



# MHHC UPDATE

mdhorsecouncil.org

## HIGHLIGHTS OF THE SEMINARS

by Alice Dibben

MHC Recording Secretary Alice Dibben reports on the Association & Business Seminars, held August 8 and sponsored by MHC, *The Equiery*, Naden/Lean, LLC and the Maryland Jockey Club. The seminars were free and attracted about 200 registrants (100 businesses were represented and about 20 associations). The keynote speaker was Rich Wilcke. Panelists included Mark King, Bill Fitzpatrick, Mary Kay Leary, Jane Seigler, Bill Marlow, Tim Barkley, Jim Hanson, and Beverly Raymond.

Since I am active in a horse association and four of our members were there, I decided to attend the association seminar. They were in the middle of explaining the different non-profit choices; my club had just done that so I went over to see what was happening in the horse business seminar. I have a small breeding and racing business.

Rich Wilcke spoke in broad, general terms about viewing your establishment as a business, setting goals and being realistic about the value of your horses. I felt that he was speaking directly to me when he said that everybody is waiting for “the one big horse,” that will bring us money and fame and propel our businesses forward. He cautioned us that our goals should be “if I never get that ‘big horse,’ I am still going to make a profit, and this is how I am going to do it.”

Jane Seigler has developed a flourishing horse business from scratch. She discussed the nitty-gritty of written agreements with clients and where the profits are. She provided a very instructive percentage breakdown of her facility’s income, and an overview of expenses, with boarding having the highest percentage of costs and being the least profitable of all the revenue streams.

Mark King and Bill Marlow emphasized that to avoid an audit one must keep records, a separate bank account, and a diary of the hours that you work at your business, and Crystal Kimball from *The Equiery* reminded us to save copies of all our ads, as that helps to show an intent on conducting the stable as a business. Every speaker emphasized the importance of a written Business Plan, no matter how simple, that is directed toward making a profit. If a part of your business is not making a profit, have a plan to change it. All agreements need to be in writing, dated and signed.

We learned the options for business structures, sole proprietor, partnerships or corporations, and how any of these entities can enjoy the benefits of LLCs, Limited Liability Corporations. Use the business identity on all your paperwork. Have a buy/sell agreement if you have partners.

Jane and Beverly Raymond explained licensing and how to get it. Having accredited instructors in your barn is a definite plus.

Liability issues, insurance and Maryland’s contributory negligence laws were discussed. We were encouraged to protect ourselves by becoming “safety nazis” and developing reputations for being highly safety conscience. All accidents should be documented — date/time, description of incidence.

After three hours of intense input, my stomach and my brain were ready for the afternoon snack before the annual meeting. I grabbed a drink and my camera and went about meeting people and taking pictures. Uh oh, the cookies were gone before I got one. Good thing, they are not on my diet.

My feelings about the seminars — they were useful. A lot of things I do right, but there is much room for improvement!

email to [secretary@mdhorsecouncil.org](mailto:secretary@mdhorsecouncil.org)

I wanted to send a thank you to the Maryland Horse Council, Naden/Lean LLC, Richard Wilcke, and The Equiery for providing a wonderful and informative seminar on Running an Association in Maryland. Though I was unable to stay for the entire day (horses to feed, don’t you know), I left with a lot of great information and some very nice contacts.

Thank you so much for offering such a valuable seminar free to Associations and Business Owners in the state.

Regards,

Allie Conrad

Executive Director

CANTER MidAtlantic

## HIGHLIGHTS FROM THE ANNUAL MEETING

August 8th, Carriage Room, Laurel Park

### Dinner Sponsors

Thank you to MidAtlantic Farm Credit and Southern States for underwriting the cost of dinner, which was free to all who attended and provided lots of opportunity for members and guests to network with each other and mingle with State officials.

### Maryland State Vets Discuss Reportable Diseases and Quarantining Protocols

MHC was privileged to welcome both the Maryland State Vet, Dr. Phyllis Cassano, and the Deputy Secretary of Agriculture, Dr. John Brooks.

Dr. Cassano discussed MDA’s current protocol for dealing with cases of infectious, contagious equine diseases. One of the challenges in the recent Poolesville outbreak is that the case vets, although concerned that they might have a case of infectious, contagious equine disease, they were not certain, as the tests were inconclusive. Current law and regulations do not mandate that the State Vet be notified of suspicions.

Further complicating the situation is that the disease of concern, Equine Herpes, is not a reportable disease. Vets are not required by law or regulation to report suspicious or confirmed cases, and MDA is under no obligation to quarantine for them.

