

**LIVERY - FINANCIAL DATA**

£ per horse / pony				Full Livery	Part Livery	DIY Livery	Grass Livery
Livery Charge	£ per week	.....	125	90	55	20	
Occupancy	weeks per year		48	48	48	26	
<b>SALES</b>				<i>£ per livery place per year</i>			
Livery Charges	.....	.....	6,000	4,320	2,640	520	
Other Services	.....	.....	-	200	350	-	
Other Sales	.....	.....	-	-	250	-	
<b>OUTPUT</b>				<b>6,000</b>	<b>4,520</b>	<b>3,240</b>	<b>520</b>
<b>VARIABLE COSTS</b>							
Hard Feed (Concentrate)	.....		265	265	0	0	
Fodder	Hay	.....	365	365	0	0	
Grazing	.....	.....	86	86	86	86	
Bedding	Shavings	.....	585	585	0	0	
<b>TOTAL VARIABLE COSTS</b>				<b>1,301</b>	<b>1,301</b>	<b>86</b>	<b>86</b>
<b>GROSS MARGIN</b>				<b>4,699</b>	<b>3,219</b>	<b>3,154</b>	<b>434</b>

**LIVERY CHARGES**

Type	Average	High	Low
Breaking / Schooling	135	180	50
Full Livery	125	180	85
Part Livery	90	120	70
DIY Livery	55	75	35
Grass Livery	20	30	15

Breaking / schooling liveries tend to be short stays of up to 6 or 9 weeks and the cost will depend on the qualification and reputation of the establishment undertaking the work.

A Full Livery is defined on the previous page and includes Hunter and Competition Yards. The more popular the hunting country the higher the livery charge. Competition yards with a famous or a good reputation will also be able to command higher livery charges.

DIY Livery charges vary widely depending on the facilities available and geographical location. The level of services included can also be variable - i.e. if fodder and bedding are included and any add on services (see page 13).

Grass Livery charges will vary widely. If near 'hotspots' such as Newmarket, a premium can be charged. Likewise added features such as timber fencing and field shelters can increase the amount chargeable.

The idea is to have full **occupancy** of all stables with income for 52 weeks of the year. Some yards get close to this with low turnover of customers and even, in some cases, waiting lists. The margins above assume that this will not always be achieved in practice. A high occupancy level is crucial for profitability.

## GRASSLAND MANAGEMENT

The ideal is to graze the sward short (but not so short that its ability to regenerate is compromised), and then take stock off. This keeps weeds in check, encourages the growth of fresh grass and reduces the worm burden on the pasture. To achieve this a number of paddocks are required, which the horses rotate through in sequence.

Even where a rotation is possible, it is not always easy to get the sward grazed down sufficiently due to horses' grazing habits. It is often necessary to mow or 'top' paddocks to remove longer grasses and weeds. A cost for this is included in the previous margin. Whilst most equine businesses will not equip themselves to undertake field operations, having a tractor topper is often worthwhile.

An alternative to topping is to use other livestock, usually cattle and sheep, to take the pasture down. This has the benefit of making use of the grass and possibly generating extra income. It also reduces the worm burden. This is obviously easier where the equine enterprise is located on a livestock farm, or there are such farms close by.

One of the issues with managing grassland is the uneven production of grass throughout the year. There is a peak in the spring (May-June), then another smaller flush in the autumn, with little or no growth during the winter. On livestock farms, this imbalance is dealt with by conserving grass in the form of hay or silage. Whilst some equine businesses do conserve their own forage, it requires specialised machinery and does not always fit in well with the 'core' equine business. For this reason many prefer to buy-in high quality forage. To deal with the excess of grass some of the field area is often 'rented' out to local farmers under grass keep arrangements.

## GRASS KEEP AND GRAZING CHARGES

The rates shown below are only indicative, as charges can vary greatly according to local supply and demand and the season. Sometimes the charge is simply on an area basis, an alternative is to charge according to the number of animals being hosted. The latter is easier where there is mixed grazing (e.g. horses and sheep together). Rates may be very low where there is little livestock in the local area - the grazing may have to be offered free to attract a grazier. It should also be remembered that horse pasture (whether fairly or not) is usually considered inferior to farmland grass and thus may be priced at a discount.

### Grass Keep (April to October)

Grass keep can vary from nothing to £350 per hectare (£0-£140 per acre). The average is somewhere in the range of £150-£225 per hectare (£60-£90 per acre).

### Sheep

					<b>£ per Head</b>
Agistment for 6 months (including transport)	.....	.....	.....	.....	15.00 - 19.00
Summer/Winter grazing - per week	... ..	.....	.....	.....	0.40 - 0.65

### Cattle - Summer Grazing

6-12 months old - per week	.....	.....	.....	.....	1.50 - 2.75
12-21 months old - per week	.....	.....	.....	.....	2.00 - 3.50
over 21 months old/dry cows - per week	.....	.....	.....	.....	3.00 - 4.50

### Cattle - Winter Grazing

Rates for winter grazing are usually somewhat lower than those for summer grazing shown above - often around 20% less. However, in some situations there may be little actual difference in values.

