

Hunter Valley Riding Academy

Amy Drinco

(619) 518-7276 • drinco@cox.net • www.huntermvalleyridingRA.com

Owned/Leased Horse Lessons/Training Information Sheet

Lesson and Training Rates:

| | |
|--|--------------|
| Single Lesson/Training session | \$65 |
| <small>*Payment is due at the time of the lesson/school.</small> | |
| 4 Lessons/Training Pre-Paid Package | \$200 |
| 8 Lessons/Training Pre-Paid Package | \$360 |
| 12 Lessons/Training Pre-Paid Package | \$480 |
| 16 Lessons/Training Pre-Paid Package | \$600 |

Payment is due at the first of every month for prepaid packages.

Unlike many trainers, we do not consider a lunge or a turnout the same “service” as a lesson or training session. Should your horse require additional lunges*, turnouts and/or hand walks, you will be charged for those services separately at a rate less than a normal lesson or training ride.

*The only exception to this policy is after a period of rain when the horses have been standing and need a lunge before they can safely be ridden and the arenas are not dried out enough, but the open field area is. Those days are extremely labor intensive since we have to prep the field for use and drag it multiple times throughout the day. Because of this “after the rain day” lunges count as a lesson or training ride.

Lesson Duration...

Regularly scheduled private lessons include ½ hour of mounted instruction, semi-private (2-3 riders) will include a minimum of 45 minutes of mounted instruction and group lessons (4 or more riders) will include a minimum of 1 hour of mounted instruction. At the instructor’s discretion, as in the case of inclement weather (ie rain, wind, excessive heat) or issues concerning the well-being/soundness of either the horse or rider, the duration of a lesson may be shortened accordingly.

Missed Lesson Policy...

Up to 2 Missed Lessons may be carried over to the next month for clients enrolled in the 4 lesson pre-paid package. Up to 4 Missed Lessons may be carried over to the next month for clients enrolled in any 8+ lesson pre-paid package. Missed lessons will not be refunded. Riders must take their makeup lessons or substitute a training ride *in addition to* their usual lessons package. This policy is only good if the rider stays enrolled in a pre-paid package. No make-up lessons will be allowed during a month that a package is not pre-paid for. 24 hours notice of cancellation is appreciated so that the trainer has the opportunity to fill the opening created by the cancellation. Riders who “no show” will not be entitled to a makeup lesson for that lesson. Clients who fail to make up a lesson within the next month will forfeit that lesson. Consideration may be made for weather conditions that significantly impact a substantial period of the month, or injury to the horse/rider.

Horse Shows...

| Coaching fees | <u>1-2 Client</u> | <u>3+ Clients</u> | | <u>1-2 Client</u> | <u>3+ Clients</u> |
|----------------------|-------------------|-------------------|----------------|-------------------|-------------------|
| Single day show | \$70 | \$50 | Multi day show | \$55/day | \$45/day |

Schooling fees \$15

Schooling fee covers trainer riding horse for warm-ups and/or classes. * \$35 schooling fee will apply if owner is not riding that day of the show and therefore no coaching fee is charged. Coaching fees are charged on warm ups days and competition days (ie any day rider is being "coached")

Additional fees that may apply

Single and multi day shows

| | | |
|-----------|------|---|
| Wrap/Load | \$15 | if owner/rider not present to wrap and/or load either before or after the show |
| Lunge | \$15 | if needed and provided by a HV employee |
| Horse Use | \$80 | if using horse owned by HV, HV client, or Heartland Ranch (fee waived if leasing horse) |

Multi day shows only

| | | |
|------------------|-----------|---|
| Full Grooming | \$60/day | includes grooming, tacking, feeding, watering, blanketing, stall cleaning, leg wrapping |
| Day Care * | \$35/day | includes feeding, watering, blanketing, stall cleaning, leg wrapping. All horses must have at least day care. |
| Set up/tear down | \$40/show | covers set up of stall, tack rooms, and seating area |
| Trainer expense | \$65/day | split between # of riders at show. Helps cover trainers expenses such as hotel, food and transportation to/from horse show other than shipping of horses for duration of show |

* Not applicable if Full Grooming being paid for

Trailer...

| To Horse Show | <u>Bonita</u> | <u>Del Mar/Ramona</u> | <u>Vista</u> | <u>Temecula</u> |
|----------------------|---------------|-----------------------|--------------|-----------------|
| | \$70 | \$100 | \$140 | \$150 |

IF MULTI DAY SHOW return trip is \$50

Basic Rate (\$50 min) \$25 per hour + \$.85 per mile (round trip)

Basic rate fee is calculated on round trip time & mileage. Includes loading time, time spent at destination, unloading.

