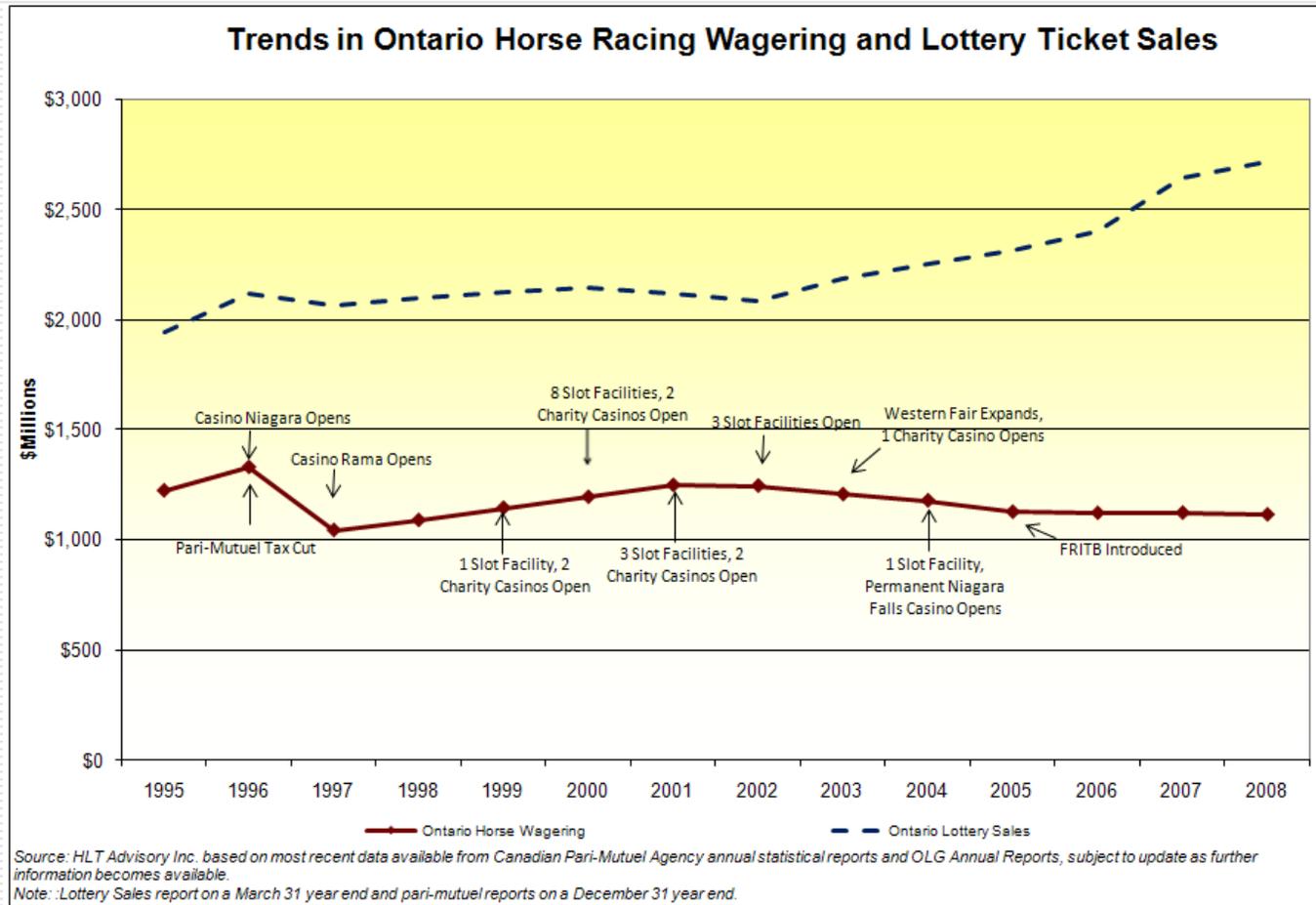


## Historic Horse Racing Issues

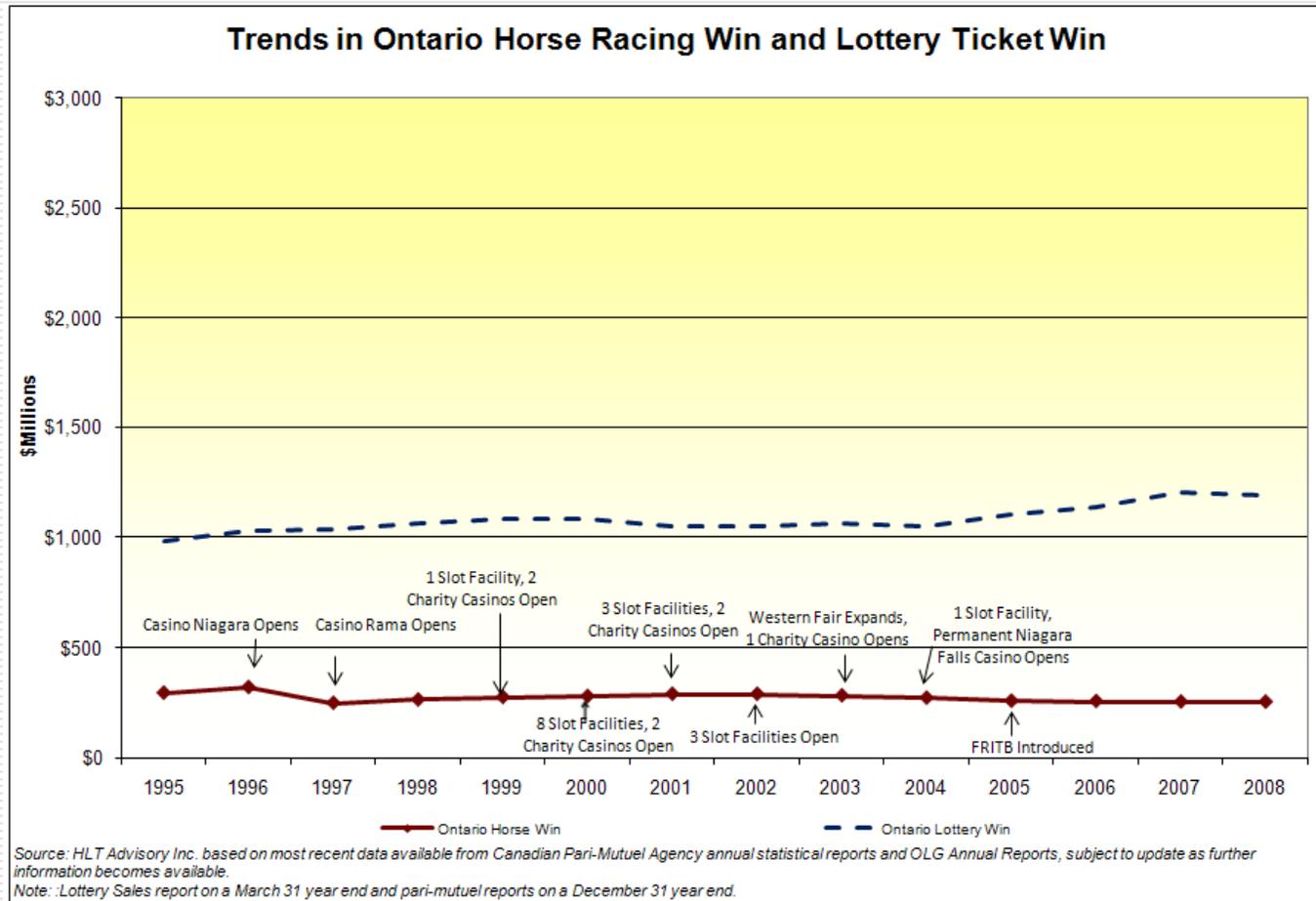
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- Unfair gaming competition
- Economic benefits and jobs

# Unfair Gaming Competition



# Unfair Gaming Competition

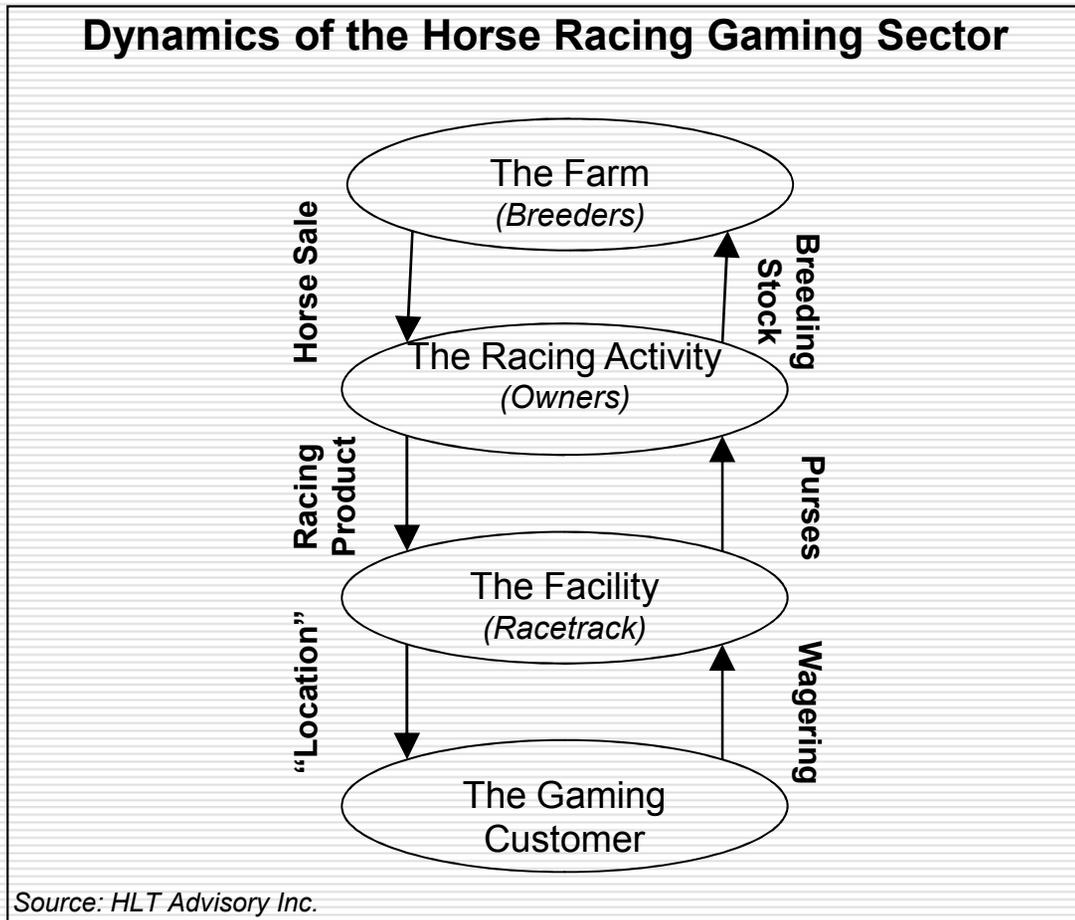


## Current/Future Horse Racing Issues?

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- Should we go back to the basic economics of horseracing?
- Government's need for additional revenue

# Base Economics



# Base Economics & Government Revenue