**EQUINE BUILDING COSTS***Price Range*  
£ per unit**PRE-FABRICATED UNITS**

Standalone wooden buildings. Prices include delivery but not erection. Costs exclude any site preparation, base or drainage. Prices exclude VAT.

**Stabling**

Loose boxes

Single	3.6m x 3.6m (12' x 12')	....	....	....	1,500 - 2,500
Pair	....	....	....	....	2,600 - 3,500
Block of Three	....	....	....	....	4,100 - 6,000
3+ (per unit)	....	....	....	....	900 - 1,500
Foaling Box	3.6m x 4.8m (12' x 16')	....	....	....	1,600 - 2,800
Corner Units	3.6m x 4.8m/5.4m	....	....	....	1,600 - 2,800

**Ancillary**

Tack Rooms	3.6m x 2.4m (12' x 8')	....	....	....	800 - 1,100
	3.6m x 3.6m (12' x 12')	....	....	....	1,300 - 1,900
Hay Stores / General Purpose Buildings	3.6m x 3.6m	....	....	....	900 - 1,300
	3.6m x 7.2m	....	....	....	1,600 - 2,300
Feed Stores	3.6m x 2.4m (12' x 8')	....	....	....	800 - 1,100
	3.6m x 3.6m (12' x 12')	....	....	....	1,300 - 1,900

Other elements are available to create a full 'yard' - walkways, archways etc.

**Field Shelters / Mobile Stables**

Fixed	3.6m x 6.0m (12' x 20')	....	....	....	1,900 - 2,500
Mobile	3.6m x 6.0m (12' x 20')	....	....	....	2,200 - 2,800
Twin Stable	3.6m x 7.2m (12' x 24'), metal skids	....	....	....	2,500 - 3,700

**INTERNAL PARTITIONS**

To fit out existing or new portal-frame building. See previous page for new-build cost of a steel portal framed shed. *Note that, whilst the prefabricated stables above have a lower initial cost, a portal frame building is more flexible and can be more easily converted to other uses.*

Front section	3.6m (12') - timber to 1.2m (4') grill bars above	500 - 750
Centre division	3.6m (12') - timber to 1.2m (4') grill bars above	400 - 600

**PAVING**

See previous page for costs of concrete and hardcore surfaces. Specialist paving is also widely used.

					£ per m2
Rubber brick	'dog-bone' interlocking bricks	....	....	....	20 - 25
Artificial grass	....	....	....	....	25 - 30

## LEGISLATION 9.

*This section aims to give a brief outline of the main areas of legislation that affects equine businesses. It is not intended to be fully comprehensive and cannot deal in detail with every circumstance. Those with specific queries should always seek professional legal advice or consult a specialist information source. No liability is taken for any errors or omissions it may contain.*

*Some 'rules and regulations' are covered in other chapters of the Equine Business Guide:-  
Employment – Chapter 4 Taxation – see Chapter 6. Subsidies and Grants – see Chapter 8.*

## EQUINE BUSINESS LEGISLATION

**T**his section deals with legislation that is most likely to directly affect equine businesses – such as the licensing of premises, animal welfare, horse identification, transport of horses, liability and health and safety.

Subsequent sections deal with legal issues that equine businesses could encounter due to their occupation of land – tenancy law, planning and environmental legislation.

### LICENCING

**I**n October 2018 the Government introduced the Animal Welfare (Licensing of Activities Involving Animals) (England) Regulations 2018. These regulations replace a number of licensing regimes including the Riding Establishments Acts 1964 and 1970, which controls the activity of hiring out horses, although these licences are still valid until their expiry, from which point a licence under the new regulations are a mandatory requirement.

### APPLICATIONS

Licences under the legislation are granted by the Local Authority. A fee is payable to the Authority and an inspection of the premises (by a veterinary surgeon) is undertaken. This ensures the welfare of the animals is being looked after and that the accommodation is suitable. The licence will be issued subject to compliance with licence conditions. Licences are renewable annually.

Applicants have to meet certain conditions;

- be over 18 years of age or be a limited company
- not been previously disqualified from keeping a riding establishment, pet shop, or boarding kennel or having custody of animals under the Protection of Animals (Amendment) Act 1954
- not being disqualified from keeping, owning or transporting animals under the Animal Welfare Act 2006 or Animal Health and Welfare (Scotland) Act 2006.

If the Local Authority fails to respond to the application within defined time limits (which will be notified) the applicant is able to act as though the application is granted.

### CONDITIONS

The new regulations require that the following conditions are met;

- the licence is displayed appropriately on the premises and the details of the licence holder are presented on any website used in respect of the licensable activity
- if, during the inspection, a horse is found to be in need of veterinary attention it shall not be returned to work until the operator of the establishment has lodged with the Local Authority a veterinary certificate that the horse is fit for work.