Lunging & Hand Walking...

Lunging \$25/\$35 * (20-30 minutes depending on horses needs/fitness)

Hand walking \$20/\$25 * (20 minutes)

*If a client has prepaid for a Training Package, Lunging sessions provided will be \$25. Lunging in surcingle/biting rig and lunging days after rain storms in the open field are billed as a training sessions since they are very labor intensive and must be done by a professions and not the groom. Clients not signed up for a monthly training package will be charged \$45 for a rain day lunge or surcingle lunge, \$35 regular lunge, \$25 for handwalking

Turnouts...

| | |
|-----------------------|---|
| | per service |
| Single Turnout | \$10 on grass or in arena if no chase involved, \$15 if chase needed |

Jump Usage Fee...

There is a fee for riders wishing to use the jumps outside of lessons. **Single session payments must be paid on the day you use the jumps.** Riders utilizing the per month/prepaid plan who not being billed on a monthly HVRA statement (ie non-clients) **must leave payment before using the jumps.** The billing cycle starts on the 1st of each month. Payment may be left in Amy's office if she is not on property. Riders are responsible for any damage to jumps or jumps cups during this time.

| | |
|------------------------------------|------|
| Single session | \$35 |
| Unlimited per month/prepaid | \$60 |

Lunch/Supplements/Medications...

| | <u>simple preparation</u> | <u>complicated preparation</u> |
|--------------------|---------------------------|--------------------------------|
| Per feeding | \$1.00 | \$3.00 |

Simple preparation would be feeding grain/pellets/hay. Anything requiring extra preparations such as mixing supplements, medication, grinding or soaking, or if it must be given orally, would be considered complicated preparation.

Assisting Vet or Farrier...

| | <u>15 minutes or less</u> | <u>15-30 minutes</u> | <u>30-45 minutes</u> |
|----------------------|---------------------------|----------------------|----------------------|
| Holding horse | \$10 | \$15 | \$20* |

For services requiring more than 45 minutes, each additional 15 minutes will be charged at a rate of \$5. Above fees apply when trainer is asked to be present during Pre-Purchase or Soundness Exam.

Wound/Injury or other care...

| | <u>15 minutes or less</u> | <u>15-30 minutes</u> | <u>30-45 minutes</u> |
|-----------------|---------------------------|----------------------|----------------------|
| Any care | \$5 | \$10 | \$15* |

For services requiring more than 45 minutes, each additional 15 minutes will be charged at a rate of \$5. If trainer's supplies are used, extra charge will apply to cover cost of supplies.

PEMF treatments \$160 per month for 4 treatments – training clients rate

\$50 single treatment - training clients rate

\$25 spot treatment

Gameready treatments \$15 single treatment

Shot administration \$3 per shot

\$5 per shot if I provide the needle and syringe

Shaving & Mane Pulling...

| | <u>per session</u> |
|----------------------|--|
| Show clipping | \$20 includes face, bridle path, legs and ears (if horse allows) |
| Clipper Loan | \$10 (small pair) \$45 (large pair) |
| Body Shave | \$140 |
| Trace Clip | \$100 |
| Mane pulling | \$15-\$25 (depending on length/thickness) |

If horse requires tranquilization owner covers cost of medication.

Client is responsible for any damage incurred to clippers while on loan, cleaning and sharpening of clipper blades.

Trainer Commissions on Outside Lease, Purchases and Sales of Horses...

