

2022 INDUSTRY OWNERSHIP QUALITY MARK

- All assessment areas to be graded 1-5 to allow for distinction across scoring
- Quality Mark to be awarded on achievement of 70% (subject to review)
- Racecourses achieving 80% to be assessed for ROA Gold Standard (subject to review)

	Score				
	1	2	3	4	5
	POOR	DISAPPOINTING	GOOD	VERY GOOD	EXCELLENT
	Below standard with little to no effort made	Basic provision for the owner	Good provision of services that satisfy owner's needs	Smooth provision of services for a quality owner experience	Gold Standard provision, "surprise & delight"
PRIZE MONEY METRICS –					
The prize money metric will be applied at the end of the Accreditation process (calendar year end) and the points allocated will be aligned to the Industry Racecourse League Table, which sets out the average prize money at each fixture staged by a racecourse over the last 12 months. This table incorporates the three sources of prizemoney: 1) Racecourse Executive Contribution 2) Levy Board (HBLB) 3) Owners. The table will be published at year end for external and internal communications. The points are assessed based on Flat/Jump prize money performance. Where a racecourse performs in both Flat & NH awards the average across both scores will be taken and awarded.					
Flat – Prize Money bands	£0-£35k	£35,001 to £75k	£75,001 to £150k	£150,001 to	£250,001 upwards
				£250k	
<u>Jump – Prize Money bands</u>	£0-£30k	£30,001 to £75k	£75,001 to £125k	£125,001 to £250k	£250,001 upwards



PRE-RACEDAY COMMUNICATION					
Owners with entries receive pre-raceday information within 24hrs of entry	No communication	Basic entry information	Basic entry information and some racecourse information	Good entry information & important racecourse details (direction, parking, food). Specific information provided for syndicate owned runners	Personalised & warm welcome email/letter with all important raceday information. Mapping out your day with when your horse runs. Syndicate Managers contacted and offered alternative facilities when available.
Contact details to be provided for an owner-liaison who can assist owners and co-ordinate arrangements	No contact details.	Owner liaison is contactable through only one means – and is not dedicated to the role on the raceday.	A dedicated Owner liaison is contactable on racedays but only provides the essential information	Dedicated owner liaison – contactable in advance and on the day	Details provided for highly visible and accessible dedicated individual. Knowledgeable – both about the racecourse and racing.
Each racecourse website should have a dedicated Owners page (accessible from the home page) — including Going report - on their website explaining the experience that an Owner should expect to receive on racedays	No owners page	Basic owner's page. Lacking much information and difficult to locate.	Basic owners' section, easy to use.	Good owners page, updated regularly. Raceday specific information provided. Specific information provided for syndicate owned runners	A professional owners' page which goes beyond what you would expect to receive. Highly informative content with external links, going, weather, travel
Accurate and regularly updated going reports	No going report found on website		Going report found on website, but not timed or dated and potentially out of date		Up to date and timed going report on website on the day of the race meeting
Details of the restaurant arrangements/discount, and the booking procedure, to be provided in the pre-raceday information.	No pre-raceday Information.	Basic pre-raceday information.	Basic pre-raceday information and booking info.	Restaurant discounts and preferential treatment are obvious and provided pre-race. Specific information provided for syndicate owned runners eg if hospitality boxes available (for a fee)	All the information is given to you in a professional and personal manner.
Total					



