

# Hunter Valley Riding Academy

Amy Drinco • Carley Drinco

(619) 518-7276 • drincoa@gmail.com • www.hunintervalleyridingRA.com

## Owned/Leased Horses

## Lessons/Training Information Sheet

### “Pay as you Go” Single Session Rate

**\$85**

Available for Students wanting an occasional lesson/schooling session.

\*Payment is due at the time of the lesson, cash payment only.

### LESSON AND TRAINING PACKAGES:

By signing up for a package, clients will save \$20-\$40 per session when compared to the single session rate.

Payment is due at the start of the month.

#### 4 Lessons/Training Monthly Package

**\$260**

#### 8 Lessons/Training Monthly Package

**\$460**

#### 12 Lessons/Training Monthly Package\*

**\$600**

#### 16 Lessons/Training Monthly Package

**\$760**

Should your horse require 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.

### ***Lesson Duration:***

Regularly scheduled private lessons include ½ hour of mounted instruction, semi-private (2-3 riders) include 45 minutes of mounted instruction and group lessons (4 or more riders) include 1 hour of mounted instruction. At the instructor's discretion, as in the case of inclement weather (i.e. 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 or an unmounted horsemanship lesson may be substituted.

### ***Missed Lesson Policy:***

We want our clients to get the most out of their training packages! But it takes 5 to 6 hours every week to put together a lesson schedule based on the availability you give us, so last minute cancellations and no shows are very frustrating. Riders who “no show” will not be entitled to a makeup lesson. Riders who have an excessive amount of late cancellations (12 hours or less) may not be entitled to a makeup lesson so keep your late cancellations to no more than 1 if enrolled in 4 or 8 sessions per month; 2 if enrolled in 12 or 16 sessions per month. If late cancellations lead to you having an unfulfilled training package at the end of the month, a lunge (or similar service) performed during the month may be substituted in place of the late cancel missed lesson.

\* The 3 times a week/12 times per month training package is required for clients that:

- 1) want be part of the HVRA show team, especially if they compete over fences
- 2) own a green horse/young horse/naughty horse that needs professional rides to develop it into, or keep it performing as, a useful, solid citizen
- 3) do not have the time to commit keeping their horse in a minimum of 4-5 days a week work program

\*Any waiver to this minimum requirement must be discussed and approved by the HVRA trainers.

## Additional Care and Services Offered

### ***Lunging, Hand Walking & Turnouts:***

|                         |                                                                                                                                                                                                                       |
|-------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Training Lunge</b>   | <b>\$ TBD</b> based on your training package, invoiced the same as a school. Training Lunges includes a natural horsemanship and/or working on manners on the lunge line, Pessoa system, or surcingle and side reins) |
| <b>Rain Day Lunge</b>   | <b>\$35</b> after period of rain these lunging days are very labor intensive as we must drag after every 4-5 horses                                                                                                   |
| <b>Lunging</b>          | <b>\$25</b> Plain Lunge, on line or loose                                                                                                                                                                             |
| <b>Same Day Lunging</b> | <b>\$15</b> Lunging on the same day a schooling ride or lesson                                                                                                                                                        |
| <b>Hand walking</b>     | <b>\$25</b>                                                                                                                                                                                                           |
| <b>Turnouts</b>         | <b>\$13</b> without boots<br><b>\$15</b> with boots                                                                                                                                                                   |

Note: non HVRA clients (or clients not enrolled in a training package) will pay \$10 additional for any of the above services provided.

### ***Assisting Vet or Farrier:***

|                                                              | <u>15 minutes</u>                                               | <u>15-40 minutes</u> | <u>40-60 minutes</u> | <u>1 hour +</u> |
|--------------------------------------------------------------|-----------------------------------------------------------------|----------------------|----------------------|-----------------|
| <b>Holding for vet/farrier &amp; Wound/Injury/Other Care</b> | <b>\$35</b>                                                     | <b>\$45</b>          | <b>\$55</b>          | <b>\$65+</b>    |
| <b>PEMF treatments</b>                                       | same as above for time involved + cost of any supplies provided |                      |                      |                 |
|                                                              | <b>\$160</b> per month for 4 treatments                         |                      |                      |                 |
|                                                              | <b>\$50</b> single treatment of body \$10 extra for legs/feet   |                      |                      |                 |
|                                                              | <b>\$20-30</b> spot treatment                                   |                      |                      |                 |
| <b>Shot/Medication admin</b>                                 | <b>\$5</b> per                                                  |                      |                      |                 |

