

## **SOURCES OF EQUINE JOBS AND INCOMES**

### **BOARDING/LAY-UPS**

Boarding operations are a significant part of the horse industry. The horse is kept and managed/maintained at a farm for a fee. Fees can be daily (for short term board such as a mare waiting to be bred or to foal out) or monthly (for long term board when an owner does not have a farm). Farm income is derived from a number of sources: the boarding fees, fees for bedding, feed, veterinarian services, handling (turn out or blanketing for example), farrier work, etc.

**The 2012 KY Equine Survey estimates 41,000 horses are boarded in Kentucky. There are an estimated 1,100 operations that have boarding, training and riding services offered.**

### **BREEDING/STALLION SERVICES**

Breeding and stallion farms offer on-site stallion semen or shipped semen for production purposes. In the case of "live cover" (required in Thoroughbred breed), the mares are brought to the stallion for breeding, and are often boarded at the farm until a successful breeding or foaling.

In the case of shipped semen (practiced by most riding horse breeds), the semen is collected, tested and shipped as cooled or frozen semen to the farm (anywhere in the country) where the mare resides.

Farm revenue is generated from the stud fee, if the farm owner also owns the stallion, or from commissions on the sale of the breeding contract, if the farm owner does not own the stallion. Some farms also generate income from shipping called a chute fee.

Breeding farms (especially Thoroughbred) not only manage the breeding process ("stand the stallion"), but also board and then foal out the pregnant mare. The offspring are often raised at the breeding farm and then sold for the owner. Commissions from sales of these young horses are a major part of farm income.

**The 2012 Kentucky Equine Survey estimates there are 3,900 stallions and 38,000 broodmares in Kentucky; there are an estimated 700 equine breeding operations.**

### **CAMP RIDING/DRIVING PROGRAMS**

These programs offer riding and driving experiences to individuals, usually youth, who are enrolled in a camp at the facility. Camp fees represent a significant source of farm income for these facilities, since families will pay an expensive camp fee for a short-term (usually two weeks or less) summer experience for their child. Note that these camps often take place at a facility that offers beginner-riding lessons throughout the year.

### **COMPETITION FACILITIES**

Competition facilities offer either farm-based riding arenas or field jumps where horse organizations can hold competitions. The facilities are leased out for the duration of the competition, and in addition stalls are rented to competitors, bedding is sold to competitors, often camping or hookup sites are rented and sometimes concessions are offered during the competition. All of this represents farm income to the owner of the facility. A good example is Lakeside Arena, Franklin County. (<https://www.facebook.com/LakesideArenaFrankfort>)

#### EDUCATION/INSTRUCTION

Education or instruction facilities overlap "Training/Instruction" facilities. Often the services are offered at the same farm. Education facilities earn farm income through offering clinics, both passive (watching) a clinician, or active (participating in with your horse). Farms earn income by hosting these clinics and charging admission fees, which is the main source of income. Additional income is realized by renting stalls to clinic participants and providing concessions.

#### FEED SUPPLIERS

Feed stores derive income through the milling, custom blending and selling of feed products to the horse industry. They often also sell related horse products such as grooming tools, supplements, over the counter medications, pasture seed and fertilizer, etc.

#### HORSE CAMPS/B&B (BARN & BREAKFAST)

Horse Camps are facilities where horse owners bring their horses and trailers and camp out. [Note: camping horse trailers are set up like RV's, with beds, couches, kitchens and bathrooms.] Horse B&B's are similar, but the people stay in the house rather than in their trailer. Often horse camping is associated with trail riding.

Farm income can be derived from the daily camp space rental, the daily stall fee, bedding, occasionally food and trail riding fees. Often the facilities also carry a small camp and tack store. A good example is Mammoth Cave Horse Camp, (<http://www.mammothcavehorsecamp.com/>)

#### PUBLIC RIDING STABLES

Public riding stables keep a string of horses of varying skills and training, to offer riding lessons (instruction) to the public. Riding lessons are offered as either group or individual, and vary based on the skills of the students. Students usually take one lesson a week, and purchase a package for a series of weeks (8-10 weeks is common.) Farm income is derived from the riding lesson fees. Additional farm income is generated when the farm holds a "schooling show," which allows students to compete and be judged. The students pay to rent the horse they will be riding for the day, and also pay a per-class fee to compete.