Dr. Brooks announced the impending formation of an Equine Health Advisory Committee made up of private citizens from the equestrian community (vets and non-vets) to advise the Department of Agriculture on the community’s equine health concerns. The hope of MDA is that they can shift from being an agency that is responding to the last crisis to an agency better prepared for future crises. The equine welfare advisory committee would help MDA identify new diseases of concern that might need to be added to the reportable disease list.

### Maryland Horse Industry Board

Governor Ehrlich has appointed Keith Wills to represent the Maryland Horse Council on the Maryland Horse Industry Board. Because the Maryland Horse Council is an umbrella association for all horse organizations in the State, it is the only horse organization with a seat on the Board. Keith replaces Elizabeth Madlener, who was appointed by former Gov. Glendenning for a four year term.

## Forum: Empowering Horsepeople & Call To Arms

In order to capitalize on the momentum of the Aug. 5 Maryland Horsemen's Forum (all MHC members received invitations), Ellie Truman is crafting a sample letter, which will be posted on the MHC website, that horse people can access and send to their legislators to support slots. Although MHC has issued to all legislators "one voice" letters of support for slots, the sentiment at the meeting was that now, at this point, the more voting individuals send letters to their own elected officials, the more meaning that will have to the delegates and senators.

## University Seminars

MHC agreed to renew its annual \$500 sponsorship of the University Seminars, held each year at Horse World Expo, and for 2005 the Board agreed to increase that amount, for a total of \$1,500. The committee is currently accepting topic suggestion for 2005. If you have ideas, please contact committee chair Erin Petersen at 301-405-4690 or petersdr@umd.edu.

### 2004 EXECUTIVE COMMITTEE

#### OFFICERS

President ..... LuAnne Levens (Periwinkle Farm) ..... 301-421-1252, levensk@aol.com  
 Vice President ..... Michael D. Erskine (MAEP) ..... 301-854-5689, mikedvm@aol.com  
 Treasurer ..... Keith Wills ..... 410-838-4242, kwills@midatlanticfarmcredit.com  
 Co-Secretary ..... Crystal Kimball (Dir./Large for Business) ..... 410-489-7826, secretary@mdhorsecouncil.org  
 Recording Secretary ..... Alice Dibben (Newsletter Editor) ..... 410-255-2761, adibben@juno.com

#### ELECTED GENERAL MEMBERS OF THE EXECUTIVE COMMITTEE

Tim Capps ..... (Maryland Jockey Club) ..... 410-792-7775 x5422, tcapps@marylandracing.com  
 Royce Herman ..... (Tuckahoe Equestrian Center) ..... 410-758-2081, raherman@dmv.com  
 Tim Streaker ..... (Maryland Farriers Association) ..... 410-489-5433, tjstreak@bellatlantic.net  
 Dorothy Troutman ..... (MEF & Rosaryville Conservancy) ..... 301-627-1327  
 Jane Seigler ..... (PVDA & Reddemeade Stables) ..... 301-421-9064, jane@reddemeade.com

#### EX-OFFICIO MEMBERS

Sol Goldstein ..... Past President ..... 410-339-6610, soljean@att.net  
 Elizabeth Madlener ..... Past President ..... 301-963-7963, em\_dressage@mindspring.com  
 Beverly A. Raymond ..... Dir./ Large Indv; Past Treasurer ..... 410-592-8687

### THE 2004/2005 BOARD OF DIRECTORS

President ..... LuAnne Levens  
 Vice President ..... Maryland Assoc. of Equine Practitioners ..... Michael D. Erskine, DVM  
 Treasurer ..... Keith Wills  
 Co-Secretary ..... Dir. at Large for Businesses & Farms ..... Crystal Brumme Kimball  
 Recording Secretary ..... Doreen Hill

