

Sterling Training Center, Inc.

Price List & Training Contract

5326 Pingree Road
Howell, MI 48843
734-915-0697

PASTURE BOARD (\$8/day~\$250/month)

Pasture board is for horses that are able or need to live outside. They receive fresh water, hay, grain, and free choice shelter. Handling fees may apply if your horse needs to be held for the vet, dentist, or blacksmith.

BOARD (\$17day~\$500/month)

Horses are provided hay and water three times per day, grain morning and night, basic supplements, and fresh bedding as needed. Board includes six day per week turnout in an individual paddock, weather permitting. If the weather is bad, horses are turned out in the indoor arena. Basic grooming and blanketing for turnout and winter are also included. Special supplements for your horse may be discussed for enhanced care and will be added to your monthly bill. Special care for elderly or sick horses may be subject to an additional charge. Ask for details. De-worming, vaccinating, sheath cleaning, shoeing, and dental care are also additional expenses. Ask for details.

TRAINING (\$12/day~\$350/month)

Training sessions include and are not limited to jogging, riding, biting, and long-lining for a period of time determined by age, condition, abilities, and needs. Horses are typically exercised 5-6 days per week with 1-2 days off per week. We believe that a sound mind equals a sound body. For this reason, horses' days off may consist of a long walk and grazing or turnout in an individual paddock. Training also includes two weekly lessons on your show horse. If these lessons do not fit the training program for you or your horse, lesson horses will be substituted. Training lessons can not be saved up to use at a later date. You may schedule a meeting with Katie to discuss your horse's training schedule and a riding lesson plan.

**Payment is due on or before the 10th of every month. Payment not received by the 11th of every month is subject to a \$25.00 late fee per horse.

HORSE SHOWS

The following fees occur when you own or lease a horse to show. A show schedule for your horse can be discussed with Katie in a scheduled meeting.

Schooling Shows: A flat fee of \$250 is charged to attend a schooling show. This includes and is not limited to transportation, stall fees, grooming, cleaning tack, and coaching. Class entry fees generally cost \$25/class and are billed accordingly.

Day Care (\$50/day \$75/day OKC): This fee is determined by the total number of traveling days. Day fees include but are not limited to bathing, sanding, clipping, tail washing for each class, tack cleaning, packing, unpacking, etc. The additional fee for Oklahoma is to offset costs such as added employees at home and at the show, extra supplies, etc.

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Transportation: This expense varies due to the price of gas and the method of transportation. See Katie to discuss an estimated cost of transportation for each show.

Spilt expenses: Expenses split by the number of horses include but are not limited to hotel, tack stalls, decorations, sponsorships, rentals, etc (rental car and airfare when applicable).

Trainer's Showing Fees: Any time a Sterling trainer shows a customer's horse, a fee of \$20 per class will be billed to your horse show invoice.

Braiding: For horses that require braiding, we charge \$30 for button braids, \$15 for chain braids, and \$15 for tails. Most horses will be braided for each class.

Entry fees: We complete a basic entry form for your horse for each show, and check or credit card is required before the entry due date. Copies of your membership cards and horse's registration papers are also due at this time.

Sawdust: Sawdust costs vary depending on the horse. We track the number of bags used throughout the show for each horse and bill accordingly.

Snacks & Beverages: It is important to have basic snacks and beverages for the customers and staff. The total cost is split per family and billed accordingly.

HORSE SHOW PAYMENTS:

The majority of horse shows are billed out in two parts. Prior to each show you will receive a primary invoice of estimated day care, transportation, braiding, shavings, trainer's showing fees, assumed medicine/vitamins, and hotel. Following each show you will receive a final bill including and not limited to actual differences from the estimated preliminary invoice, snacks & beverages, all split expenses, photographs, etc. Show invoices are due once the invoice is received. A 10 day grace period is allowed without penalty. After 11 days, a \$25 late fee will be added to the invoice.

Illness or injury: In rare cases, a horse or exhibitor may become injured or ill prior to or during a horse show. Expenses that have been split and billed to all customers cannot be billed again to the remainder of the customers at a higher rate with the absence of a horse or exhibitor. Estimated day care allows Sterling to assume a budget for the show and labor. Labor is assigned based upon the number of horses attending the show. Sterling will refund day care in any possible situation if the timing is such that we can change the budget and the allocation of labor with the change in the number of horses. The following demonstrates three possible scenarios of the customer's financial responsibility.

