

Hunter Valley Riding Academy

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Lesson Horse Program Information Sheet

Regular Lesson Rates...

Single Lesson Rate

\$75

Available for Students wanting to take only an occasional flat lesson.

*Payment is due at the time of the lesson.

4 Lessons Pre-Paid Package

\$260

This package includes flat lessons and/or jumping lessons up to Cross Rails.

*Students wishing to jump higher than Cross Rails must be signed up for the 8 lessons pre-paid package OR lease/own a horse. Payment is due at the first of every month.

8 Lessons Pre-Paid Package

\$440

This package includes flat lessons and/or jumping lessons up to 2'0".

*Students wishing to jump 2'3" or higher must lease/own a horse. Payment is due at the first of every month.

Beginner Rider Lesson Rates...

The lesson rates/packages listed below are intended for new clients/riders with no previous/limited previous riding experience. These pre-paid package rates are good for the first 2 months of lessons, after that regular lesson rates apply. The first lesson will be an unmounted safety, handling, grooming and tacking lesson only. Students wanting to "fast track" their lessons may take their 1st and 2nd lesson back to back, so they will do the unmounted lesson immediately followed by a mounted lesson. Beginner Rider packages include lessons at the Walk and Trot only. Payment is due at the first of every month.

Single Lesson Rate

\$75

*Payment is due at the time of the lesson.

4 Lessons Pre-Paid Package

\$220

8 Lessons Pre-Paid Package \$400

*Payment is due at the first of every month.

Lesson Duration and Student Responsibility...

All students are asked to show up ½ hour before their scheduled lesson time in order to groom and tack their assigned horse and sweep their cross tie area before leaving for the mounting block. 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 of either the horse or rider, the duration of a lesson may be shortened accordingly. At the end of each lesson, students are expected to adequately groom their horse (no sweaty saddle marks or unpicked feet), apply fly spray and fly mask and fly boots, return the equipment neatly to the tack room and **sweep the cross tie area when finished.**

We also ask that Students take the time to sweep their school horses stall mats after their lesson!

This keeps the horse from ingesting dirt and sand and help us keep them healthy. Students who consistently fail to care for the crossties, equipment, and or horse properly will be given a substitute horsemanship lesson on these subjects so that they know how to execute them properly.

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 program. Up to 4 Missed Lessons may be carried over to the next month for clients enrolled in any 8 lesson pre-paid package program.

Missed lessons will not be refunded.

Riders must take their makeup lessons or substitute a horsemanship (unmounted) lesson in addition to their pre-paid package lessons. No make-up lessons will be allowed during a month that a package is not paid for.

Depending on lesson horse availability, clients may schedule a make-up lesson on:

- 1) A separate day of the week than their regularly scheduled lesson day, for mounted or unmounted horsemanship instruction.
- 2) The same day as their regularly scheduled lesson - riding a different horse for 2nd lesson, or taking an extended lesson on the same horse if time allows.
- 3) The same day of their regularly scheduled lesson – doing some type of unmounted horsemanship instruction for the 2nd lesson.
- 4) Occasionally we may offer a group unmounted horsemanship lessons that will cover a variety of informative horse care and training subjects and run for 2 hours.

Makeup lessons may also be formal or casual instruction. If you would like a bareback lesson or a trail ride instead please let us know! Speak to your instructor if there is something specific you would like to learn during a makeup lesson that would not be covered during a typical riding lesson, or perhaps not covered in depth.

Please keep in mind that for the well-being of the school horses, we cannot guarantee that all make-up lessons will involve jumping and/or mounted instruction. Clients who lease a HVRA horse, and/or are taking their normally scheduled lessons will have priority and there is a limit on how many times during a week we can ask the horses to perform. Clients who only half lease (vs full lease) may not be able to take their makeup lesson on their leased horse.

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 Show Fees...

| | | | | | |
|-----------------------|-------------------|-------------------|----------------|-------------------|-------------------|
| 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. 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

| | | |
|------------------------------------------------------------------------------------------------------------------------------|-------|-----------------------------------------------------------------------------------------|
| Load/Unload | \$15 | if owner/rider not present to load/unload tack/supplies/horses from trailer |
| 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) |
| * Clients wanting to participate in horse shows at a level above walk/trot must be in a lease program or own their own 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. |
| Partial Day Care* | \$15/day | includes feeding, watering, blanketing. |
| 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

Trailing....

| | | | | |
|----------------------|---------------------------------------|-----------------------|--------------|-----------------|
| 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.

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

| | 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*

Cost of Care Estimates

| Basic Monthly Items | Full lease | ½ lease |
|----------------------------------------|-------------|-----------|
| Board (24x24 1/2 cover) | \$350 | \$175 |
| Tack Room Rental | \$15 | \$15 |
| Farrier Services - every 5-7 weeks | \$140-\$190 | \$70-\$95 |
| Additional feed/lunch (approximately) | \$70 | \$35 |
| Supplements/medication (approximately) | \$30-50 | \$15-\$25 |

Semi Annual/Annual Items

| | | |
|-----------------------------------|-------|-------|
| Wormer every 3 month | \$10 | \$5 |
| Annual/Every other Year dentistry | \$200 | \$100 |
| Semi-Annual vaccinations | \$60 | \$30 |

When needed Items

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|------------------------------------|-----------|-------------|
| Body shaving (1 or 2 times season) | \$120 | \$60 |
| Joint injections - hocks | \$450-600 | \$225-\$300 |
| Blanketing in winter | \$60 | \$30 |

Other things may crop up, but the list above is the most common costs associated with leasing and owning.

Tack Estimates

In time, you may want to purchase your own equipment (especially a saddle), but we will provide the following items as part of your lease. In most lease situations (other barns, outside lease horse) you are required to purchase your own tack, so not having to buy all your own equipment dramatically offsets the HVRA lease fee. Should any items be broken during use you will be expected to replace them. You will need to purchase your own consumable goods such as fly spray, shampoo, horse cookies and such.

| | | | |
|---------------------------|----------------------|-------------|-------|
| Sheet/fly sheet | \$60 | Saddle pads | \$200 |
| Winter blanket | \$150 | Girth | \$100 |
| Saddle | \$650-\$2500 | Split boots | \$75 |
| Bridle with bit | \$250 | Bell boots | \$30 |
| Total cost of tack | \$1500-\$4000 | | |

Trainer Commissions on Outside Lease, Purchases and Sales of Horses

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. Clients will be asked to sign a commission contract and 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.