Dir. at Large for Farms ..... Billy Boniface  
 Dir. at Large for Farms ..... Chrissy Keys Heard  
 Dir. at Large for Farms ..... 5 way tie  
 Dir. at Large for Business ..... Crystal Kimball  
 Dir. at Large for Business ..... Laura Schmitt  
 Director at Large for Individual Members ..... Beverly A. Raymond  
 Director at Large for Individual Members ..... Shari Kennedy  
 Director at Large for Individual Members ..... Fred Lewis  
 Director at Large for Individual Members ..... Bob Shirley  
 Director at Large for Youth ..... Darryl Ann Buschling  
 Carroll County Equestrian Council ..... Carolyn Garber  
 Chesapeake Plantation Walking Horse Club ..... Jacquelyn Cowan  
 Cloverleaf Standardbred Owners Association ..... Sharon Roberts  
 Days End Farm Horse Rescue, Inc. .... Kathleen Schwartz  
 Equine Rescue and Rehabilitation, Inc. .... Debbie Rollins Frank  
 Fair Hill International ..... Lou Morris  
 Goshen Hounds ..... Holly Hamilton, MFH  
 Howard County Iron Bridge Hounds ..... Pamela Bussard  
 Humane Society of Carroll County ..... Nicky Ratliff  
 League of Maryland Horsemen ..... Kathy Dobson  
 Maryland Association for Wildlife Conservation ..... Roger Scullin  
 Marlborough Hounds ..... Christy Claggett, jt-MFH  
 Maryland 4-H Foundation ..... Robert Cooper  
 Maryland Combined Training Association ..... Judy Strohmaier  
 Maryland Council for Equestrian Therapies ..... Deanna Beal  
 Maryland Dressage Association ..... Margaret Scarff  
 MD Equestrian Foundation/ Rosaryville Conservancy ..... Dorothy Troutman  
 Maryland Farriers Association ..... Tim Streaker  
 Maryland Horse Breeders Assoc. .... Cricket Goodall  
 Maryland Horse Shows Assoc. .... Alan Lohman  
 Maryland Jockey Club ..... Tim Capps  
 Maryland Standardbred Breeders Assoc. .... Felicia Hilleary  
 Maryland State Quarter Horse Assoc. .... Angelo Bizzaro  
 Maryland Thoroughbred Horsemen's Assoc. .... Christine Bricker  
 Mid-Atlantic Saddlebred Assoc. .... David Turner  
 New Market-Middletown Valley Hounds ..... Guillermo Warley  
 Pasadena Horse & Pony Club ..... Scott Raymond  
 Plantation Walking Horses of Maryland ..... Sandy McCann  
 Potomac Hunt Club ..... Monica J. Breland  
 Potomac Valley Dressage Association ..... Jane Seigler  
 The Ranger Foundation, Inc. .... Ann Corcoran  
 Trail Riders of Today President ..... Priscilla Huffman  
 Tuckahoe Equestrian Center ..... Royce Herman  
 Washington International Horse Show ..... Gina dePasquale  
 Wicomico Hunt ..... Cindy Wood

## MHC Trails & Greenways

Naomi Manders and Peggy Bree represented MHC at the annual South Eastern Trails Conference, and they succeeded in getting Maryland added to the Conference for 2005. Naomi and Peggy came back from the conference with lots of information, which will appear in future MHC Trail Bits columns, on the MHC website (Trails & Greenways section), and which will be discussed at upcoming MHC Trails & Greenways meetings (see the website for meetings).

## Elections

Elected by ballot were the following:

Directors-at-Large for Individual Members: Beverly Raymond, Bob Shirley, Shari Kennedy and Fred Lewis.

Directors-at-Large for Farms: Billy Boniface (Bonita Farms) and Chrissy Keys Heard (Oatland Stables). There was a 5 way tie for the 3rd spot, which will be broken by another ballot.

Directors-at-Large for Businesses: Karen Schmidt (The Mill) and Crystal Kimball (*The Equiery*).

Reelected by acclamation as officers were LuAnne Levens as president; Mike Erskine as vice president, Keith Wills as treasurer, Crystal Kimball as Co-Secretary with Doreen Hill as Recording Secretary of the Quarterly Board Meetings and Annual General Membership Meeting, and Alice Dibbens as Recording Secretary of the Executive Committee.

If you are interested in serving in an elected position in an upcoming year, please contact Amy Burk at 301-405-8337 or amyburk@umd.edu

## Annual Report

The 15 page MHC Annual Report, July 1, 2003–June 30, 2004, was distributed to members at the meeting. Members not present will receive their copies in the mail.

If you would like a copy of the Annual Report, join today! New members will receive a copy for as long as supplies last.



## Maryland Horse Council

2005

*Serving the Industry  
Serving You*

- Association—\$100/year
- Farm—\$60/year
- Business—\$60/year
- Individual—\$35/year
- Youth Club—\$10/year

### INSTITUTIONAL MEMBERSHIP—\$1,000 one-time fee

**Institutional Membership:** open to any private entity, corporation, or for a state, county or other municipal agency, department, service or office that wishes to support the Maryland equestrian industry. Membership shall be a one time fee of \$1,000. Payment shall entitle the institution to designate one or more individuals to serve in an advisory (non-voting) capacity to the Council.

Name \_\_\_\_\_

(Assoc./Business/Farm/Youth Club/Individual)

Phone \_\_\_\_\_

If Assoc., Representative to Serve as MHC Board Member \_\_\_\_\_

Phone \_\_\_\_\_

Alternate \_\_\_\_\_

Phone \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Email \_\_\_\_\_

Website \_\_\_\_\_

Fax \_\_\_\_\_

**Mail w/ check payable to: Maryland Horse Council**

**P.O. Box 233**

**Lisbon, MD 21765**