Ready to look for your own horse? Let us use our combined 50 years of experience in the horse industry to help you find just the right one!! Aside from teaching their clients to ride, trainers also play a vital role assisting clients in finding suitable horses when it comes time to purchase or lease their own. As with many industries (real estate agents for example) you hire a professional for their expertise as well their contacts in that industry - both of which most riders/parents won't have. I came across an article in Practical Horseman magazine that states it well and plainly. *"The purpose of commissions is to reimburse agents (trainers/dealers serving as intermediaries for buyers and sellers) for their time and expertise in helping you select a horse who will suit your goals. Many trainers have devoted years to developing their skills in assessing horses and riders, and they strive to work in good faith for their clients. On a practical note, because trainers generally experience high overhead in the form of staff and facility costs and a low return on the time they spend on lessons and at shows, sales commissions ensure their ability to earn a living"*. Industry standard is anywhere from 10-15%. We charge a 10% commission on the purchase/sale prices or lease fee price of the horse, with a \$500 minimum commission for all sale, purchases or leases. By California Law all commissions over \$500 must be declared and transparent. For that reason Clients will be provided a commission contract and asked pay a \$500 deposit which will be applied toward commission on purchase or lease of horse. If we negotiate a lease on client owned horse and another client, a flat fee of \$500 will apply, to be split between the 2 parties.

When purchasing/leasing a horse it is always best to negotiate a trial period if possible. This gives you the ability to ride the horse on your "home turf" and allows us multiple rides in order to help decide if the horse is suitable. During this trial period you will be financially responsible for hauling to/from the barn, board/care while the horse is at our facility, and lessons and/or professional rides and a pre-purchase exam. If the horse does not work out or pass a vet check, which can be disappointing, consider it spending a little to save a lot.

HVRA Full and Half Lease Program –

We have a number of wonderful horses available for lease.

Horse Leasing is a great opportunity for any level of rider to improve their skills, expand their horse husbandry experience and spend some extra time loving and caring for their own special horse! It is a great stepping stone to owning your own horse, or a great option if horse ownership is not in your budget.

Leasing gives you the experience of owning without the responsibility and expense beyond the lease term. Leasing can be the most cost effective way of advancing a student to the next level in their riding, before they consider purchasing their own horse.

There are 2 components to most lease situations: the lease fee and the cost of care.

The lease fee varies from horse to horse, depending on their athletic ability, training and demeanor. This is a fee you pay to the owner of the horse over and above the cost of care.

The cost of care also varies from horse to horse. While most things such as board are a relatively consistent in price, the cost of shoeing, additional feed/supplements, and training needs can affect the cost of care.

Leases are Full or Half. A Full Lease entitles you to complete access to the horse as though you own it. A Half Lease entitles you to limited access to the horse - up to 3 days a week.

Additional benefits to Leasing:

*Reduced rate for lessons.

*Priority when scheduling lesson times.

*Use of your lease horse for your lessons (except make up lesson when only half leasing).

*Use of your lease horse for showing.

*Horse use fee (\$80) is waived at horse shows.

HVRA Horses lease horses

Level 1 horse – This horse is suitable for riders from the walk/trot through crossrail level.

Level 2 horse – This horse is suitable for riders through the 2’/2’3 level.

Level 3 horse - This horse is suitable for riders through the 2’6 level.

Outside Lease horse – Riders wishing to jump/compete at a level higher than 2’6 will need to purchase or lease horse a horse of that caliber. When you are ready to take that step will are here to help.

Lease Fee Structure for HVRA Horses – Full and Half Leases (cost of care additional)

| | 1 year contract | 6 month contract | 3 month contract | 1 month contract |
|---------------------------|-----------------|------------------|------------------|------------------|
| Level 1 horse full | \$2000 | \$1250 | \$750 | \$300 |
| Level 1 horse half | \$1000 | \$625 | \$375 | \$150 |
| Level 2 horse full | \$3000 | \$2000 | \$1250 | \$500 |
| Level 2 horse half* | \$1500 | \$1000 | \$625 | \$250 |
| Level 3 horse full | \$5000 | \$3500 | \$2000 | n/a |
| Level 3 horse half* | \$3000 | \$1750 | \$1000 | n/a |

**Level 2 and 3 horse are restricted from jumping full height more than 3 times a week*

IF YOU OWN YOUR OWN HORSE AND WOULD LIKE TO CONSIDER LEASING
IT PLEASE LET US KNOW.

Your horse can be potentially leased for the same lease fee and shared cost of care listed above. We will help organize a lease with one of our current clients or an outside person for an “onsite” lease (meaning your horse stays here). There is a flat fee of \$500 for us to facilitate a lease for you. If the person who leases your horse is a current client, it is not inappropriate for you to ask them to split the fee with you since if we had to go outside the barn to find them a horse they would be paying the same fee or more. The benefit to having us facilitate the lease rather than trying to do it yourself is more oversight and “vetting” to find the appropriate person.