**EMERGENCY CARE:** Any service that requires the trainer to come out or stay out after hours, or on their day off, will have a \$50-\$100 surcharge added

## Horse Shows Fees, Services and Trailing

### Horse Shows:

|                           |                  | <u>SINGLE DAY (OFF PROPERTY)</u>                                                                                                                                                                                                                                                                                                                                                  |             | <u>MULTI DAY (Del Mar)</u> |             | <u>MULTI DAY (Away)</u> |              |
|---------------------------|------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|----------------------------|-------------|-------------------------|--------------|
|                           | <u>ECHO</u>      | 2-3 Clients                                                                                                                                                                                                                                                                                                                                                                       | 4+ Clients  | 2-3 Clients                | 4+ Clients  | 2-3 Clients             | 4+ Clients   |
| <b>Coaching fees/day</b>  | <b>\$60</b>      | <b>\$100</b>                                                                                                                                                                                                                                                                                                                                                                      | <b>\$80</b> | <b>\$100</b>               | <b>\$80</b> | <b>\$150</b>            | <b>\$130</b> |
| <b>Lunging/day</b>        | <b>\$15</b>      |                                                                                                                                                                                                                                                                                                                                                                                   |             |                            |             |                         |              |
| <b>Schooling fees/day</b> | <b>\$25</b>      | Schooling fee covers trainer riding horse for warm-ups and/or classes                                                                                                                                                                                                                                                                                                             |             |                            |             |                         |              |
| <b>Added Care/day</b>     | <b>\$15-\$50</b> | Fee charged when HVRA trainer/representative provides services that the rider is typically responsible for, such as feeding and watering, cleaning stall, bathing horse, wrapping legs, loading or unloading riders tack or tack trunk, or cleaning up a mess left behind at riders stall during the day                                                                          |             |                            |             |                         |              |
| <b>Show Supplies/show</b> | <b>\$50</b>      | This fee is charged only at Multi day shows. It helps recoup the cost for the original purchase, and the continued maintenance of the multi day show supplies (canopy and frame, drapes, couches, cargo trailer, fridge, freezer and numerous other items, which tallied up to over \$10,000) as well as incidental new supplies purchased during the show season for common use. |             |                            |             |                         |              |

### Other fees that may apply

|                         |               |                                                                                                                                                                                                   |
|-------------------------|---------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>PEMF fee/show</b>    | <b>\$40</b>   | Use of PEMF machine during the show                                                                                                                                                               |
| <b>Set up/tear down</b> | <b>\$40</b>   | Covers packing and unpacking of supplies, set up and tear down of stalls, tack rooms, grooming and seating area. Clients that assist with set up and tear down will have this fee waived/reduced. |
| <b>Per Diem/day</b>     | <b>\$65</b>   | Split between the number of riders at the show. This per diem helps cover the cost of meals while at a multiday show. Waived if clients provide meals for trainer.                                |
| <b>Hotel/Rooming</b>    | <b>\$ TBD</b> | Covers the cost of lodging should the multi-day show be outside of San Diego. Split between the number of riders at the show.                                                                     |

### Trailing:

| <b>To Horse Show</b> | <u>Bonita</u> | <u>Del Mar</u> | <u>Vista 1 day/both</u> | <u>Temecula</u> | <u>SJC</u>   |
|----------------------|---------------|----------------|-------------------------|-----------------|--------------|
|                      | <b>\$150</b>  | <b>\$250</b>   | <b>\$175/300</b>        | <b>\$375</b>    | <b>\$425</b> |

**Basic Rate** (\$80 min) **\$50 hook up fee + \$3** per mile/round trip for local hauls

### Shaving & Mane Pulling:

|                      |                                                                    | <u>per session</u>                                          |
|----------------------|--------------------------------------------------------------------|-------------------------------------------------------------|
| <b>Show clipping</b> | <b>\$25</b>                                                        | includes face, bridle path, legs and ears (if horse allows) |
| <b>Body Shave</b>    | <b>\$200</b>                                                       |                                                             |
| <b>Trace Clip</b>    | <b>\$125</b>                                                       |                                                             |
| <b>Mane pulling</b>  | <b>\$15-\$25</b>                                                   | (depending on length/thickness)                             |
|                      | If horse requires tranquilization owner covers cost of medication. |                                                             |

## Commissions, Sales, Leases, Purchases

### ***Trainer Commissions on Outside Lease, Purchases and Sales of Horses:***

Ready to look for your own horse? Let us use our combined 40 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 \$750 minimum commission for all sale, purchases or leases. By California Law all commissions over \$500 must be declared and transparent.

**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 a current client owned horse and another current 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.