#### RACETRACKS

Racetracks are a form of competition facility (see above), except that the track ownership runs the competitions rather than rent the facility out to an equine organization.

Income to the racetrack consists of gate fees, betting pools, concessions, stall fees, etc. Racetracks also have a large indirect impact on the surrounding community in hotels, restaurants, airport usage, etc.

The number of horses in a race directly affects betting pools. More wagering opportunities (# of horses in a race) results in a higher amount wagered. A portion of the wagered amount will go to purses and the track. The purse money goes to the owner. The money to the track goes to offset expenses. There is also a tax on wagers. A portion of this tax goes to a purse supplement program (Kentucky Thoroughbred Development Fund, KTDF, the Thoroughbred component of Kentucky Breeders Incentive Fund). Only racing animals sired by a Kentucky-based stallion and foaled in Kentucky are eligible for this added money. The intent is to encourage owners to buy Kentucky-breds (increasing farm income) and race them in Kentucky (increasing racetrack income).

#### SALES FACILITIES

Horse Sale facilities offer horses for sale to the public. Some are large, such as the Keeneland Thoroughbred sales that provide the vast majority of sales revenue within the state. Most other sale facilities are small, either occasional breed-specific or mixed breed sales occurring a few times a year outside of the Bluegrass, or farms that sell two to five horses per year directly off the farm. Often small sales farms combine sales with training, lesson and/or boarding services.

Income for the sales facility is the booking fee and commission on the sale. Income for the farm is the commission on the sale, although other minor income is generated for transporting sold horses to new owners or providing pre-sale prep services. A good example of a sale farm for riding horses that combines many services together is Dressage, Kentucky - Jefferson County. (<http://www.equinenow.com/farm-id-263410>)

#### THERAPY (ANIMALS OR HUMAN)

Therapeutic facilities either use horses as a mechanism for human therapy, or they apply therapy (physical) to horses. Income is derived from fees for services to both humans and horses. Most therapeutic facilities for humans are nonprofit organizations and there is no farm profit.

#### TRAIL RIDING STABLES

Trail riding stables keep a string of gentle horses for the general public to come and ride on trails, generally two hours or less. Farm income is derived primarily from riding fees, but may also include concessions and merchandise. A good example is Big Red Stables, Mercer County (<http://www.bigredstablesky.com/>)

#### TRAINING/INSTRUCTION

Training and instruction farms educate both the horse and riders. Instruction is offered to horse owner/riders through lessons and clinics. These operations differ from public riding stables in that the clientele owns the horses. They bring their horses to the farm for instruction or to participate in a clinic. Or they may board at the farm and then participate in instructions or clinics to become a better rider.

Training is the term used when a professional horseman works with a horse (that belongs to a client) in order to teach it to perform specific tasks such as jumping or racing, etc. Most trainers will not take horses for training unless there is at least a 90-day commitment. Income for the trainer includes the training fee (which includes board while the horse is at the trainer's farm), as well as incidentals such as handling fees or transportation if the trainer takes the horse to a competition as part of its learning process. Farm income is generated through the fees that horse owners pay to take lessons, enroll in riding clinics and training fees.

#### VET HOSPITAL

Vet hospitals derive income from treating injured or ill horses, and by assisting with the breeding and foaling processes. Income comes from vet charges, drug and device sales, hospital stall rental and hospital care and management.

Other affiliated equine services not listed here include tack and supply stores, farriers, alternative modalities (massage, acupuncture, etc.), fencing, hay suppliers, barn builders, farm equipment suppliers, pasture chemicals, equine pharmaceuticals and truck and trailer suppliers.