ARRIVAL					
Clear signposting to the racecourse to be evident from the main roads.	No signage	Basic poorly located signage. Not owner specific and not that visible.	Basic signage, but well positioned and visible.	Good signage, with clear distinction between car parks.	Informative signage with clear instructions for owners, from a fair distance from the racecourse.
There should be a car park for Owners, which is easily accessible, well-signed. (If grass and well maintained do not penalise)	No specific provision for Owners' parking	Basic car park, not in a good location.	Basic car park, adjacent to O&T Entrance.	Well located car park, which is accessible for everyone including wheelchair access.	Well located car park, which is clean with good walkways, and adjacent to the owner's entrance. Lighting and planting/landscaping.
Disabled car parking bays should be provided, with a firm and flat surface from them to the entrance. (Allow flexibility)	No disabled parking bays	Basic and limited car parking bays.	Disabled car parking spaces but poor surfaces to the racecourse.	Disabled car parking bays with good surfaces to the racecourse.	Car parking bays are located as close as possible to the entrance with a flat and firm surface to the entrance.
Owners to have a badge collection area, which should be adequately staffed and sized for the likely number of people wishing to gain admittance.	No dedicated badge collection area.	Small and basic collection area, with limited (and not very knowledgeable) members of staff.	Adequately sized and decorated collection area which is dedicated to owners.	Dedicated area. Pictures/decor pleasant.	Owners have a badge collection area, and the areas is decorated with care and attention, with flowers/sweets etc
Owners' badge allocation	Less than 6 badges provided(regardless of ownership structure)	More than 6 complimentary badges provided	6 complimentary badges per sole owner, 10 per partnership/syndicate	6 complimentary badges per sole owner, 10 per partnership/ syndicate, plus option to provide additional General Admission badges. Option to swap lunch vouchers for additional badges. Focus on flexilbility.	8 complimentary badges per sole owner, 10 per partnership/syndicate, plus option to provide additional O&T or General Admission badges Option to swap lunch vouchers for additional badges. Additional lunches also offered where possible. Focus on flexilbility.
Discount rate for additional badges (additional badges to be O&T when space allows).	No discounts.	Limited discounts – for general admission.	Limited discounts in O&T facility on non-feature days.	Flexible and generous discount/complimentary – for general admission.	Flexible and generous O&T discounted/complimentary tickets provided (even on feature days).



Swing badges to be provided.	No swing badges.	Poor quality badges (not pre-strung).	Owner centric badges are provided, basic quality.	Swing badges of good quality provided.	Swing badges provided which are personalised on occasion and aesthetically pleasing, made of good materials.
Total					
STAFF					
Staff Training and Knowledge	No staff training	Staff trained but no specific owner focus.	Staff trained on the needs for owners.	Specific tool box training for key staff – whether racecourse staff or contractors - provided regularly	The staff are knowledgeable, personable and warm. They should also take special measures when they are with owners: training provided each raceday.
All staff within the Owners' facility should be adequately briefed by racecourse management as to the racecourse's policy regarding owners, and make Owners feel welcome and appreciated.	No briefing	Basic briefings.	Staff briefed but not sufficiently to the needs of owners.	Staff are well briefed on a daily basis.	The staff are knowledgeable and "regular" in the owners' facility and very warm and friendly and go beyond to make sure the owners feel welcomed and appreciated.
Staffed by a "regular" Catering Manager/Team Leader.	Team Leader changes by meeting.	Agency staff with same team leaders.	Mix of agency and regular staff.	Regular staff.	Attentive and thoughtful regular staff, who are aware of who you are as an owner.
Customer care – Car park	Staff not friendly or welcoming. Signs of an unhappy workforce.	Prompting required to encourage a friendly welcome or engaging service.	Welcoming service but staff are not proactive. Staff are pleasant, friendly and polite.	Evidence of some members of staff going the extra mile.	All staff are welcoming, helpful and have a pleasant demeanour. Nothing is too much trouble.
Customer care – Owners & Trainers reception	Staff not friendly or welcoming. Signs of an unhappy workforce.	Prompting required to encourage a friendly welcome or engaging service.	Welcoming service but staff are not proactive. Staff are pleasant, friendly and polite.	Evidence of some members of staff going the extra mile.	All staff are welcoming, helpful and have a pleasant demeanour. Nothing is too much trouble.