1. If the show has not yet been billed out, the client is free of the financial responsibility for that show, with the exception of fees billed directly from the show such as stalls, entry fees, vet bills, etc.
2. If the show has been billed out but the horses are still at home, some of the following refunds are possible:
 - a. Partial transportation (since it is a split cost per customer)
 - b. Partial or total day care
 - c. Braiding
 - d. Trainer's showing fees
 - e. Sawdust
 - f. Partial entry fees ~ varies at each show

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3. If the injury or illness occurs during the show, some of the following refunds are possible:
 - a. Braiding
 - b. Trainer's showing fees
 - c. Sawdust in some cases
 - d. Any items billed and not used ~ i.e. vitamins for show

STERLING EXPECTATIONS:

Advertising Expenses: Advertising is not required but is strongly encouraged following a Regional win or reserve win, Pre Oklahoma, following a successful Oklahoma, and following publication honors. Splitting pages among customers has become a cost effective means to advertising. Advertising is not limited to the above situations. Please schedule an appointment with Katie to discuss an advertising budget for the show season.

Membership cards: AMHA, MJMHA, USEF, UPHA membership cards are required for most exhibitors. Copies of these cards need to be turned in prior to the first show.

Tack Requirements:

- Leather halter with nameplate
- Air bustle, if necessary
- Two sheets and two scrim sheets in stable colors
- Winter blanket and hood, if necessary
- Show harness if necessary
- Show bridle if necessary
- Saddle if necessary

Selling & purchasing horses:

Sterling charges a 10% commission for any horse sold or bought with a Sterling representative as the agent. All purchase prices will be openly discussed with the customer for the duration of the purchase or sale of the horse. All travel expenses incurred are the responsibility of the buyer or seller and will be billed accordingly.

Consignment to an Auction: If you choose to consign your horse to an auction for sale, the following costs are associated:

1. Transportation-quoted based on distance and price of fuel
2. Day care
3. Body clipping if necessary
4. Hotel
5. Sawdust
6. Auction fees and auction commission
7. 10% Commission to Sterling

A reserve bid may be placed on the horse so it cannot be sold below that price. A meeting prior to the auction is necessary to mutually agree upon the reserve amount. If the horse returns home due to a reserve bid, the above costs are still the responsibility of the customer.

Repairs: Blankets, leather, stalls, etc in need of repair are the responsibility of the customer. Repairs to such items will be billed accordingly.

Stall Deposit: A deposit of \$300 will be required at the signing of the contract to secure a stall at Sterling Training Center Inc. Refunds will be granted with a 30 day notice and a cancellation of your contract (see cancellation of contract). This deposit may be used toward the last month's board and/or training.

Cancellation of Sterling contract:

All customers are strongly encouraged to schedule a meeting with Katie to discuss any concerns about services, costs, or dissatisfaction. If financial constraints or problems arise that cannot be solved on the part of Sterling or the client, it will be determined that the contract should be cancelled. A thirty day notice from a Sterling representative or the client is required for a cancellation of this contract. With a thirty day notice of cancellation, deposit refunds, tack, blankets, etc determined by a mutual agreement between the client and Sterling Training Center Inc will be returned to the customer. Once the contract is mutually cancelled, the customer may leave prior to thirty days if both parties feel it is beneficial to do so.

***All clients are consulted on all charges not listed above.

***All clients are encouraged to inquire about any concerns, services, or costs.

Sterling Training Center Inc. Training Contract

_____ I have read the above items and understand the terms of the contract.
Initials

Client

Date

Sterling Training Center, Inc.

Date

Sterling Training Center Inc. Contract Cancellation

It is the understanding of Sterling Training Center Inc. and the client, _____, that a mutual agreement was made to cancel the above training contract. The client or Sterling scheduled a meeting and a 30 day notice was given at that time. All invoices have been paid in full by said client. All possessions of said client have been returned by Sterling Training Center Inc. The deposit has been refunded to said client. It is agreed that we have terminated this contract mutually and successfully.

Client

Date

Sterling Training Center, Inc.

Date