



# The Federation of Racecourse Bookmakers Limited



Association of  
Racecourse Bookmakers

National Association  
of Bookmakers

Rails Bookmakers  
Association

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c/o Ranelagh International, One Ranelagh Road, SW1V 3EX  
020 7828 1603, frb@ranelagh.info

## **Deal reached between the FRB and Arena Leisure – 18<sup>th</sup> November 2011**

The Federation of Racecourse Bookmakers is delighted to recommend the agreement reached with Arena Leisure governing on-course bookmaking arrangements from 1<sup>st</sup> September 2012.

The FRB and Arena met today, 18<sup>th</sup> November 2011, to formalise arrangements.

Robin Grossmith, FRB negotiator, said: *“We are very pleased to announce this agreement recognising bookmakers’ list positions at Arena racecourses with arrangements in place until 2062. Bookmakers will now pay six times the public admission on each raceday they attend – which includes admission for an assistant – and a season ticket with a 15% discount is also available.”*

Barry Johnson, FRB negotiator, stated: *“I would like to thank all those involved in negotiations at Arena for their hard work in helping to cement this deal. We worked in partnership and look forward to a good on-going relationship, and hope that this spurs on our continuing negotiations with other racecourses.”*

Under the new agreement, on-course bookmakers will sign up for list positions at the Arena tracks for forty years with a rollover clause of ten years. Bookmakers will pay for entry at a rate of six times the entrance fee; this includes admission for an assistant.

For sales of list positions, an 8% commission will be payable, and an annual marketing fee, payable on a bookmaker’s first visit of each season will be five times the standard admission.

Pitches in new areas will be allocated using bookmakers’ list positions, and a dispute resolution mechanism is also in place.

Keith Johnson, FRB negotiator, continued: *“Ever since the RCA’s announcement, racecourse bookmakers have been facing an uncertain future. But the FRB has been working non-stop to ensure that every bookmaker’s list position is protected well before 1<sup>st</sup> September 2012. We have made progress in our negotiations and many racecourses now better understand what bookmakers can afford. The RCA has committed to getting contracts finalised this autumn and I hope that we will be able to recommend further deals to our members shortly.”*