Customer care – Food & drink (bars, restaurant, food service)	Staff not friendly or welcoming. Signs of an unhappy workforce.	Prompting required to encourage a friendly welcome or engaging service.	Welcoming service but staff are not proactive. Staff are pleasant, friendly and polite.	Evidence of some members of staff going the extra mile.	All staff are welcoming, helpful and have a pleasant demeanour. Nothing is too much trouble.
Customer care – Owners & Trainers facility (security, door staff)	Staff not friendly or welcoming. Signs of an unhappy workforce.	Prompting required to encourage a friendly welcome.	Welcoming staff but not proactive. Staff are pleasant, friendly and polite.	Evidence of some members of staff going the extra mile.	All staff are welcoming, helpful and have a pleasant demeanour. Nothing is too much trouble.
Customer care – Key racecourse areas (Parade Ring, Winners Enclosure)	Staff not friendly or welcoming. Signs of an unhappy workforce.	Prompting required to encourage a friendly welcome.	Welcoming staff but not proactive. Staff are pleasant, friendly and polite.	Evidence of some members of staff going the extra mile.	All staff are welcoming, helpful and have a pleasant demeanour. Nothing is too much trouble.
Customer care – Exit	Staff not friendly. No acknowledgement. Signs of an unhappy workforce.	Prompting required to encourage acknowledgement.	Staff acknowledge departing Owners but are not proactive. Staff are pleasant, friendly and polite.	Evidence of some members of staff going the extra mile.	All staff are proactive in acknowledging departing Owners, helpful and have a pleasant demeanour. Nothing is too much trouble.
Appearance of Staff	Untidy or dirty clothing. Poor personal appearance	Lack of uniform or appropriate clothing	Recognisable and appropriate style of dress. Clean and tidy in appearance	Smart, branded uniform seen in most, but not all areas of the racecourse	Smart, branded uniform throughout the racecourse including appropriate clothing for catering staff
Total					
OWNERS AND TRAINERS FACILITY					
The Owners' facility should be policed to ensure only those with a runner on the day are admitted	Not policed	Basic policing	Policed well	Policed well with friendly staff	Very well policed in a friendly manner and with a positive attitude
Card payments should be accepted	Only cash	Card machine but inadequate signal	Card machine adequate	Sufficient card machines	Contactless card payments are accepted with a good signal
Provision of a betting facility/courier	No betting facility or courier	Poorly manned betting facilities, shared with public	Adequate facilities provided	Adequate betting terminals and couriers manned by friendly staff	Mixture of courier/fixed terminal, highly trained staff
Complimentary Wi-Fi to be provided	No Wi-Fi	Slow with poor reception and difficult to access	Wi-Fi is good in parts of the racecourse, but not throughout	Wi-Fi that is good but slightly slow	Complimentary easy to access Wi-Fi that is fast and



					accessible everywhere in the racecourse
Disabled Access (to include wheelchair access and consider other access requirements)	No access	Limited access	Limited access but proactive management attitude	Good access	Excellent access
Consideration and assistance given to owners with non-visible impairment e.g. impaired vision, hearing loss, dementia, autism	No provision	Limited provision	Limited provision but proactive management attitude	Good provision	Excellent provision
Toilets – provision, location and layout	No dedicated Owners toilet facility or nearby facility	No dedicated Owners toilet facility, but nearby facility	Dedicated Owners toilets facility with male, female and accessible provision	Sufficient provision of male, female and accessible toilets within the Owners' facility for busier meetings. Sufficient space for comfortable access	Sufficient provision of male, female and accessible toilets within the Owners' facility for the busiest racedays. Sufficient space for comfortable access and use
Toilets – decor and maintenance	An untidy appearance and little evidence of maintenance	A tired appearance. May include poor lighting, poor ventilation, rusty pipework. Some units out of order	Good levels of presentation and maintenance. Some units may be out of order	Higher standard of toilet facility. Fresh paintwork, tiles, grouting, mastic seals. High standards of lighting and ventilation	Outstanding levels of presentation, maintenance and fixtures and fittings. May include flowers, pot plants or other personal touches
Toilets – fixtures and fittings	Dated, chipped or cracked sanitary ware. Basic fixtures and fittings provided	Better quality fixtures and fittings with a degree of uniformity. Waste bins provided	High quality fixtures and fittings. Sanitary and waste bins provided	Higher standard of toilet facility with all expected fixtures and fittings	Excellent quality fixtures and fittings. Higher quality soaps, towels and/or hand dryers
<u>Total</u>					
FOOD AND DRINK					
Unlimited complimentary tea and coffee to be available within the Owners' facility. Non-disposable cups to be offered (with the choice of takeaway cups provided).	Limited tea/coffee available	Tea/coffee only in throw away cups, which is poor tasting	Basic tea and coffee	Good tea and coffee in suitable cups	Unlimited free tea and coffee, with biscuits. Also, friendly staff serving and asking for your choice of cups
Catering for children	No provision made		Complimentary food provided		Children welcomed and complimentary food provided. Specific offer for



