

P PATCHWORK PARK EQUESTRIAN CENTRE

2021 UPDATED VERSION

CONSIGNMENT PACKAGE BREAKDOWN

This document aims to outline the possible consignment options for persons considering selling their horse. This is not a contract and should be used as a guide only. Prices effective JUL 2021 and are subject to change.

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1. OPTION A: FULL WEEKLY PACKAGE (5 SESSIONS PER WEEK)

- a. Weekly cost (paid for 1 week in advance):
 - i. Sales under \$5000.00:
\$370.00/w, no commission due upon point of sale
 - ii. Sales over \$5000.00:
\$360.00/w, 10% commission due upon point of sale
- b. Horse ownership is retained by owner until sale occurs
- c. All ongoing costs are to be paid for by owner
- d. Week to week package cost is to be paid one week in advance
- e. Horse may be withdrawn from program provided all outstanding costs are paid for
- f. Commission still due if:
 - i. Horse is withdrawn from sale, then sold privately within 6 months of contract, or
 - ii. Horse is sold using advertisements developed by Patchwork Park
- g. Weekly cost includes agistment
- h. BYO feed, rugs and bridle
- i. It is recommended to insure this horse. Any injuries, losses or death that occur while on Patchwork Park premise will not be reimbursed
- j. If this horse dies while on premise or is withdrawn from sale, with money paid up in advance:
 - i. 1 FULL WEEK: This money will be refunded in full
 - ii. PART WEEK: \$12 per day agistment + 60.00 per ride removed from total. Any remaining credit will be refunded.

This package is recommended for horses who require consistent work (for either behavioural benefit or fitness). It is also recommended for horses that are in a higher price bracket to ensure they are working correctly, and given full opportunity to show their potential to buyers. It is recommended that most horses are allocated to this package for at least 2 weeks prior to any other Option to ensure we can understand the horse's perks, quirks and idiosyncrasies prior to offering for sale. This will help us find the best home for the horse.

2. OPTION B: PART WEEKLY PACKAGE (2 SESSIONS PER WEEK)

- a. Weekly cost (paid for 1 week in advance):
 - i. Sales under \$5000.00:
\$220.00/w, no commission due upon point of sale
 - ii. Sales over \$5000.00:
\$210.00/w, 10% commission due upon point of sale
- b. Horse ownership is retained by owner until sale occurs
- c. All ongoing costs are to be paid for by owner
- d. Week to week package cost is to be paid one week in advance
- e. Horse may be withdrawn from program provided all outstanding costs are paid for
- f. Commission still due if:
 - i. Horse is withdrawn from sale, then sold privately within 6 months of contract, or
 - ii. if sold using advertisements developed by Patchwork Park
- g. Weekly cost includes agistment.
- h. BYO feed, rugs and bridle
 - i. It is recommended to insure this horse. Any injuries, losses or death that occur while on Patchwork Park premise will not be reimbursed
- j. If this horse dies while on premise or is withdrawn from sale, with money paid up in advance:
 - i. 1 FULL WEEK: This money will be refunded in full
 - ii. PART WEEK: \$12 per day agistment + 60.00 per ride removed from total. Any remaining credit will be refunded.

This package is recommended for horses who have “been there, done that”, and don’t require consistent work for fitness or behaviour. This is the “budget” package for persons who don’t plan to sell their horse for a high price bracket. This is not recommended for horses that become difficult during time off or are advertised for a higher price bracket (and needing training to facilitate this). Horses on this bracket will not be prioritised or pushed as a sale of urgency, but will still be actively advertised.

This is also a good option for unbroken horses that need light exercise and handling per week or foals that are for sale and need halter breaking and basic handling.

3. OPTION C: ALLOCATED SALE (FINANCE UPON SALE)

- a. Patchwork Park agrees to an allocated price for horse below market value. Finance is paid upon point of sale
 - i. Funds above this amount belong to Patchwork Park
- b. Ownership of horse is maintained by owner
- d. Horse may be withdrawn from program at any time prior to sale, however outstanding costs to this point in training must be paid for outright
 - i. If the horse is withdrawn from the program without sale, but has been in full work by management, the owner is required to pay the number of weeks the horse has been in work on an Option A bracket (\$370.00/w)
- e. It is recommended to insure this horse. Any injuries, losses or death that occur while on Patchwork Park premise will not be reimbursed
- f. Every horse must begin on an Option A training program for a duration of 2 weeks "trial" to ensure the horse is sound, relatively straightforward and saleable.
 - i. The horse may be rejected from the consignment program within the first 2 weeks if it is deemed to be unsuitable for sale.
- g. Once the trial period of 2 weeks has elapsed, and the horse has transferred to an Option C training program, Patchwork Park will pay for feed costs during the horse's stay. Prior to the changeover, costs for food are to be paid for by the owner.
- g. The owner must fund farrier, worming and vaccinations during the horse's stay
- h. Medical bills relating to injury are to be paid for by the owner.
 - i. Should this horse die while on premise:
 - ii. The owner will not pursue Patchwork Park for the value of the horse
 - iii. Patchwork Park will forfeit outstanding training costs leading up to point of death and not pursue the owner for these costs

This package is recommended for persons who do not want to spend a set amount per week for sale. Finance is not immediate. If horse sells for more than expected, owner is still only entitled to the initial agreed value.

The horse must begin on an Option A contract for 2 weeks in order to be eligible to transfer to an Option C after this timeframe. The horse may be rejected from the program in the first 2 weeks, while on an Option A contract, should it be deemed unsound, unpredictable, unsaleable, etc.

If horse does not sell for an extended time frame, Patchwork Park may suggest lowering price. Both parties will allow profit margins to decrease should this be the case (i.e.: owner is allocated \$6,000 of a sale that is expected to occur at \$10,000, with Patchwork's profit margin at \$4000. Horse does not sell after 4 weeks. Patchwork Park suggests lowering price to \$9000, \$1000 less than planned. Patchwork Park's profit margin becomes \$3500 and owner's becomes \$5500.) By keeping both parties financially liable, this ensures motivations remain to conduct the sale of horse.

Patchwork Park reserves the right to terminate contract at any time if the horse is considered unsaleable.

If the horse is withdrawn without sale, the owner must pay out the number of weeks the horse has been on "training" (ie, horse attends for 3 weeks, then is withdrawn, therefore \$370.00 x 3 is due to fund time and training of the horse)

Patchwork Park will make suggestions to support a quick sale, to ensure the number of weeks' training fees being accrued is manageable.

This Option is a gamble: The horse may sell in a day or may sell in 6 weeks. There are risks either side.

5. OPTION E: AGENCY FEES ONLY

- a. Cost: 5% Commission upon sale, regardless of sale price
- b. Patchwork Park acts as an agent for finding a buyer for the horse
- c. Horse stays on owner's property. No weekly amount is due for training
- d. Patchwork seeks buyers from known clientele basis
- e. If Patchwork Park recommends a buyer and the sale is successful, cost of commission is due only

This is the ideal package option for someone who is quietly considering selling a fairly straight forward horse, but hopes to do so by word of mouth rather than active advertising. The seller can approach Patchwork Park with photos and videos of their horse, and describe their horse and the rider needed. Patchwork Park will seek a buyer and pass contact details to them. No money due unless sale occurs through Patchwork Park recommendations. This is a lot cheaper than other options, but could act as a first option before trying others.