					children available on some days
A vegetarian/gluten free option should be provided, and the racecourse should be prepared to facilitate those with a food intolerance.	No options for food intolerances	Basic vegetarian/gluten substitutes – if notified in advance	Basic vegetarian option	Good vegetarian option	A large range of foods that incorporate all the people with food intolerances
For Owners wanting a more substantial meal, a discount should be provided in a restaurant on the racecourse, with a number of tables being held back until after declarations for owners to book.	No discount/Tables not held until after declarations.	No discounts but tables are held back	Reservations are given in some of the better racecourses, with discount taking account of admission price	Reservation with minor discounts (above admission price)	A large discount is provided, with availability in multiple restaurants within the racecourse (if applicable)
Food and drink: range and menus	Very limited selection of food and drink or poor availability of stated items	A wider choice of food and drink but no consideration given to children, vegetarians and other groups	A good range of food and drink options. Hot food may not be available but a good range of cold food is available. Clear menus with vegetarian and children's options	A wider choice of hot and cold food options. For example, a vegetarian option, range of breads for sandwiches and extended ranges of teas, coffees and soft drinks. A wide range of drinks	A comprehensive selection of items and dishes on the menu. An ability to deal with dietary requirements. Vegetarian options, local produce, healthy options and a children's menu if appropriate
Food and drink: quality and presentation	Little thought given to presentation of hot and cold food, either in display cabinets or on the plate. Poor quality ingredients. Food may be overcooked or dry	More than one element of the offer is disappointing. A lack of fresh ingredients, poor presentation, food served at an incorrect temperature. Some elements of food and drink may be good, but others make for a disappointing dining experience	Well-presented food and drink served at the correct temperature and using good quality ingredients. Fresh ingredients in at least some of the dishes	High quality presentation of food and drink, but let down in one or more areas. Presentation skills may not be as good as they could be for hot and cold food. Food may be overcooked or not at the ideal temperature	The food and drink offering is a highlight of the day. The emphasis will be on fresh ingredients, ideally locally sourced. An obvious level of skill and care in the presentation of food. All food will look fresh and appetising and served as stated on the menu
Total					
WATCHING THE RACE					



Racecourses to have a big screen at all meetings.	No big screen	"Small" big screen	Basic big screen but not that easy to view at every part of the grandstand	Big screen	Adequate number of big screens that are easily visible from anywhere within the grandstand, of a suitable size
Provision and quality of internal screens within the Owners' facility	No screens provided within the Owners' facility	Insufficient screens provided to enable comfortable viewing from all areas of the facility	Sufficient screens provided to allow easy viewing from all areas of the facility	Sufficient screens provided to allow easy viewing from all areas of the facility. Some content additional to the day's racing	Sufficient screens provided to allow easy viewing from all areas of the facility. A high level of content which may included racing from other venues, other sports coverage or a news channel
A dedicated Owners' viewing area should be provided in the grandstand, and of an adequate size.	No owners viewing area.	Small basic Owners' section.	Good size Owners' section, but not in the best position.	Owners' viewing area in a good location.	A large area is provided that gives the owner the best view of the action on the racecourse, including disabled facility.
It should be clearly signed and, on busy days, policed to ensure only Owners' badge holders gain admittance.	No policing	Policing only on "busy" days.	Policed over officiously.	Policed well.	There is clear signage and policed by a friendly member of staff.
Disabled Viewing	No provision made	Provision shared with public	Separate (but small) Owner viewing available	Large provision	Large provision, within O&T viewing area
Total					
POST-RACE					
The winning Owner should be greeted by a senior member of staff or director and taken for a celebratory drink in aspirational surroundings, in a space of adequate size.	No greetings.	Met by a member of staff with basic drinks provision made (not champagne) in small/bland room. Limited number of connections entertained.	Met and taken for champagne by member of staff.	Taken for champagne with a Director. Facility is welcoming and "special". Syndicates accommodated.	Taken for a complimentary celebratory drink with food offer with a Director. "VIP" treatment. Syndicates accommodated (alternative facility provided if necessary)



Good variation of mementoes to be provided to the winning Owner.	No memento	Basic mementoes – with no variation.	Simple mementoes.	An adequate range of mementoes – which serve a purpose	Wide variety of mementoes, thoughtfully sourced. Engraved where appropriate. Locally sourced "extra" provided. Provision also made for the Racing Staff.
Winning Owner to also receive a complimentary photograph and DVD/USB/alternative recording, of their race.	No complimentary recording/photograph of the race.	DVD – presented in unbranded cover. Complimentary photo provided in cardboard cover.	DVD/USB provided. Photo provided.	DVD/USB provided. Photo provided in photo frame.	Owner provided with option of DVD/USB – presented in fully branded cover. Email with link to race also provided.
Treatment of Placed Owners	No contact made with them	Congratulations offered – but no special treatment	Placed connections invited for a drink if winning connections not present	Placed connections provided with voucher for champagne	Complimentary DVD/USB provided and/or photo. Champagne and race viewing. Dedicated facility or shared with winning connections.
Actively seeking owner feedback about the day	No feedback sought.	Low key promotion of ROA feedback option. Poor response rate to owner feedback.	Promotion of ROA feedback in O&T Bar. Timely response to owner feedback.	Good feedback available both on the day and online. Seeks solutions to owners' feedback.	Post raceday follow up via "thanks for running" and bespoke owner survey and direction to ROA feedback. Racecourse responds constructively and proactively to feedback.
Disabled provision	No disabled access		Wheelchair access provided		Wheelchair access provided and facilities for other access requirements. Examples may include hearing loops, subtitles on video screens.



Consideration and assistance given to owners with non-visible impairment eg impaired vision, hearing loss, dementia, autism	No provision	Limited provision	Limited provision but proactive management attitude	Good provision	Excellent provision
<u>Total</u>					
Exit from the racecourse					
Staff available to provide assistance for departing Owners	No staff available for assistance at the racecourse exit or in the car park	Staff available at the racecourse exit or in the car park	Staff available at the racecourse exit and in the car park. Hi-vis car park attendants, but limited to feature days	Staff available at the racecourse exit and in the car park. Hi-vis car park attendants on all days	Proactive in asking if assistance required — through pre-raceday info and in O&T facility. Hi-vis car park attendants on all days
Taxi booking service	No taxi numbers available	Taxi number available on request	Visible taxi numbers	Taxi booked if requested	Proactive booking of taxis
Bus or buggy shuttle service (Not to be scored if car park and railway station are both within a short walking distance)	No shuttle services provided		Shuttle provided to/from nearest railway station at passengers' cost	Complimentary shuttle provided to/from car park or nearest railway station	Valet parking/golf buggy shuttle service to/from O&T entrance
Total					
CLEANLINESS					
Arrival and car parking areas	Strong evidence of litter, bins not emptied regularly.	Evidence of litter	Occasional litter but evidence of litter picking in progress	No apparent litter, rubbish or untidiness. Minor lapses observed.	High standards of presentation with no apparent litter, regularly emptied bins and obvious care being taken to maintain standards
Key racecourse locations – Parade Ring, Winners Enclosure, Weighing Room	Strong evidence of litter and/or other rubbish	Evidence of litter	Occasional litter but evidence of litter picking in progress	No apparent litter, rubbish or untidiness. Minor lapses observed.	High standards of presentation with no apparent litter and obvious care being taken to maintain standards
Owners & Trainers facility	Strong evidence of litter, bins not emptied regularly	Evidence of litter, untidy or uncleared tables	Occasional litter but evidence of regular cleaning. Clean but lacking the final polish.	No apparent litter, rubbish or untidiness.	High standards of presentation with no apparent litter and obvious



				Clean flooring. Minor lapses observed.	care being taken to maintain standards
Owners & Trainers toilets	Litter, dirty flooring, fixtures and fittings, unpleasant odours suggesting a lack of cleanliness	Evidence of litter, poor levels of cleanliness	Occasional litter but evidence of regular cleaning. Clean mirrors and fittings but lacking the final polish.	No apparent litter, very good levels of cleanliness, but minor lapses observed.	Pristine facilities with outstanding levels of cleanliness and evidence of a regular cleaning routine
Total					
Promotion of Horse Welfare					
Does the course visibly promote equine welfare (through the "A Life Well Lived" or course specific campaign) (racecards/CCTV/posters/literature)	No visible evidence of support.	Minimal promotion of initiative.	Support but basic promotion.	Support and promote.	Support and promote equine welfare. Also educating people on what the initiative is.
How does the course promote equine welfare	No visible evidence of support.	1 of the following: Pre- raceday comms, racecard, CCTV, onsite posters	2 of the following: Pre- raceday comms, racecard, CCTV, onsite posters	3 of the following: Pre- raceday comms, racecard, CCTV, onsite posters	All of the following and beyond: Pre-raceday comms, racecard, CCTV, onsite posters
Total					

Notes – including weather: