

An aerial photograph of a large, multi-story house with a terracotta roof and a swimming pool, set in a lush, green landscape with vineyards and rolling hills in the background. The scene is captured at dusk, with warm lights from the house and pool illuminating the scene against a darkening sky.

THE *Equestrian*  
CATALOG

**THE MAJESTY**  
THAT IS BALLENA VISTA FARM

**ALL ABOUT FOOTING**  
THE GOOD, BAD, AND UGLY

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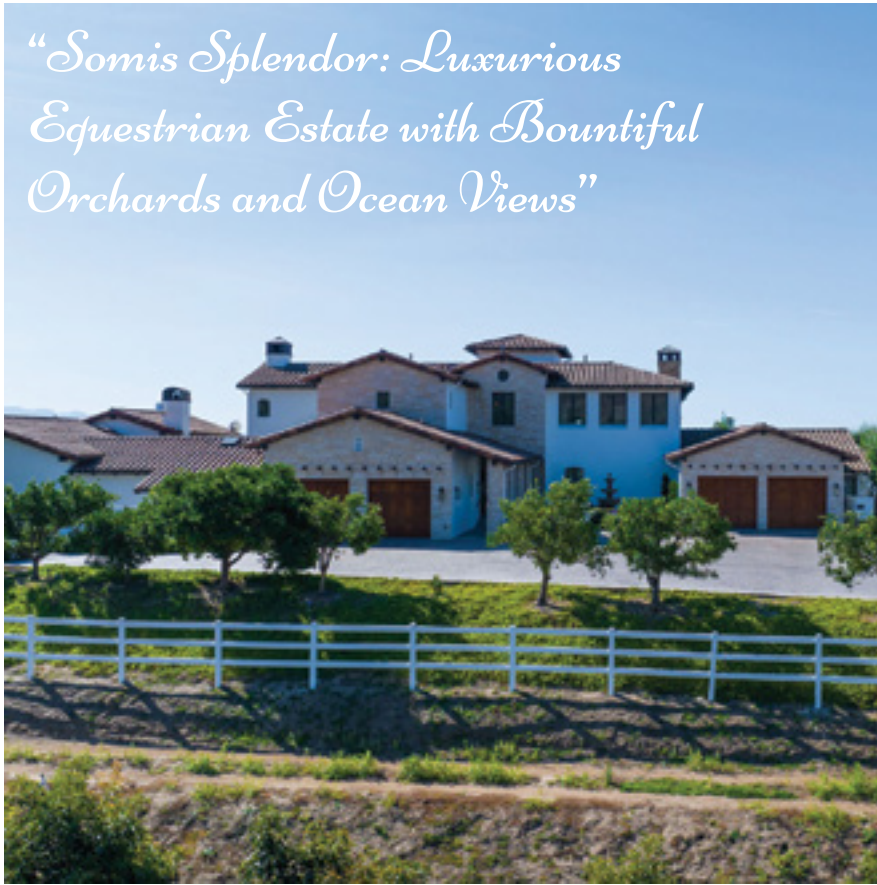


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## PUBLISHER'S NOTE

Recently, the great Bernie Traurig mentioned something that was told to him by another equestrian icon, Ian Millar. To paraphrase, Ian said that to make a great rider there are three components; a great horse, a great coach, and the great ability to watch a master of their craft and apply some of their techniques to their own riding.

Many young riders of today have lofty dreams, and there certainly nothing wrong with that. We all need goals. Some of them might want to be a Grand Prix rider in the future. Others carry that a step further and want to compete for their country in the Olympics. There will be those who achieve those goals.

But many others verbalize those thoughts, but lack the concentration or even the interest to take advantage of the education that is right in front of them. There are so many very good riders to emulate. By that I don't mean copy their style, for almost everyone develops their own over time. But rather, watch them in the warm-up ring; listen to what is being said.

Then go watch, for example, a Grand Prix but I mean WATCH it! So often the Grand Prix is just a time to hang out with friends and eat dinner, or stay on the phone the whole time. You talk about your goals? Give yourself every opportunity to achieve them. Ask your trainer to sit with you to explain what you are seeing if you are not sure. Every time someone walks into the ring it is a learning experience. Take advantage of it, because those people who do that and stay focused on their goals will almost always achieve them!

There are those who love riding and competing, but are not that serious-minded about it. Of course, that is also alright. Riding and showing is a great way to meet up with friends and socialize besides just walking through the gate. But if you really want to be the best you can be, don't miss out on those opportunities.

**HAVE A GREAT REST OF THE SHOW SEASON, AND WE LOOK FORWARD TO SEEING YOU ON THE ROAD!**



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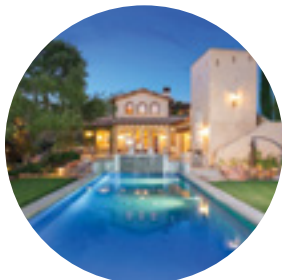
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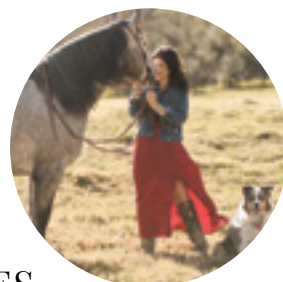
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# *The Majesty*

THAT IS BALLENA VISTA FARM



**26353 Old Julian Highway, Ramona, CA 92065**

The lovely Ballena Vista Farm offers many options for potential buyers. Whether one is looking for an extensive and beautiful horse facility, or an established vineyard with plenty of room to expand, this piece of property offers many options to make the new owners happy.



Perhaps the only one who is not completely thrilled is owner Donald Cohn. It was a very difficult decision he had to make to put his beloved Ballena Vista Farm on the market.

"I spent some 40 years putting blood, sweat, and green into this wonderful place, but I'm not getting any younger. My wife Karen convinced me it was time to sell. We bought the property the end of 1978. It had been in the same family since the turn of the century. It was a farm that had just gone under as people aged and passed away.

"Since I had grown up with horses in Northern California, I always had a dream from my childhood, of having a thoroughbred farm," the founder of Data Quick continued. "We took years developing, designing, and building it ourselves. We built a second home there. I have a construction background. Ballena Vista became, I believe, one of the two or three premier thoroughbred farms in California.

"Building this horse farm became of labor of love for us and we spent about 20 years in its development. The idea was to have the premier farm for layups; taking horses off the track that needed rest, rehab, or treatment. We built a ¼ mile training track and two underwater treadmills. There are also four exercisers that we can put six horses on at the same time.

"The farm was well recognized for what it was, but it evolved into a bigger major breeding farm as well. At the farm we stood many horses, one of which was called Bluegrass Cat, who ran second in the Derby and second in the Belmont. He stood for many years at the farm."

Arguably, the name probably most familiar is I'll Have Another, who won the Kentucky Derby and the Preakness in 2012. Unfortunately, his Triple Crown hopes were dashed when he had to withdraw from the Belmont due to tendonitis.

"He was then bought by a large Japanese group, and he went back to Japan and stood at stud there for a number of years. I was able to make a deal with them and brought him back to the farm and stood him at Ballena Vista. He was the only Kentucky Derby winner ever to stand in California," Don said proudly.

"I chose to close down the breeding operation about three or four years ago. Since then, we decided to turn it into a vineyard. We have 40 acres of vineyards that produce very well. We sell all the grapes every year to prominent wineries. We have those other wonderful buildings there, and all the infrastructures that I have; great wells and great water system. We have our own solar field that generates all of our power."

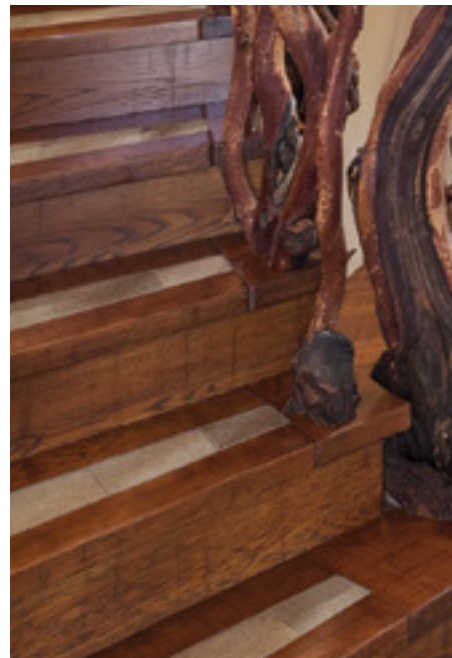
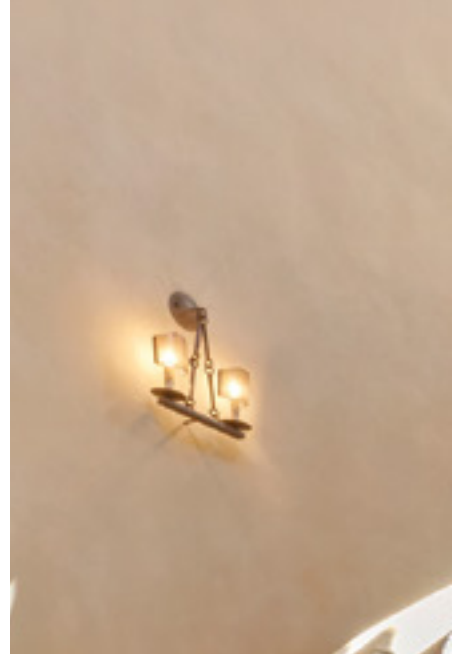
In actuality, the solar field is one of the largest private solar field in San Diego County. This amazing property is completely self-contained. Read the descriptions of the farm and look at the photographs. It is easy to see why Don has such a love and pride for this farm and all it stands for.

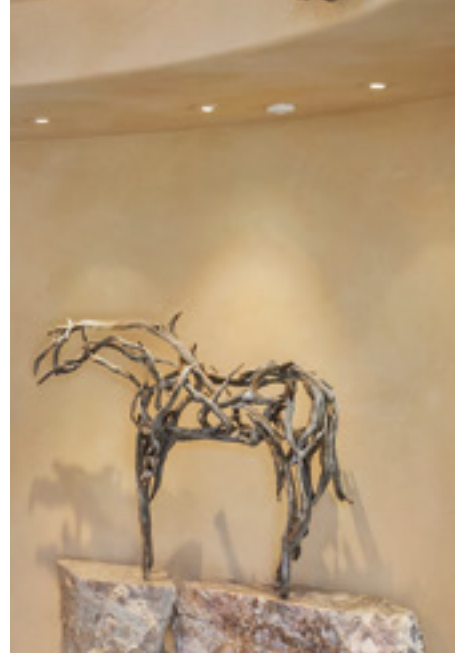
Scott Aurich, Global Advisor of Pacific Sotheby's International Realty is one of the realtors involved in the sale of this magnificent piece of property.

It is a thrill for him to be involved in the sale. Scott is no stranger to the sale of luxury homes, primarily in Coronado, California, but this is a different type of property.

"It is a privilege and an honor to represent what is clearly the foremost equestrian estate in Southern California on behalf of Don and Karen Cohn," he said. "I have enlisted the assistance of Red Hawk Realty. They are the premier real estate broker for this type of property in North East San Diego County.

"Knowing that Red Hawk Realty has had more experience and success in selling properties in this area than any other brokerage, I elected to bring Red Hawk on as a co-lister, and am working with Donn Bree and Meriah Druliner."





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*Behind the Scenes*

**Cassio**

**Rivetti**

By Barbara Pinnella





Photo Credit: Jana Kay

**O**riginally from Brazil, Cassio has competed all over the world, both for Brazil as well as Ukraine, with great success. Having a strong team of horses under him, with the likes of Billy Dorito, Caracas, Olivo, and Edesa's Vidal 8 of late, he is always a force to be reckoned with. Here is a little bit more about this strong competitor.

### **THE Equestrian Catalog**

**– Did you always know you wanted to be involved in horses?**

#### **Cassio Rivetti**

– Yes, I started going riding when I was five in Sao Paulo, Brazil. My brother was seven, and he was riding also, so even being young I had that in mind. When I was doing all of the junior rider competitions I was doing very well. When I was about 16 years old I had a plan to go to Europe and grow my riding career.

**TEC – Was there any other career you might have picked if you had not become a horse trainer?**

**CR –** Actually, before I would have liked to be a vet. My father, he is a doctor, My riding was going very, very well. He did not think that I would be able to study a lot and also ride, so I chose the riding. I did go to college for business, that was important, but the choice was riding over becoming a vet.

**TEC – Who has had the biggest influence on your career?**

**CR –** My parents, from the beginning. Now I can include my wife, but definitely from the start, my parents.

**TEC – Your family has been behind you all the way, but I assume you give kudos to your entire team?**

**CR –** Oh yes! I include all of the owners and their supporters; the grooms, and the managers as well. Without them all of this is impossible.



**“I’ve always been a big dreamer. I’m still thinking that it’s possible to go to the Olympic Games;”**

Photo Credit: Jana Kay

**TEC** – What is your favorite venue to compete in?

**CR** – Aachen, Germany. I believe it is the best show. I did my first World Championship over there. It’s amazing. I think every rider believes that. It’s another land. I spent two summers there and did a few shows, and did really well. I won a Grand Prix there. Not the Sunday Grand Prix, but the one on Friday.

**TEC** – Every rider and trainer goes through different challenges. What have you had to overcome in your career?

**CR** – You know, I guess my big challenge was to move to a new country without any family. At 23 years old, I started from zero. I left Brazil and moved to Europe. I was lucky to start riding straight away for Rodrigo Pessoa. That was a big challenge, yeah.

We didn’t speak any French and very little English, but we survived, we learned. And it was also nice to be together with some Brazilians, Nelson Pessoa and Rodrigo, so that helped a lot.

**TEC** – We all know that you have been on fire of late, but what goals are still out there for you?

**CR** – I’ve always been a big dreamer. I’m still thinking that it’s possible to go to the Olympic Games; I don’t know if it’s next year. So yes, I dream big. Some World Cup Championships, and I also want to try to qualify for the World Cup, or L.A., 2028. I think it’s possible, being here in California. And it’s very easy to put the horses on a plane and go to Europe or Spruce Meadows. We have people behind us to support that.



Photo Credit: Jana Kay

**TEC** – If you had to pick one horse right now for the Olympics, who might that be?

**CR** – It's hard to say, right? I just bought one, his name is Vidal (Edesa's Vidal 8). I won on him recently. We can't compare some of these Grand Prix with the big 5\* level. But I'm going slowly and see what I can do in the World Cup Qualifiers, and the 5\* at Thermal in December. Then I can have a better idea.

**Cassio acknowledged that he is in a very fortunate position. As he said, he has a lot of support behind him and some great horses to compete with. Those dreams have a great chance of becoming a reality.**



# MANE CONCIERGE

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When it comes to navigating the world of horses and horse showing, there are few with as much experience as Melissa. Melissa is a mom to three, an entrepreneur, a horse lover and experienced equestrian professional with over 30 years in the industry.

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**THE GOOD,  
THE BAD &  
THE UGLY**  
about  
*footing*

*Julia B.*  
EQUUS

**I**t seems that almost every horse show competitor has an opinion about what constitutes good footing. While many agree on certain aspects of it, there are other variables that has some disagreements. For this article we spoke with Mike Endicott, Keri Potter, Darragh Kenny, and Ali Nilforushan to get their perspectives on this topic.

### **MIKE ENDICOTT**

"For me, the best grass fields are the ones that are well maintained with good aeration and sand. The big field at Showpark is in impeccable condition always, but grass is difficult. It is one of the hardest surfaces, because it has to be soft enough yet not too loose, and that it requires a lot of work. That field is old and very established. They also have the race track turf specialist, so they have a pretty good leg up.

"I think that the grass at the Oaks can typically be a little hard, and I feel that might be because they play a lot of soccer on it" Mike said. "However, this year it has been much better."

As for Thermal, Mike thinks that the new grass in Thermal is well done, but it is new, so only time will tell how they maintain it. He feels that it is TBD on that grass, but he believes that they will maintain it quite well.

With regard to a sand arena, he thinks that people all over have mixed emotions as to what is actually the best. Everybody has an opinion.

"In the old days we used to use the washed plaster sand and we would mix in some organics to help retain moisture and bind it a little bit. That was the old-fashioned concoction that seemed to work best. But back then we were dealing with heavier horses. Like at the old Cow Palace, we used to jump on tanbark, shavings, whatever was there. And we used to think that was good! It smelled good in there," he laughed.

"You don't know what you don't know, and at that time, it was great. Besides the horses being heavier, we didn't have breakaway cups; a little firmer surface wasn't the end of the world. You had to pick your spots as well, a little deeper for one jump, or you had to hold your horse up in corners. There were a lot of things

back then that were elements of the course, footing being one of them, which we don't have today."

Today he mentioned that we have the silica sand base and it is pretty consistent across the board. So holding a horse up in corners and the like comes into play a lot less than it used to. In fact, nobody has to teach it any more. "When you go through the corner you better lift and hold your horse up!" That doesn't come into the teaching, because it is not an issue.

"For me, there is some silica sand and some material that is too hard and too sticky. I do think we need to be mindful of injuries. The horses should have some give when they land in the footing. If they land halted, so to speak, you do have injuries, and I think some of the older, harder silica sand like they used in Wellington was not always the best for the horses.

"It's a fine line," he continued. "If you are using the wrong drag, if there is not enough water on the footing, if it needs to get rolled, or if it's new you have to get the air out of it, are some of the variables.

"I'd say the best footing right now is probably the GGT footing at Showpark. It is silica sand and felt. There is other footing that has felt in it too, but I do think it is up to the arena builder and the footing guy. They have additives, and I'm not sure what they are, but they can add other things.

"The fibers can be different shapes and sizes, depending on what they are after. That changes if they have an underground water system or if they are using ebb and flow or a water truck or sprinklers. So it is pretty individual. But I think that footing Javier put in at Showpark is fantastic. Ali's footing in Temecula is

very, very good footing and it's slightly different, stressing slightly here. They both have high quality footing. It's the basic silica sand with the felt, with a little salt and pepper, sugar and spice, whatever elements the footing guy uses."

Mike feels the silica sand with felt is a really good product, because you can make it what you want. If you want it harder you can roll it or put more water on it, or less water to make it softer but not cuppy. There are many ways you can do the footing, but most of it has to do with maintenance.

"Maintenance is tricky also; you can't just flood it and make it sloppy. So again, it's a fine line, and I think it's hard at horse shows, with the amount of traffic they have, to get that consistency. That's why I think Showpark for the most part, that has the ebb and flow, is the most consistent, because the watering is perfect. They can turn it up or down, and it's automatic. It's not a little mucky in the shady spots or dry in sunny places. It all comes from underground, so it's very even. And that's huge."

Mike also believes that areas come into play. In the different parts of the country, temperatures and just the weather patterns must be factored in.

Right now Mike and wife Christa are putting in an arena at their house, so they are actually getting bids from a couple of people.

"I'd love that ebb and flow system," Mike said. "But we'll see. I think they're both very good footings, I think there's no going wrong. The ebb and flow I think is slightly better, just because it keeps footing super even."





## KERI POTTER

Photo Credit:  
Jana Kay

"It's been proven all over the world that the silica sand with the felt is a great surface to jump on. You see minimal injuries and top quality performances from the horses, as well as consistency in that footing. That is really nice, because what is so hard is change, that change in footing. When you go from one horse show to the next, or from home to a show, that inconsistency is when you start seeing injuries. You also notice an inconsistency in jump and push off the ground.

"So I feel that the mixture of the felt with the silica sand has been proven over and over. It is used by all top horse shows over the world, and you don't get a lot of complaints. You get good, quality jumping that is beneficial to both horse and rider with minimal injuries."

She believes that is especially good, since you do not have to play around trying to decide what to try each time you go to a show. She feels that is what used to happen, until the formula of silica sand and felt was found.

"The formula works, so why change it? Everybody uses it. HITS has put in the sand that works well, as has Ali. Of course, you have to maintain it correctly and make sure that it is watered properly. Obviously, the upkeep of it is just as important as the formula itself.

"You have to make sure that there is no manure that gets broken down into it, and that it's the right consistency with the water. So, it's not just putting down main components, there is a lot of work involved. It takes tweaking."

Another issue is the number of horses that are jumping on it. Your home footing is going to be a little bit different than the show footing, because you don't have 400 rounds jumping on it.

"But I don't think anybody really goes far from the silica sand with the felt. It seems to be the formula that works, and that the horses like. I lived in Europe for years, and they were riding on it before the U.S. got it. When I was in

Europe, it was a bit new, but the transition definitely took place.

"Theirs is a little different just because of weather, but I think using that type of sand is the key footing. When I moved to Tres Palomas, we got it changed over to that sand as well, and they have been really happy over the past 10+ years.

"We have had to tweak it a little bit here and there, but it had been just dirt, and it wasn't good. I think anybody who has made that transition is happy." But what about those huge grass fields? Those are here to stay, so here is Keri's take on those.

I think anybody who has made that transition is happy." But what about those huge grass fields? Those are here to stay, so here is Keri's take on those.

"I think grass is awesome, as long as it's used sparingly. You look at Aachen and Dublin; those horse shows happen once

a year," she laughed. "Thermal, I think they are doing quite a good job maintaining their grass and they don't use it very often. I feel HITS is doing the best they can, and this year is a learning curve as to how much they can use the grass. I think there might be changes in the future in their scheduling of how many classes are on it. It's wonderful to jump on, the grass at Showpark. But again, you have to manage it and really watch how many horses jump on it, which will affect the quality of the footing."

Keri agreed that everyone wants to jump on the grass, but stated that the turf is finicky. We have to really watch it and listen to it, because it changes with every hoofprint that is put on it.

"Grass is a great surface to jump on. I love grass, as long as it's managed well. When they had the 5\* at the Oaks, that grass was managed very well. If you use it too much and don't water it enough, any grass can become too hard or too soft extremely quickly. That is where it becomes super finicky, because weather can play such a huge role."

When we spoke, there had been a lot of rain in Southern California, and Keri wondered if there would be changes after that 24-hour downpour.

She did not think so, because there should be time for it to dry out. But with a lot of weather, any grass can suffer.

"Like at Spruce Meadows, if it pours rain and you have to jump on the grass, let me tell you, it's not so fun! I don't care how good the footing was, it's not good any more. And that's where the silica sand and the felt, no matter what weather you get, it stays consistent. That is why people like it; we know what we are going to get, even if there is a torrential downpour and they start the horse show in an hour."

Keeping footing as close to perfect as possible really is an art. That's why professionals are hired to do these kinds of things. It takes a very long time to become really good at creating top footing. Bad footing can create bad feet – a double whammy.

"We rely on those experts to do keep that footing as close to perfect as they can for us. If the horses' feet are not good and you don't have good footing, you don't have a horse. You don't have anything."

## DARRAGH KENNY



Photo Credit:  
Jana Kay



"Well, I think the grass arena is the most natural thing for the horse. I personally love grass arenas, and I try to always stay at a yard that has a big grass arena that I can ride on every day. Obviously at home you want it soft enough, because you don't want the horses working on a hard surface every day.

"At the show you want it a little bit firmer," he continued, "but you still want it to have a little bit of give in it. I think the horses like a little bit of softness when they land, that they have a little cushion.

"For me, it's basically somewhat the same between grass and sand. You are looking for the same things. You want the ground to have that little bit of give and softness to it, but it's not too loose. You don't want it to move too much when they take off or

land. You also don't want it too hard when they take off or land."

We wondered if Darragh finds it hard to find places to show that offer really good footing.

"I think more and more places are trying to get it better. They are making a big effort to do that. I think some people don't understand fully what is exactly the right surface, and they get a lot of different opinions on what everybody feels is the right surface. I believe the footing companies do the best that they can, but sometimes they are led a bit astray by people that don't know enough about it giving their thoughts on the subject."

Overall, Darragh is fortunate, because most of his horses are comfortable on any surface.

"A lot of mine go on any type of surface. I have one or two that I feel jump better on grass, and one or two that I feel jump better on sand. But the majority of them are OK wherever they go."

At his home base, Darragh has the best of both worlds.

"We have a grass arena that we ride on, which actually used to be a polo field, so that is super to ride on, it's just brilliant. Then we have a loose-ish sand surface, which is just basically sand and not too much fiber at all. We find that the best, because at home I would rather it be a little bit looser with a bit more give to it, so the horses are not landing on a hard surface."

## ALI NILFORUSHAN

"The reality is that grass is absolutely unattainable in Southern California, unless it's Showpark. I was there when they put it in, and there were many, many layers under that grass that has turned it into what it is today. It was done by an unbelievable crew. But most of the time, Southern California is naïve to think that good grass is possible, because it's so temperamental.

"When the temperature changes 10 degrees, the roots change, and the dryness becomes something that you have to take into consideration. It's just not doable here in Southern California. You might get lucky one week, you might get lucky two weeks. But for sure, throughout the series of shows, it always comes back to bite you."



For his horse shows at Galway Downs, Ali used to have a grass hunter field, but eventually it became a sand arena. That was all due to the problems he previously mentioned. While that grass arena was certainly lovely to look at, it was impractical. There was no way to control the grass to the level wanted and necessary for high level competition.

"Silica sand is the only chance you have, to be able to manipulate the energy force 100% that comes back to your horse. So with the amount of water, I can control how much energy comes back to my horse."

We found in speaking with a number of people and just out of curiosity, that there were more people than not with the opinion that the silica sand and felt, basically gave the horses the same feel at almost any venue. Ali did not agree with that perception.

"If I have the same putter as Tiger Woods, I still can't play golf like Tiger Woods. The reality is silica is much more difficult. You might have more control of the footing, but you need to go in there and open it up once a week, or even twice a week depending on the traffic. You see, silica, when you water it and drive a water truck over it, you compact it. When you drive your tractors over it, you compact it.

"So, you are constantly compacting that footing. Yes, it can be consistent, but that same exact silica that is in one place, can be garbage to ride on. That's why horses trip, fall down, slip; because it's too tight. The same exact silica at another venue, maintained properly, is the best footing you can ride on."

For Ali's arenas, there is a combination of the silica sand with textile and felt, not just the felt. He believes that is the best combination at the moment. But is it easy to maintain?

"It is fairly easy for me, because I have the best footing expert in the world, or I would say a top five footing expert, that I have on salary. So that makes it pretty easy, simply because I have a footing expert walking around with me every day. When I lived in France, fortunately and unfortunately, I've become obsessed with footing, because I learned from the best in the world.

"They were some of the pioneers of silica footing, so for me it has become a passion, and it is something that I take very, very seriously. My footing is absolutely not negotiable! Under no circumstance do I skimp on my footing experts. I fly two of them in from Germany for every one of my horse shows. To me, it was mind-blowing that you go to a horse show and you don't have a footing expert. There are guys who drag arenas, but no footing experts."

The differences from footing we once jumped on and what we see today are great, for a variety of reasons. Ali pointed out that the

courses weren't as technical, the jumps did not have breakaway cups, and the horses' legs were not as thin as his wrist.

"It's such a different generation now. Back then, it worked. But horses that used to hit almost every bar and win would not win \$10 today. Today those jumps would not stay up. So the ground now has to help the horse 100%, because now if you rub a jump it's already on the floor.

"Right now, what I am doing in our industry, is pushing all the other organizers to get it together. There will be a time when the time will pass me by; I won't be the young guy with all the energy, I'll be the tired old guy, and then it's time for the next generation.

"It's a young man's game in everything, baseball, soccer, all of it. Right now it's my time, and in a few years it will be the next young hot shot that comes in with better ideas. That's how it is., and I will only continue to push this movement."



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# CATANESE & WELLS

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*B*ills of Sale, what are they, why are they important, and what are the effects of them, whether signed or not signed?

Randy Catanese reminded us that the when you go to register a horse, the USEF will ask you for a Bill of Sale, or a document that you identify as a Bill of Sale. Therefore, it is important to have one of the two when you want to register your horse or pony with the USEF.

"A Bill of Sale is also important for tax purposes," Randy told us. "If you are buying the animal for use for profit, that Bill of Sale is something you want. It identifies who the seller is, who the buyer is, and the price or consideration given for the horse. It is very good evidence if you are ever in an audit as to what you actually paid for the animal, and the terms of the sale. These are things that you might not always think about, but it's important for that."

Bills of Sale have typical information within the Bill of Sale. They usually identify the seller, the buyer, the identity of the horse or pony, and the particulars about the horse or pony. For example, the breed, the registration, FEI number, color and markings, the date of birth, and things of that nature.

"The Bill of Sale usually has a provision there where it says you are buying the animal "AS IS with all faults." Generally, what you see is what you get. What the seller is doing is disclaiming warranties. Under the law there are express warranties and implied warranties. And when you see "as is with all faults," that is the sellers' attempt to obtain your consent as a buyer that you are buying the animal with no warranties – AS IS.

"They will also talk about how money is to be transferred and risk of transfer," Randy continued. "When you buy a horse, many times you do not have possession. You buy it through your agent, you buy it directly, but you don't have possession. What the seller will often say is that the moment you sign that Bill of Sale, you accept the risk of loss."

Many times, the buyer will sign the Bill of Sale, and the horse is located in one state and you are going to ship it to another state. So what it will say is that once that Bill of Sale is signed, the moment that animal is loaded





into a trailer or van for shipping, any type of damage, injury, or loss in transportation, the buyer will bear as the new owner.

“Many people get insurance for just that reason, but some people might be new to the business and really don’t understand what is happening. So this is something to look at when reading the Bill of Sale.”

Since the Bill of Sale is a legal contract, the Law of Contracts will apply. That means that if there is an ambiguity or uncertainty in that document, if the court gets called in to try to figure out how to enforce the Bill of Sale, the party that created the uncertainty or ambiguity will be the one the court will find against.

Some states such as Florida, requires that if there are any representations being made, they must be disclosed in the Bill of Sale.

*“Many times, a seller will tell a buyer, “We have to do this right now, there is a third party in the wings waiting to buy this horse!.”*”

"If a seller makes representations to a buyer, such as the horse did well in Europe, this horse is healthy, this horse competed at the highest level in Florida last week, any of those representations have to be identified in the Bill of Sale. If they are not, under Florida law, you as the buyer would have remedies, one being that you could get out of the contract."

As a buyer, Randy said you need to get as much information about the horse you are buying as you can. Age is an important component of that, for a number of reasons. If it is a breeding animal you need to know if the mare can keep breeding. Same goes for the stallion. If it is a performance horse, is it significantly over its prime time for the intended use. Some Bills of Sale never put in the age of the horse.

"That is usually by design, because the horse is 17 years old, but the seller is telling the buyer that it is only a 10-year-old. Later when the lawsuit comes, the seller tells the buyer, "Well, you did a prepurchase exam, and if your vet had looked at the teeth, they would have known that it wasn't 10 years old. It was obviously 17." That is important, because I often hear people say, "If I knew the actual age of the horse, I never would have bought it." So get the specific age of the horse. Try to get the date of birth if you can."

A complete description of the horse is also quite important. Randy says sometimes people think they are buying one horse, but they end up getting a completely different one. The more particular you can be about the description the better. Photographs or videos would be great in this scenario.







"So the buyer has to be very careful about the description, and the warranties (is it AS IS, or do I want a warranty in there). I have not seen too many cases where the seller did not have title, showing they were the actual owner. But what you want as a buyer is more. You want it to be suitable for its intended purpose. You also want a fitness for purpose.

"And one other important thing to look for in a Bill of Sale. In California and in most states, there may be a dispute provision that will say something like, "In the event of a dispute, jurisdiction will be in the state of California, and the laws of the state of California will apply. And we agree that in the event of a dispute, the prevailing party gets their reasonable attorneys' fees and costs."

Randy continued on that subject. "Many times, a seller does not want that clause, because if they are going to commit fraud, they know that if there is a problem, and there is no attorneys' fees provision, the other side might be more reluctant to bring a lawsuit, because they will say, "We are going to spend a lot of money on attorneys' fees and litigation, and we can't recover our fees if we win." So, you as a buyer, if the proposed Bill of Sale does NOT have an attorneys fees provision in it, you should be very concerned, and you should tell the seller you want it. You have nothing to lose by getting that."

Another thing to remember about a Bill of Sale. You can have one with both the seller and the buyer having signed it. In that case, you have a good contract, assuming it meets the other requirements. If it is partially signed, you have a better chance of having the court finding it to be a good contract, but the other party might say that they didn't sign it because they didn't agree with it. The last option is that nobody signed it. In that case it is very weak to argue the Bill of Sale as controlling. At best, the court might look at it and consider it, but there are other factors for them to consider.

Finally, one more thing that Randy feels very strongly about, and this is probably the most important part of this article.

"Many times, a seller will tell a buyer, "We have to do this right now, there is a third party in the wings waiting to buy this horse!" I would tell them to send over a Bill of Sale, and when we have both signed the document, then they will get your money. You have to have enough patience and wisdom to not be rushed. If you get rushed into a deal, don't do it! There are a lot of horses out there.

"The seller will tell you that every time, and you are going to regret being rushed. And later on, if you have to litigate to get your money, it's very expensive and uncertain. Have the patience, wait until you get the Bill of Sale that you really want, and you will be better off for it."

  
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For further questions regarding equine purchase agreements or other equine legal matters, feel free to contact us at [info@cataneselaw.com](mailto:info@cataneselaw.com) or (818) 707-0407



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# Trainer's *Spotlight*

GETTING TO KNOW

*Everardo*  
**Hegewisch**

*By Barbara Pinnella*



**R**iding in Mexico since he was a youngster, Everardo currently runs his business out of Temecula, CA. He rides and teaches, as well as sells horses. In the past, he has been connected with many good professionals, and along the way, has some major accomplishments; he trained the team for the Pan American Games and the Olympic trials, competed in the 1988 Seoul Summer Olympic Games, was Chef d'Equipe and trainer for FEI North American Youth Championships, and rode in the World Cup Las Vegas in 2019. Here, we take a closer look at Everardo, and his approach to his riding and training.

**The Equestrian Catalog –  
Where and when did you  
start riding?**

**Everardo Hegewisch** – I started in Mexico City when I was quite small. My father is a lawyer, but he loved horses. He rode as well and jumped as an amateur. He was very involved in the horses with me. He did not come from money; he worked very hard and became quite successful. He is 87 now, and he asked me to put him on a horse, so I took him with me and he rode a horse. I hand walked him around a little bit.

**TEC – Did you want to  
become a professional from  
the beginning?**

**EH** – In the ideal world, I was supposed to be a lawyer. In addition to being President of the Mexican Federation from 1984-1988, my father has a law firm. I was supposed to follow that. But I got very into the horses, and I wanted to go to the Olympics, so I dropped everything and

started riding. I became a professional and came to California when I was 18 or 19 as a working student.

My father was a little disappointed in the beginning. But he is a supporter of horses and I'm quite good at riding. Then I leased a big riding club, and he was very pleased with that. Now he's happy and he's proud of me, because he really did not give me a lot of help; I did this on my own.

**TEC – You have worked with  
some great people in the  
business. Mention some of  
them.**

**EH** – I had the opportunity to be an assistant of Kathy Kusner, of Bert De Nemethy, of Olaf Petersen's father, Linda Allen, and I am very close with Christian Ahlmann.

**TEC – And you also did some  
course designing, right?**

**EH** – Yes. I did some course designing in Mexico. I designed

courses at Zangersheide. But soon I realized that course designing is a hard life. To make money you have to be on a plane a whole lot. If not, you don't make money. So I said no to that. I decided that I would rather teach and ride.

**TEC – Are you able to  
balance riding and teach-  
ing?**

**EH** – Yes, I have a balance. When I started, I had to make my living teaching. I like to teach and ride, and create horses. I don't think I am the same as a dealer, because I just try to improve the horses, then I sell them, or lease them. But I don't try to have 10 and then have to sell them all. In that buying and selling, there is often tension, and there will often be two or three other people involved in the sale. It doesn't seem to work for me. I always try to have one or two good horses for me to ride. I don't have to push selling them. I prefer to work that way, and I have. It might be hard sometimes,



but that's ok.

**TEC – We notice that you have shown some hunters lately. Tell us about that.**

**EH** – I have been enjoying the Derby horse, Michelle Berry's Caprio 33. I have been getting good scores, and people say, "Wow, you can still ride hunters!" I really never rode hunters in my life. But I have been enjoying that. I can do hunters and I can do jumpers.

So I'm entertaining the hunters too, because I think it's good business. I have a little chestnut horse that is a lovely jumper, but doesn't have the power I like for the jumpers. He is so careful that things would get overwhelming. But now he's doing hunters, and he's beautiful, he's easy, and he is way happier.

**TEC – You have a long way to go in your career, but as of now do you have a horse you consider your horse of a lifetime?**

**EH** – Yes, Ircos IV. I got him in Belgium from Axel Verlooy, and showed him for about four years. He was a bit scrawny when I got him, but he really developed into a nice horse. But while we did quite well, my biggest accomplishments with him had nothing to do with winning. When we jumped a clear round in the AIG \$1,000,000 Grand Prix in Thermal in 2019, the crowd just went wild! They yelled and screamed for us, and it was just amazing.

The same thing happened in the World Cup Qualifier in Las Vegas at South Point that same year. It was especially loud because of the size of the building compared to being outside. It was so loud, and just gave me the best feeling. So it wasn't about the win, it was about all those people cheering for us after our rounds.

**Parting Thoughts**

As he told us, Everardo likes to take his time with his horses and bring them along slowly. He sees so many horses being rushed just to get a sale, and a potentially good horse get ruined. And just as he is able to bring his horses along, the same is true for his riders. While continuing to learn, they are able to move up in levels and be successful.

The next time you see him at a show, take a second to say hi. It is very easy to chat with this personable horseman. Visit his website at [www.everardohegewischstables.com](http://www.everardohegewischstables.com), and check out his Instagram and Facebook pages as well!



Michelle Berry on Caprio 33 and trainer, Everardo

"I had someone tell me that it is very unusual to see a good rider and a good trainer at the same time, and someone who can communicate. Sometimes the clients don't understand me," he said, laughing here,

**"BUT** *the horse understands me!*"



Caprio 33  
& Everardo

Everardo and Mario Soto SP  
with Stephanie Gershon



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# *Equestrian Women Entrepreneurs*

By Barbara Pinnello







In the equestrian world there are many women who have established a successful business within our industry. These businesses are quite diversified, and we would like to introduce you to some of them. We spoke with Melissa Griffin (Mane Concierge), Donna Bernstein (Donna B Fine Art), Katie Rosenfels (Free Ride Equestrian), Montana Coady (Coady Culha), and Jett Martin (Jett Martin Equine Spa).

# MELISSA GRIFFIN

## Mane Concierge

Melissa managed a high-end barn for three years. Her duties were many; she managed the barn, the team, logistics, the vet, the hauling, did all of the entries for shows – just everything. Add to that trying to manage all of the employees, and she realized that this was a daunting task.

“I started the idea of Mane Concierge in May, 2022. When I left the farm I was working with, I spoke with them about it, and they were behind me 100%. I launched it in August of 2022. So, just a year.”

Melissa described her business as an unusual business, and probably a little unorthodox. There certainly are not many others out there that offer her services. And just what are those services? Well, as you might guess from the opening paragraph, pretty much everything.

“It’s unusual but it’s necessary, in the sense that so many barns probably don’t even know that they can utilize something like this. Things can run so much more efficiently. I just think that many people really don’t understand it yet. When I was doing it all, I realized how important this service is, because of the rate of burnout and turnover in our industry.

“The demand is so high on our grooms and our managers, and even our riders, that I realized the burnout is so fast and turnover at so many farms happens so often. Part of the reason for that is in our industry we travel 42, 46

weeks out of the year. There is so much demand on those workers, so I thought if my company could take off just a little bit from the grooms or the barn manager or show manager that would be such a big help.”

Melissa pointed out that having this help would allow the riders to have extra time with their families. She can take the little things that nobody wants to do, take care of those, and nobody



has to worry about it. She is aware however, that the need for this is not really understood.

“I honestly don’t think people realize the need, or how this business can help them. My clients do know that I am available 24/7. Here is an example. When some of my clients were going to Thunderbird, and California shut down, Canada said that no horses could come in. People were scrambling, trying to figure out where to put their horses, because they were stranded at the Canadian border.

“So, they call me, and they had a layover within 20 minutes, and they had new shows set up in Colorado. I talked with the show manager and stabling and they had their entries done, so all they had to worry about was, are their horses safe? They didn’t have to worry about anything else, their grooms could just take care of the horses, and their home manager could do their job.”

Melissa believes that so many riders have the funds, have the personnel, and have the ability to hire as many people as they need to run their farm sufficiently. So many other farms and riders don’t have and cannot afford the ability to do all of that. So her ultimate goal is simple.

“I want to give very rider and every farm the Olympic support they deserve, but maybe not at a full-time level, so they can afford it. I want to open it up to everyone. If you are a single rider with a 60 hour a week job, and get to show on the weekends, maybe your trainer handles your entries and stalls.

“But you are still responsible for lodging, or rental cars, and so many other things,” Melissa said. “I can do that. That’s one less thing that you have to worry about. You get a full itinerary, and I cover everything. I am available to you 24/7, I stay up all night long to make sure the horses arrive when they are supposed to, your flights are on time; I am literally a full concierge service.”

“*I believe that everybody deserves the same support and respect, whatever their job.*”

There is a reason that Melissa is a one-man band – she wanted everything to have a totally personal touch. She wants her clients to have her private cell phone number, so they can pick up the phone and know they are talking with her.

“I have experience, and have made relationships with most of the shows, the stabling staff, and the grooms. I want to keep it so personal and small that when you call me, you feel you are the most important person in the world, and you are! I think our industry needs that for everyone, and not just the top 50 riders in the world.

“Personal relationships are very important to me. I have helped grooms get jobs and farms find grooms. I like to bring that in to the client.”

Interestingly, Traverse City does not have Ubers. If your plane arrives after 6:00 p.m. you can't get a rental car. You might find a taxi or shuttle, but that is hard. So Melissa works with some locals there that have private drivers, who can take you to where you are staying, and then pick you up the next day to get your rental car.

Want to go to some nice restaurants? She will make those dinner reservations for you. Take a

quick vacation, or even planning a family vacation? How about a quick little getaway? She is there to take care of it all.

She has maintained the initial connections that she made while previously working for the farm, and those connections have greatly expanded from there. That is how she can now do everything for her clients. She can always find a way.

“I have a couple of clients that are full-time. They will call me and give me their show schedule for the year. I am basically their barn manager away from the barn. But I also have ala carte packages. I have clients who call and tell me where they are going and that they need a home for this many weeks. Or maybe somebody needs to rent a driver for a weekend, and I can arrange that.”

Melissa said that her business is such a new idea in the industry that she is more than willing to adapt and change to what the clients need. Her price list or what her website says is not set in stone. That is not the way she works.

This is all about making the lives of the trainers and riders easier. Check out her website at [www.maneconciergeservices.com](http://www.maneconciergeservices.com)

“*There is more to a horse than just a picture of him, there is symbolism and mythology.*”

Originally from New York, Donna Bernstein has had her Donna B Fine Art business for just about 15 years now. Her love of horses as well as drawing and painting came together nicely, although she did say that in the beginning, she had not thought of that as a profession.

“I was in real estate and business for many years, but over time I just began to get back into doing large scale paintings and getting into galleries. That happened when my husband and I moved to Idaho for a number of years. The place we moved into was on the river and had a big studio, and that’s when I really started painting again.”

There was a problem with Idaho, however. There were not many shows in that state for her to showcase her work, so they started to go down to Arizona for the winter to do art shows. They eventually ended up moving to Arizona.

“There was a period, because I was doing a little of everything, that I also got into sculpture. I remember thinking that I should learn how to do it. I took a course at a museum to learn how to sculpt. And I found that with a few basic concepts, I could sculpt a horse that day, because I have



Photo credit: Kristin Lee Photography and model is Helen Abrams Pollac

studied the horse, his anatomy and attitude, since I was four years old.

“So at that time,” she continued, “I created a realistic sculpture and a very modern sculpture. I didn’t continue with it because it took a tremendous amount of time

and was very expensive to get them cast. But I did enjoy it when I did it.”

Donna is quick to remind us that the horse she paints is not the real horse you see down the block. She is painting the horse that is in her imagination and

what is in her heart. She also realizes that there is a very special market for those who absolutely love her style.

"At the time I began painting I didn't have a horse, but I had one in my dreams and imagination. So many times, I do paintings and then I see the horses who resemble what I put in the paintings. I am so viscerally connected, for whatever reason, and that's the piece that comes out in my art.

"The people who connect with my art the most are of a similar vein; they always wanted horses, but they didn't have them. They pick up on it right away, because they are not looking for a portrait of their horse, but rather a picture of their dream. And that I can give them. That is a brand, and as an artist and entrepreneur, I am constantly refining my brand and my voice."

While Donna did go to shows and have a booth before Covid, she no longer does that. Instead, all of her sales are strictly online and word of mouth. Those online galleries are very successful for her, not to mention all of the connections she has built over the years.

"I also began to look at my art, since it's very modern and minimalist, and realized that there were other applications that were possible for my signature look. I began to design scarves and jewelry, the scarves about three or four years ago. I love the blend of the art into these other items, as well as the concept of creating something very unique based on the paintings and inspired by the style of my work."

She loves being able to create a scarf that is exclusive and specific to her. They are not typical at all, but rather become another artistic endeavor for her. She is thrilled with the way that is expanding.



"Out of the blue I reached out to some costume designers on Instagram. There was a show on TV called So Help Me Todd, and the main character (played by Marcia Gay Harden), wears a lot of scarves. So I wrote to them, telling them I noticed their character wore a lot of scarves. I said that I do scarves; see if any of these might work. Well, they loved them, I think they bought 10 of them! She has worn a couple the first season, and she is supposed to wear more in season 2.

"And when the New York Racing Association reached out to me, I had a scarf that they picked to be used for gifts for the Belmont owners and trainers. It was named Checkmate. The horse that ended up winning looks just like that horse. You can't make it up, right? Now I will be renaming it in his honor, Arcangelo – and for his very special trainer (Jena Antonucci)."

All of those years Donna spent reading every book about horses

and their anatomy, and sitting on a neighbors' fence watching horses as they wandered around, is what has allowed her to create her artwork from memory. She is able to couple her passion of equestrian with her love of design and fashion, and now realizes that she does not paint the horses, she paints the way the horses make her feel.

"There are so many aspects of my work that I had not ever thought of, and it has been really, really fulfilling."

Visit Donna's site at [www.donnabernstein.com](http://www.donnabernstein.com)

# KATIE ROSENFELS

Free Ride Equestrian



Photo credit:  
Cassidy Brooke Photography

Katie has always loved fashion and design, but there has been a deep love of horses as well. She began riding at the age of 10 in Bradenton, Florida. Her parents were not into horses at all, so when she wanted to start riding, some pleading was involved.

"I begged for riding lessons for years," she told us. "I started getting lessons at a barn when I was 10. It was a backyard kind of barn where I would work off my lessons by cleaning all the

water buckets. I was taught how to tack up the horse and do all the work involved right from the start. The rule was if you couldn't tack the horse up ourselves by the third lesson you were not allowed to ride. When I first started riding, I was riding western, so the saddle was quite heavy!

"I got my first horse not too long after that, when I was 11. I got an old quarter horse who had worked cows his whole life. He was \$600," she laughed. "But he

was very, very, very safe. My friend and I would go riding along the side of the road and through orange groves. I mostly would just take him trail riding."

She then decided she wanted to learn how to jump, and that horse remained her vehicle for that as well. She took him to some local shows and did the cross rails and short stirrup classes. Unfortunately, he injured himself so she had to stop on him.

"I started getting off the track thoroughbreds that I would attempt to do the same sort of thing with, except they weren't quite as safe," she chuckled. "I started doing fox hunting, and I rode for the hunt team at the University of South Florida, in the IHSA, the Intercollegiate Horse Shows Association."

Katie ended up getting a degree in elementary education, and graduated from college at 21 years of age. She had her own third grade classroom with a class of almost 30 kids before she was 22. It was a lot of responsibility at a young age, but she credited owning horses as preparation for that. She had been teaching for seven years, and just wanted to do something different and more related to horses and design.

This is when the start of her designing clothes for riding really began. She was always on a tight budget, and did not have a lot of extra money to spend on nice riding apparel. When Free Ride Equestrian started, that became her main goal; to design comfortable, functional clothing that was affordable for people in every type of financial

situation. At the same time, the items had to be the best quality for equestrians at every level of the sport.

Katie had no background in business besides the pet sitting and babysitting gigs she had while in college. She did have the support of her family who always seemed to think she had the mentality of an entrepreneur. Growing up, Katie loved to go to work with her dad and learn about the dynamics of his business. He was a farmer and worked with his family business that grew large potato crops for Frito Lay. Their family farms were located in Myakka City, Florida.

"I've had so much fun learning every aspect of this business. I had no idea how much I didn't know when I started. I know I'm still in the learning and growth phase. I try to always make the best business decisions but also realize mistakes happen and that is OK, as long as you learn from them to improve the brand.

*“Being able to accept the things that go wrong and focus on the positive has really helped me to keep the right mindset.”*

"When I started, I tested out so many manufacturers to find the one that had the best quality, but wasn't at such a high price point that would be unaffordable for most riders."

Katie and everyone involved with Free Ride puts a lot of effort into testing the apparel. "We are all horse people and rarely wear anything besides riding clothes. We take every detail into consideration and are careful to take every piece of feedback from our customers."

Katie had a partner in the business from the start in 2020, but bought her out in 2022, so it has been

almost a year now that she has been the sole owner. When Katie and Raina started up the business Raina chose the name Free Ride, because the goal was for the apparel to be as comfortable as possible and not feel restrictive or stiff. Katie loved the name and thought it would be memorable for customers.

When we first spoke with Katie, she had a lot less help and was trying to figure out exactly who she needed to hire to make things work. She is very pleased with the direction the business is going.



Photo credit:  
Cassidy Brooke  
Photography



"I enjoy being able to hire people that have different skills to help FRE grow, and growing the team has been the focus of the last year," she said. "We all get along really well and have fun working together. So being able to run the business and choose who I work with is an awesome privilege."

"In the warehouse myself, Mallory, and Anna work together to keep all of the inventory organized and orders fulfilled."

Anna has worked with Katie since the start of the business and has diligently packed tens of thousands of orders from the website. In addition to inventory and fulfillment, Mallory acts as the customer service manager and oversees the other two customer service people, who are remote. Mallory does the relations with their wholesale accounts, plans their in-person sales events, as well as helping with ordering and product design.

"And then I have Cassidy, who is our photographer/ videographer," Katie continued. "She has also been with me from the beginning. She is my social media manager and is unbelievably talented on social media and behind the camera. Cassidy and her husband often model for us as well! I have another remote social media person, Zsuli, and she does TikTok, and helps with video editing. Zsuli will be joining us on location again this fall."

Free Ride has also been expanding their presence at the horse shows. They have had a busy spot this summer at Fox Lea Farms in Venice, FL., and plan to be there for most of the horse shows over the next year.

"We will also have a boutique trailer at Terra Nova in Myakka City, FL, and a store front at World Equestrian Center in Ocala."

Katie is excited to expand her sales team for these locations. Katie's mom also helps at sales events in Ocala and helps with bookkeeping for state sales tax for online sales.

"Free Ride has grown so fast, there is no way I could do it alone. Having the right people to help me be able to focus on what I need to focus on has been instrumental."

"We are also expanding our 'in-person' presence by partnering with select retailers. Going into 2024 we plan to be the only online retailer, while our wholesale accounts sell in storefronts or at horse shows we are not able to be at."

"When someone is shopping for a product online, we want them to see the whole product line, and we want them to be able to interact with us. Having a strong brand presence and interacting with customers as much as possible is the best way for us to continue creating the best products possible."

Free Ride works closely with their retail accounts to help them choose products and be successful with the line. They work with about 20 retailers and they find this gives their customers more options to be able to see the product line locally. If people who want to try on a product or see it in person, they can shop with the retailers Free Ride partners with.

There are some popular staples to their brand. The lightweight Lux Breeches have always been very well-received, as have the Pro Breeches. These are a bit thicker than the Lux, but also quite popular. But Katie said they have added more colors and options to both of those best sellers.

"For the Lux Breeches, we are always adding more colors and options to them. As for the Pro Breeches, we have changed the design; the back pocket is a different shape and has sparkles on it. Those are also going to be available in a lot more colors."

"Our winter collection is getting ready to come out, which is a fleece-lined breech, which is not only warm but very stretchy. Last year we had winter breeches, but they didn't have the fleece on the inside. And now we are also doing hunt coats. Finally, we are expanding the men's and the children's collections as well as our horse wear. This is very exciting for us!"

See Katie's newest and latest collection at [www.ShopFRE.com](http://www.ShopFRE.com).

# MONTANA COADY

Coady Culha



Photo credit: Kristin Lee Photography

Most jewelry brands are generally names, such as Cartier or Harry Winston. The name of the jewelry company, Coady Culha, comes from Montana and her partner, Bert Culha, utilizing both last names. Montana started the business in 2010, and partnered with Bert in 2012.

You might also remember Montana from the show ring, as she has competed a lot, and quite successfully. She has ridden with Archie Cox since she was 16 years old. She did take a break after a back injury sidelined her. She also had a son. But she has resumed riding last year. For Montana, Coady Culha is the perfect combination of horses and jewelry.

"I've always liked jewelry like most girls," she told us. "But for school, I was actually an under-graduate at USC and was applying to law school. I was looking for jewelry for myself, and got very interested in the jewelry business as a whole."

That led to a complete shift in career thoughts. She went to the Gemological Institute of America, and received her Graduate Gemologist degree. Need-

less to say, her parents never saw that coming.

"Oh, they were surprised – 100%! They were so confused. No one in my family had been in the jewelry business, and it was a completely random industry. Designing the horse jewelry made sense to them, but the jewelry itself they felt was very random.

"I started working as a diamond broker. I was sourcing stones and meeting clients, but it got really hard to do that on my own, because there were so many things that had to be done. That is when I partnered with my partner Bert Culha. His family has been in the wholesale business for a very long time, which is so very helpful.

"Now, we basically sort the stones, create the setting, have it all hand-made, and deliver directly to our clients. So, we are really a one-stop shop. Other than a couple of collections that we have done, everything is made to order. And even with the collections, there is customization available. A client might like a ring, but would like diamonds included. Of course, we can make that for them."

“We would like to have more of a presence in the equestrian community and build more of the capsule collection for the equestrian and keep adding to it.”

Montana acknowledged that there is a lot of high-end jewelry, but very little of it has to do with horses. This way, she is able to combine her love and passion of horses with the beautiful jewelry they can create.

“I really missed the horses when I couldn’t ride,” she said. “I decided to just make an equestrian capsule collection and see how it does, and it’s done well. We had a trunk show in Wellington last April, and that did well. Also in Wellington in April we did a photo shoot with Lillie Keenan showcasing some of our equestrian jewelry.

“I think we are going to make more pieces and keep adding to the collection. Hopefully we will have more clients that would like to customize a horse-inspired piece of jewelry that we create for them.”

Coady Culha relies almost exclusively on word of mouth. They have only done one trunk

show in Wellington, and are planning on doing another one. They are also planning one at HITS during their winter circuit.

While Montana does the designing, it is her clients that generally come to her with their own concept. That is when the ideas begin to morph into the actual pieces of jewelry.

“That concept might be needing an anniversary gift, for example. Then we discuss what they would like; a necklace or a ring, or perhaps a bracelet. Then we get into what style they are thinking of, and what stone. That might be diamonds or a birthstone.

“I come up with something from scratch and then send the client some inspirational ideas and photos for them to choose from. That way, I can see what they are drawn to. Once we come up with that, we fine tune it, and at that point I work with our craftsman who actually makes the pieces; the wax molding, the metal

poured into that molding, polishing the piece, and setting of the stones.”

Stones are sourced from all over the world, but any jewelry design and the making of any piece is done in downtown Los Angeles. There is nothing made abroad, brought in, and sold. Both their office and their craftsman are right there in L.A. They are not there every day however, and the office admittance is by appointment only. But everything is handmade in Los Angeles.

Between the horses, being a mom, and doing all that is necessary for Coady Culha, the business allows her to be very flexible with her hours. But she is quick to give credit to her business partner for being so supportive, and she strongly believes that it is a group effort.

Visit Montana’s Instagram page @montanacoady

# JETT MARTIN

Jett Martin Equine Spa



Perhaps some of you might not be familiar with the face of Jett Martin, but I'm pretty sure you would not only recognize her business, but many of you have utilized Jett Martin Equine Spa for your horses. Jett has had the equine spa for about five years now, and things are going quite well for her.

"I started with one spa and now we have four," she told us. "It really helps the horses, and they feel so much better. Ice is the oldest trick in time and one of the best therapies that you can do, and it makes the horses feel amazing. The water is 35 degrees, with sea salt and Epson salts, with chlorine added to keep it clean. In addition to the cold-water therapy, we also offer nebulizer treatments. Southern California is our main area, and then we added Northern California into the mix as well."

Moving all that equipment is not an easy task. It is not just hook up to a

trailer and go down the road. The spas themselves are not meant to move a lot; they are pretty stationary. They have to be moved to flatbed trailers by forklifts. Once they reach their destination, they must be flat when put down, and small ramps are built so it's easier for the horses to walk into the spa. So there is a lot of setup that goes along with it.

"For a big horse show it usually takes us a day or two to get set up," Jett explained. "For a very big show such as Thermal, where we are there for the entire season, we normally do a five-day setup. At Thermal we will have three spas, and one at the Seaside Equestrian Tour."

Jett told us that the horses generally get accustomed to the spa quite quickly, thanks to the knowledgeable staff that works for her.

"We have a good training process

on how to teach the horses. When they walk in, the spa is completely dry. We close the back door but leave the front door open. We have them walk forward and backwards, and splash themselves a little bit to see how they react to the water, because the water does fill from the floor and can be a little bit spooky for some horses.

"I have an amazing team. All of my grooms are very professional horsemen, and they can tell pretty quickly if a horse is going to be alright with it or not, or just needs some more time. If a horse is a hard no, we don't put pressure on them. We give them a carrot and send them home. Safety is our main priority, so we never want to make a horse feel uncomfortable or pressured."

Most of the horses learn to love the spa very quickly. The first couple of treatments are like training treatments as the horses learn about

it. By the third treatment however, they normally absolutely love it. The look in their eye is very relaxed, and they are enjoying their carrots. The number of times the horses go to the spa can vary, but normally if they jump, they go for their spa treatment.

"It does depend on the program, but on average, if your horse competed three days a week, it is coming to the spa three days a week. We have some horses that come five days a week, or some owners that send their horses on Sunday as a reward."

Jett mentioned the great team that assists her, and we wondered how many people it took to handle the work.

"Per spa we require two men. At this last horse show we had two spas there, so we needed four people. In Thermal what we normally do is have a six-person spa team, and then we usually have one other employee to cut carrots, and make sure the area is clean and nice. In Del Mar we will have two. So there are nine people, and then myself, so a total of 10 individuals."

We were reminded that Jett Martin Equine Spa has treated some of the best horses in the world. Some of the most famous horses have come through her spa.

"During those 5\* weeks we have seen the best," she said. "We've had Olympians, we've had horses like Ashlee Bond's Donatello and McLain Ward's HH Azur. But it is great to see the nice little cross rail horse is getting the same treatment as the best horse in the world."

Clients have told her that they see a difference; the horses are happier, their legs are tighter, and there is less maintenance necessary.

Jett did ride, and competed at the Grand Prix level, but stopped riding about five years ago. Now she

really enjoys being on the road, seeing everyone at horse shows, and doing different things. If she is not with the spa, she is buying and selling horses in Europe, so she also spends time in Germany. Besides Jett Martin Equine Spa there is also Jett Martin Sport Horse Sales, which she has had for about 12 years.

She tries to make it to Europe about eight times a year, and generally has a few specific orders in mind. Once posted on social media, she ends up having a nice list of orders for horses. She lived in Germany for five years, and has built up very good contacts who know the type of horse that she likes, and the type of system needed.

"I buy and sell a lot of hunters, jumpers, and equitation horses, so it's really fun. I have a very nice clientele base, and it can also go hand-in-hand that my spa clients become my sales clients, and sales clients become spa clients.

“*I love both my jobs and am very lucky that I get to call this work.*”

*For Jett Martin Equine Spa:  
Instagram @jettmartin\_equinespa  
and on Facebook under Jett Martin*

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# Ocala Horse Properties

Shines Bright in the  
“Horse Capital of the World”

By Barbara Pinnella



**A** horse enthusiast in any discipline could not be in a more flawless setting than in Ocala, Florida. And anyone looking for the perfect realtors to find their dream property should look at Ocala Horse Properties. Their team of twin brothers Chris and Rob Desino, and Matt Varney have set a gold standard that is unsurpassed.

To say that they are the leaders in farm sales in Ocala is an understatement. Rather, to put into context, if you look at total volume since January 1st of 2022, Ocala Horse Properties has done \$150,000,000 more than the next closest equestrian realtor! Chris, Rob, and Matt do not do this on the side. Ocala Horse Properties is an extremely professional business that they take very seriously. We spoke with Matt to learn more about this company.

*With so many possibilities of things to do and see in Ocala, it is no wonder that its growth has been consistent for a very long time. As far as equine-related events, Ocala is known as "The Horse Capital of the World" for a reason.*

**THE Equestrian Catalog – Explain to us what makes Ocala Horse Properties different from other real estate companies.**

**Matt Varney** – I think one thing that makes us different and unique is that there are some realtors who like to dabble into horse farms in their real estate career, but this has been our passion.

For us, this is what we do; we sell horse farms, and we are very good at it. That is because we really walk the walk. That is an over-used term, but that is exactly what we do. We sell properties that we believe in. We have all owned many horse farms, and there is very little a prospective client can do on their farm that we haven't done on our personal properties. Just that alone will separate us from other companies.

The most important way we separate ourselves is our knowledge of the market. When you sell the most, you inherently end up knowing the most (about a market). Our understanding of where the market has been, where it is now and where it is going, is simply unparalleled in the industry.

**TEC – Talk a bit about the equestrian background the three of you have.**

**MV** – Rob and Chris sold a company up in New York, and came here to Florida to ride. They were eventers, and that is why

today, we as a company are very invested in the sport of eventing. This is not only for sponsorships, but we also own a string of some of the best horses in the country right now for eventing. In partnership with Liz Halliday Sharp (rider) and others.

As for myself personally, my wife, Dr. Courtney Varney, is an FEI veterinarian and a Grand Prix dressage rider. I am someone who enjoys equestrian real estate and horse properties, but the reality is that I am mainly just a supportive horse husband. I love watching our horses.

**TEC – You have both Ocala Horse Properties and Wellington Equestrian Realty. Talk about the differences between the two.**

**MV** – In Ocala you have more space and openness. It is really a melting pot of every type of discipline you could do with a horse; driving, eventing, polo, hunters and jumpers, quarter horses, Arabians. It is across the board. Where with Wellington, our Palm Beach properties, those are on smaller properties because that real estate is so expensive. Down there the focus is more on hunters, jumpers, dressage, and polo.

Between those two areas, I would put it up against any other place in the country, especially for six months out of the year. When you are talking November through May, where else are you going to

have access to those types of facilities and that type of weather? That is why we continue to grow.

**TEC – What does Ocala have to offer in equestrian properties that you cannot get anywhere else?**

**MV** – I've received calls from all different parts of the country from people either trying to sell a horse farm or looking for horse farms. It is my belief that one thing that our area has over any other is obviously, weather. It comes down to weather and taxes. That is why real estate is so popular in Florida to begin with.

Then you mix the horse element into it – Ocala specifically. The true roots are our soil. Ocala and Lexington are the only two places with this limestone-rich soil in the entire country. When you drive around Ocala it doesn't really feel as if you are in the state of Florida. There are lush pastures that are great for raising horses. It has been an industry on the rise for decades now.

Finally, you add what I believe is the finest equestrian facility that has ever been constructed – World Equestrian Center – and you put it right in the middle of developed horse country. That is a huge draw! Most equestrian centers are built on less expensive land further out, and we all travel to them to show. They either develop over time, or they fail. World Equestrian Center was built to succeed for generations.



**TEC – What other things does Ocala have to offer besides the equestrian aspect of it?**

**MV –** Well, with Ocala being in central Florida, you can get to one coast an hour one way and the other coast an hour and a half the other way. It is an extremely outdoorsy area. Locally, you have fantastic trails, and access to springs and rivers. There is fishing and golf. I am an avid golfer, and I would put Ocala up against anything in the world in terms of very good golf / equestrian combo. To have the ability to watch your wife show at a world class facility and as soon as she is done I can go tee off less than 15 minutes later – there is nothing like that in the world.

**TEC – Do any potential buyers want to buy now with the thoughts of selling to a developer in the future?**

**MV –** People are not coming here and asking if they can potentially develop a property one day into single family homes or if they can sell it later to a developer. Nobody ever asks that question! In fact, if the answer is yes, that a neighbor could sell to a developer at a later date, the potential buyer won't buy it. They are here to have that space, and to feel like they are far out, when they really are not. We are next to unbelievable equestrian services, good restaurants, very nice country clubs; things that we have in more populated counties.

**TEC – Speak a bit about Horse Farms Forever.**

**MV –** It is so special. We are surrounded with an area called the Farmland Preservation Area, which was established back in 2005. The FPA is in that same mineral-rich soil that I was discussing with you earlier. It is a large area, and prime for development, and as Florida continues to grow, we could very well be next.



Matt reads a dressage test to his wife, Dr. Courtney Varney  
Photo Credit: Susan J. Stickle

But groups like Horse Farms Forever are out there to protect that Farmland Preservation Area. There are many areas where you will have inconsistency in opinions pertaining to what they should do with horse farms, and farming in general. When you come to Ocala you realize very quickly that Ocala loves its horses.

The city of Ocala/Marion County, they want to protect the FPA. They did a survey not too long ago in Marion County (Ocala), and the people made it extremely clear that protecting this area was a priority. It's a group like HFF, that helps watchdog to make sure that new development is treating the Farmland Preservation Area and our horse farmland as the natural resource as it is.

Ocala is growing in two uniquely different directions. One is industrial, and Ocala is primed for industrial distribution. Because of its location, you can dip in and out of the Southeastern states very quickly without going further down Florida. It is growing immensely on that side. However, then you can drive over to where Farmland Preservation is and you can see consistency and openness, and people maintaining these beautiful horse farms as exactly that.

<http://www.ocalahorseproperties.com>  
<http://www.wellingtonequinequestrianrealty.com>



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Left to right: Rob Desino, Matt Varney, and Chris Desino

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# Return to Freedom

WILD HORSE CONSERVATION





**F**or a quarter of a century now, Return to Freedom, a national non-profit wild horse conservation and advocacy organization, has operated the American Wild Horse Sanctuary while working on policy changes to better protect our wild horses and burros on and off the range. The sanctuary provides a safe home on the rolling, oak-studded hills of California's Central Coast for wild horses and burros captured and removed from our public lands in government helicopter roundups.

Some 450 wild horses and burros now roam RTF's three California sanctuary locations. RTF has also teamed with other organizations over the past 25 years to save hundreds more horses at risk of falling into the foreign slaughter pipeline.

The American Wild Horse Sanctuary may be its beating heart, but since its founding in 1997, Return to Freedom (RTF) has grown into a premier national nonprofit organization that does far more for America's wild horses and burros.



## Along with meeting the immediate needs of sanctuary for wild horses and burros, RTF:

- Is a solution focused organization.
- Seeks to build bridges with other public lands stakeholders with widely varied interests, lobbies lawmakers on Capitol Hill for solutions to preserve viable free-ranging herds, and takes part in selective litigation aimed at protecting wild horses.
- Works to pass legislation banning horse slaughter and the sale and export of American horses for slaughter, a fate suffered by about 20,000 equines annually.
- Provides experiential education for thousands of adults and children each year who learn through tours, photo safaris and special programs about the history of the horses, from its origins in North America until the challenges they presently face, and encourages citizens to speak out on behalf of the natural world.
- Maintains a conservation program for threatened herds with historical or genetic significance, like the Choctaw Indian pony.



Photo Credit: SPIRIT, Kiger Mustang Stallion, muse for DreamWorks 2002 animated film "Spirit, Stallion of The Cimarron". Photo: Ondrea Hidley

RTF's president, Neda DeMayo, opened RTF's sanctuary in 1998 to give back a measure of freedom to wild horses and burros that had lost everything in roundups.

DeMayo designed the sanctuary as a model to explore minimally intrusive management that can also be applied on the range as an alternative to the ceaseless capture and removal of wild horses and burros.

RTF's sanctuary became just the fourth project worldwide to manage large numbers of horses using non-hormonal, reversible fertility control, allowing naturally selected family bands and herd groups to remain together.



From that hands-on experience, RTF developed a unique, nationally respected voice advocating for science-based wild horse management alternatives. Its tireless advocacy has helped stave off proposals to kill tens of thousands of captured wild horses and built broad acceptance of fertility control as a key herd management tool.

Still, significant challenges remain – both for RTF as an advocacy organization and for its sanctuary.

Government agencies continue delaying fertility control use in favor of the aggressive removal of wild horses in their failed, decades-old quest to meet arbitrarily set population targets.

As a consequence, the number of wild horses and burros in government storage sadly threatens to match the number still free: 58,000 live in overcrowded corrals or on leased pastures compared to 83,000 horses and burros estimated to roam public lands overseen by the federal Bureau of Land Management.

Meanwhile, the climbing costs of feed, veterinary care and other needs in recent years provides a constant challenge for the sanctuary.

RTF needs to increase its monthly recurring donor base by 1,000. For just 82 cents a day (\$25 per month), your recurring donation along with those of others can make a huge difference for the rescued wild horses and burros at the sanctuary!

Sponsoring a horse, burro or a herd also makes a great gift or way to honor the memory of the horse lovers in your life as well as become a part of forging a proud legacy of saving America's wild horses.

Learn more at  
[www.returntofreedom.org/donate](http://www.returntofreedom.org/donate)

Find out about visiting, experiential educational programs or volunteering at the sanctuary at:  
[www.returntofreedom.org/visit](http://www.returntofreedom.org/visit)

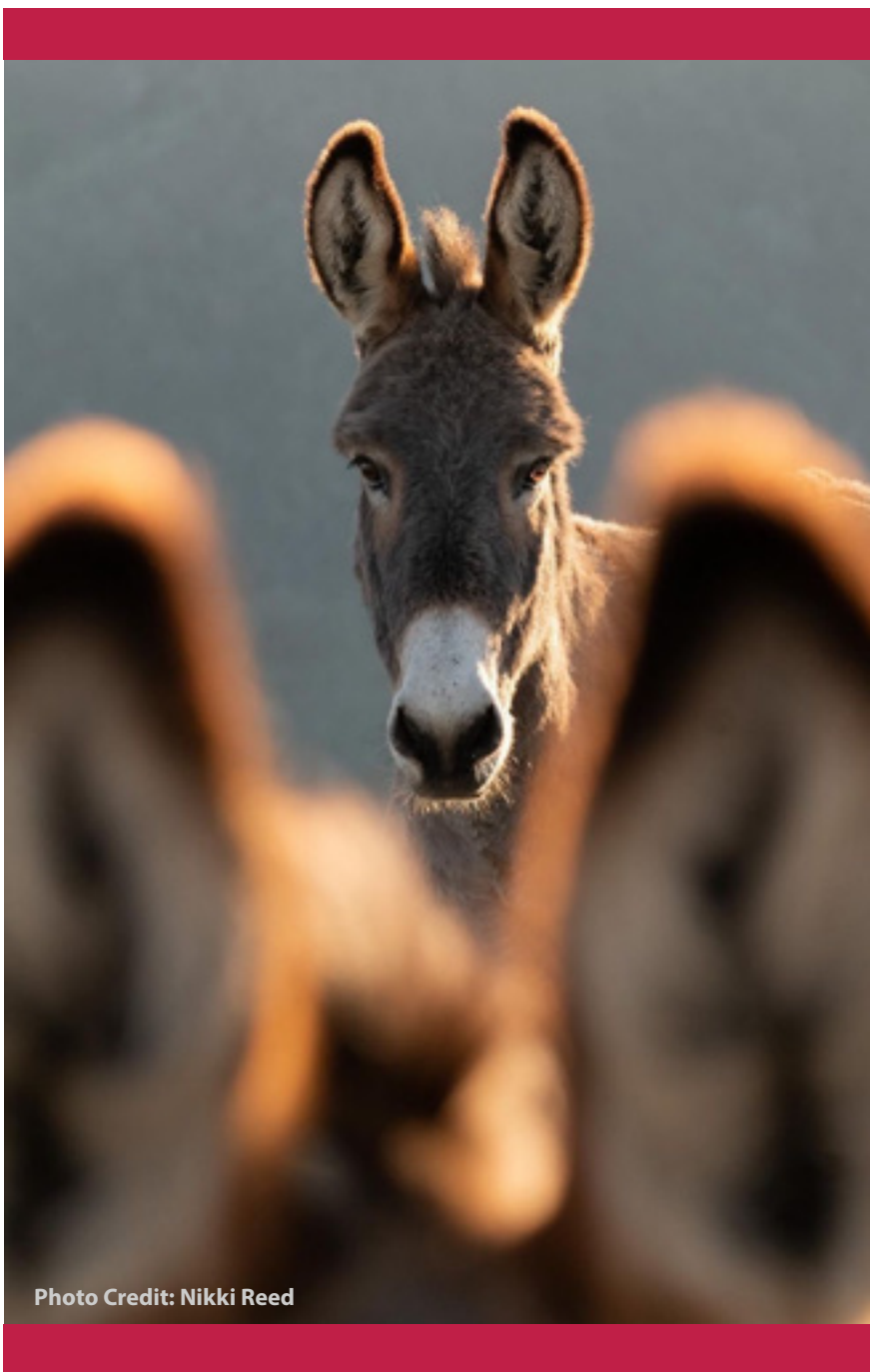


Photo Credit: Nikki Reed

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**Return to Freedom is a national nonprofit  
wild horse conservation organization.**

Since 1998, RTF has operated  
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350 wild mustangs and 50 burros.



To learn more about wild horses and Return to Freedom:  
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# SAVE THE DATE

## Traverse City Horse Shows

June 5–September 22

Traverse City Spring Horse Shows  
Presented by Turtle Creek Casino & Hotel  
June 5–23

Great Lakes Equestrian Festival  
July 3–August 11

Traverse City Tournament  
of Champions  
September 4–22

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ADEQUAN®/USEF Junior Hunter  
National Championship—East and  
the Gladstone Cup Equitation Classic  
June 25–29

FEI North American  
Youth Championships  
July 31–August 4

USHJA Young Jumper  
Championships  
September 4–8

Major League Show Jumping  
July 24–28 | September 18–22

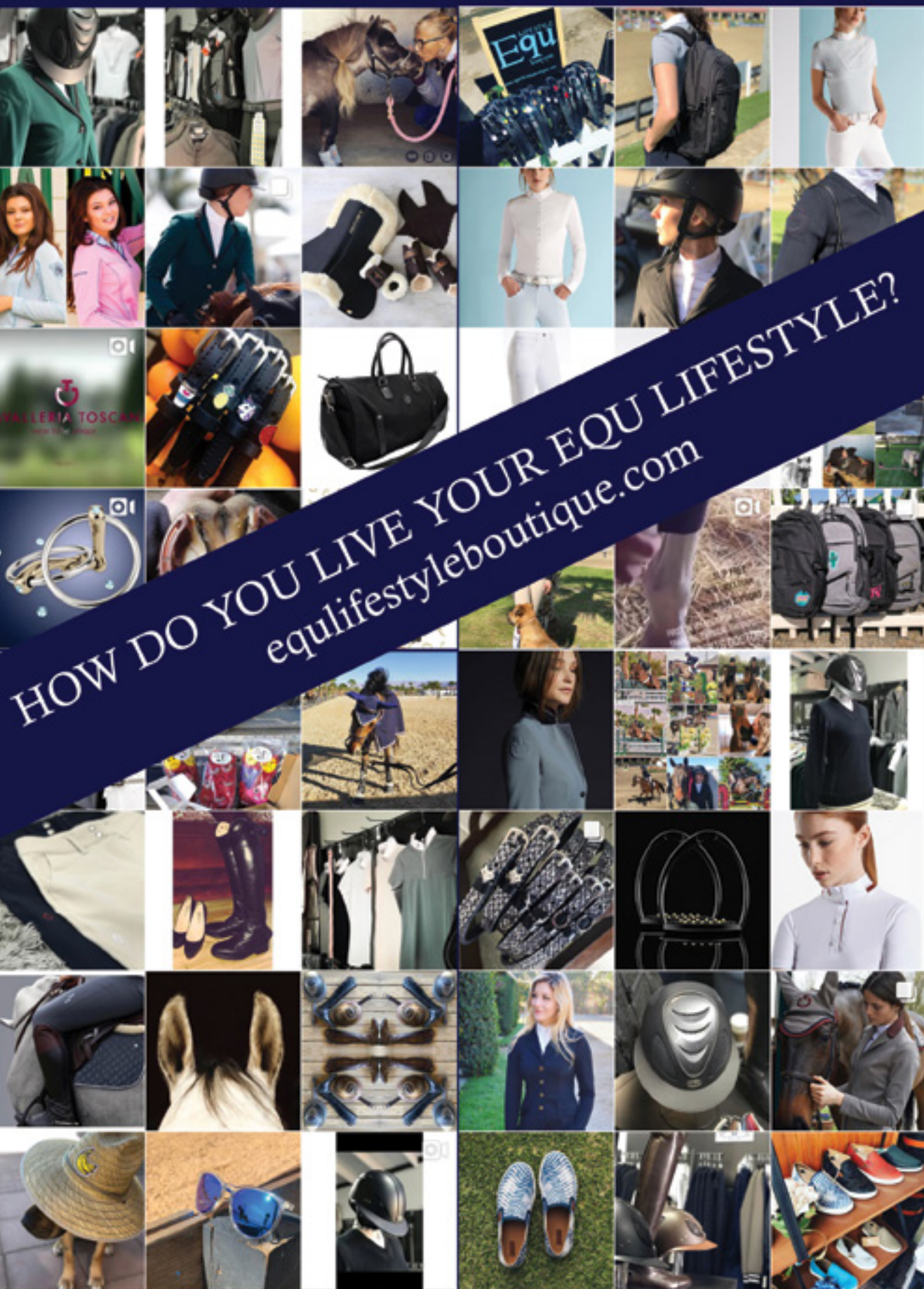
The American Gold Cup  
September 18–22



Explore our full 2024 lineup, featuring 12 weeks of FEI events, at [TraverseCityHorseShows.com](https://TraverseCityHorseShows.com)



Flintfields Horse Park, 6535 Bates Rd, Williamsburg, MI 49690



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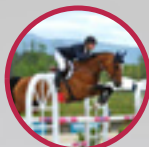
# HORSE *showing*

**T**here have been many big and important wins for the year thus far, and this is just a very small representation of some of those horses and riders that have achieved that big victory. Whether mentioned here or not, congratulations, everybody! And thank you to all of the Photographers who contributed to our winners section.



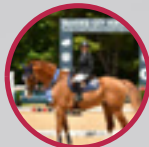
## **Michelle Berry and Mecho Van't Kiezelhof**

Temecula Valley National Horse Show, Temecula, CA, June 4  
\$75,000 Grand Prix Photo: Jana Kay



## **McLain Ward and Alanne De Vains**

HITS-on-the-Hudson, Saugerties, New York, June 4  
\$100,000 HIT Grand Prix Photo: ESI Photography



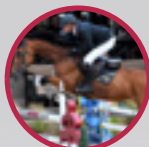
## **Margie Engle and Jackofhearts**

Traverse City Spring Horse Show, Week I, Traverse City, MI, June 8  
\$38,700 CSI2\* 1.45m Speed  
Photo: Andrew Ryback Photography



## **Kristen VanderVeen and Bull Run's Faustino de Tili**

Traverse City Spring Horse Show, Week I,  
Traverse City, MI, June 9  
\$38,700 CSI2\* Welcome Stake  
Photo: Andrew Ryback Photography



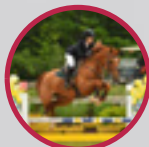
## **Camilo Rueda and Indus Van Het Kersereyck**

Temecula Valley National 3, Temecula, CA, June 10  
\$75,000 Grand Prix Photo: Jana Kay



## **Jonathan McCrea and Gazelle ES**

Traverse City Spring Horse Show, Week I, Traverse City, MI, June 11  
\$77,300 Turtle Creek Casino & Hotel CSI2\* Grand Prix  
Photo: Andrew Ryback Photography



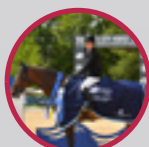
## **Alison Robitaille and Ester de Maugre**

Traverse City Spring Horse Show, Week II, Traverse City, MI, June 15  
\$38,700 Downtown Traverse City CSI3\* Speed  
Photo: Andrew Ryback Photography



## **Delaney Flynn and Julieta**

Traverse City Spring Horse Show, Week II, Traverse City, MI, June 16  
\$38,700 Village of Elk Rapids CSI3\* Welcome Stake  
Photo: Andrew Ryback Photography



## **Katie Dinan and Brego R'N B**

Traverse City Spring Horse Show, Week II, Traverse City, MI, June 18  
\$145,100 4G Surfaces CSI3\* Grand Prix  
Photo: Andrew Ryback Photography



### Quinten Judge and HH Jamil Field

Traverse City Spring Horse Show, Week III, Traverse City, MI, June 22  
\$38,700 CSI3\* 1.45m Speed  
Photo: Andrew Ryback Photography



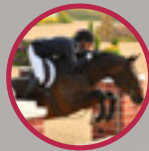
### Kristen VanderVeen and Bull Run's Jireh

Traverse City Spring Horse Show, Week III, Traverse City, MI, June 23  
\$38,700 CSI3\* Welcome Stake  
Photo: Andrew Ryback Photography



### Geoffrey Hesslink and Drumroll

Traverse City Spring Horse Show, Week III, Traverse City, MI, June 24  
\$100,000 WCHR Central Hunter Spectacular  
Photo: Andrew Ryback Photography



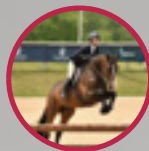
### Katie Dinan and Brego R'N B

Traverse City Spring Horse Show, Week III,  
Traverse City, MI, June 25  
\$145,100 CSI3\* Grand Prix of Traverse  
City Spring Horse Shows  
Photo: Andrew Ryback Photography



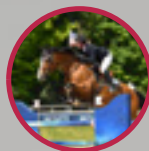
### Tessa Downey and HH Moonshine

Traverse City Horse Show,  
Traverse City, MI, June 28  
USHJA Gladstone Cup Equitation Classic  
Photo: Andrew Ryback Photography



### Cathleen Driscoll and Arome

Great Lakes Equestrian Festival I,  
Traverse City, MI, July 9  
\$145,100 Meijer CSI3\* Grand Prix  
Photo: Andrew Ryback Photography



### Kent Farrington and Toulayna

Great Lakes Equestrian Festival II, Traverse City, MI, July 16  
\$145,100 Grand Prix of Michigan, CSI3\*  
Photo: Andrew Ryback Photography



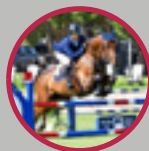
### Darragh Kenny and Eddy Blue

Great Lakes Equestrian Festival III, Traverse City, MI, July 23  
\$77,300 CSI2\* Grand Prix  
Photo: Andrew Ryback Photography



### Juan Manuel Luzardo and Big Stan

Horsepark Summer Festival 1, Del Mar, CA, August 3  
\$25,000 HITS Welcome Stake  
Photo: Jana Kay





### **Darragh Kenny and Chic Chic**

Great Lakes Equestrian Festival V,  
Traverse City, MI, August 4  
\$142,000 Cabana Coast CSI5\* Qualifier  
Photo: Andrew Ryback



### **Karl Cook and Kalinka Van't Zorgvliet**

Great Lakes Equestrian Festival V,  
Traverse City, MI, August 5  
\$414,300 B&D Builders CSI5\* Grand Prix  
Photo: Andrew Ryback



### **Todd Minikus and Amex Z**

HITS Saugerties, Saugerties, New York,  
August 5 \$145,000 Purina  
Animal Nutrition Grand Prix, CSI3\*  
Photo: ESI Photography



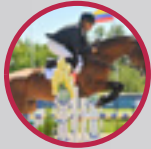
### **Mariano Maggi and Cassia Pleasure**

Horsepark Summer Festival 2, Del Mar, CA,  
August 10 \$25,000 Welcome Speed  
Photo: Jana Kay



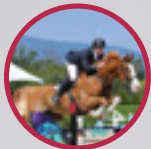
### **Cassio Rivetti and Edesa's Vidal 8**

HITS Del Mar Summer Classic 1, Del Mar, CA, August 30  
\$100,000 Alliant Private Client Grand Prix  
Photo: High Desert Sport Photography



### **Samuel Parot and David Guetta**

Traverse City Tournament of Champions 1,  
Traverse City, MI, August 31  
\$38,700 CSI2\* Speed  
Photo: Andrew Ryback



### **Scott Keach and Noble De La Chapelle**

HITS-on-the-Hudson VII, Saugerties, New York, September 3  
\$100,000 HITS Grand Prix  
Photo: ESI Photography



### **Jenny Karazissis and Big Shot**

HITS Del Mar Summer Classic 2, Del Mar, CA, September 6  
\$20,000 USHJA National Hunter Derby  
Photo: High Desert Sport Photography



### **Cassio Rivetti and Billy Dorito**

HITS Del Mar Summer Classic 2, Del Mar, CA, September 6  
\$100,000 FEI Great American Grand Prix  
Photo: High Desert Sport Photography



### **Jacqueline Ruyle and Cyramo Z**

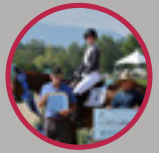
Traverse City Horse Shows, Tournament of Champions 2, September 7  
\$38,700 CSI3\* Corcoran Group Realty Two-Phase  
Photo: Andrew Ryback





**Kelli Cruciotti VanderVeen and Isabella Van De Zuuthoeve**

HITS Saugerties, Saugerties, New York, September 8  
\$77,300 HITS Jumper Classic CSI4\*  
Photo: ESI Photography



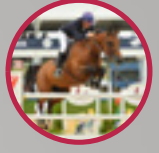
**Daniel Bluman and Gemma W**

HITS Saugerties, Saugerties, New York, September 10  
\$300,000 FEI CSI4\* Grand Prix  
Photo: ESI Photography



**Karl Cook and Caracole de la Roque**

Traverse City Horse Shows, Tournament of Champions 2,  
September 10  
\$145,100 Agero CSI3\* Grand Prix  
Photo: Andrew Ryback



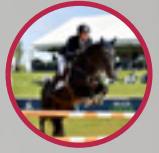
**Brian Feigus and Nessaja**

HITS Saugerties, Saugerties, New York, September 10  
\$100,000 USHJA  
International Hunter Derby  
Photo: ESI Photography



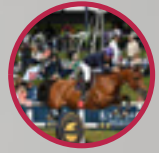
**Daniel Coyle and Ivory TCS**

Traverse City Horse Shows,  
Tournament of Champions 3,  
Traverse City, MI, September 15  
\$142,500 Cabana  
Coast CSI5\* Qualifier  
Photo: Andrew Ryback Photography



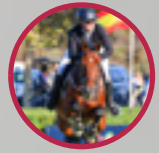
**Karl Cook and Caracole de la Roque**

Traverse City Horse Shows,  
Tournament of Champions 3, Traverse City,  
MI, September 17  
\$650,000 CSI5\* American Gold Cup  
Photo: Andrew Ryback Photography



**Michelle Parker and Easy Does It**

Rancho Mission Viejo Riding Park,  
San Juan Capistrano, CA, September 23  
\$50,000 International Jumping  
Festival Grand Prix  
Photo: McCool Photography



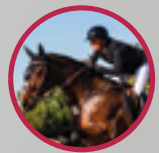
**Peter Petschenig and Ennebel  
Van Het Posthuijs**

Split Rock Hunter Jumper Fall 1,  
Kentucky Horse Park, Lexington,  
KY, October 3 \$110,000 Lugano  
Diamonds 1.50m FEI Grand Prix  
Photo: Winslow Photography



**Rachel Fields and King-Boy**

Temecula Valley National Fall 1,  
Temecula, CA, October 7  
\$75,000 Grand Prix  
Photo: Lindsey Long





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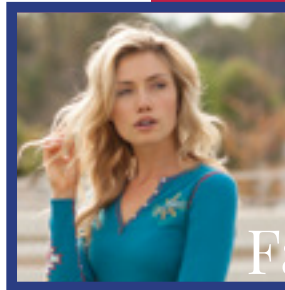


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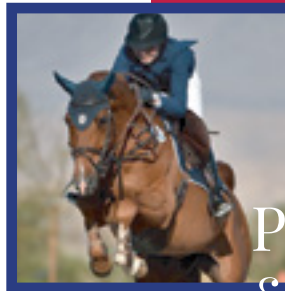
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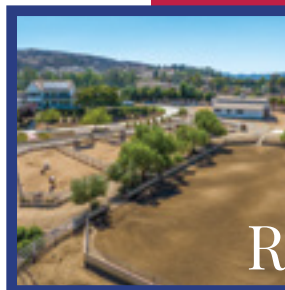
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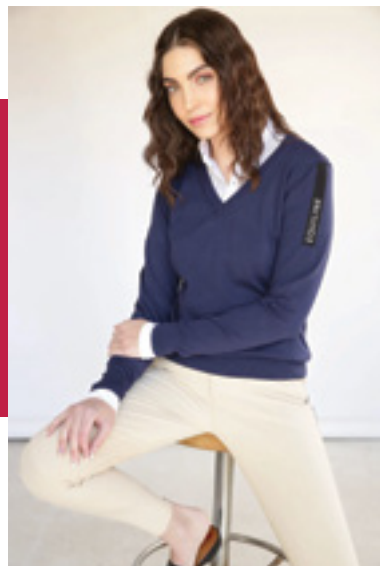
Aira Showshirt - White with Pink Detailing. Equiline's Aira showshirt is perfect for all competition rings. This versatile top perfectly combines trendiness with classicism. Made with slightly stretch tech material.

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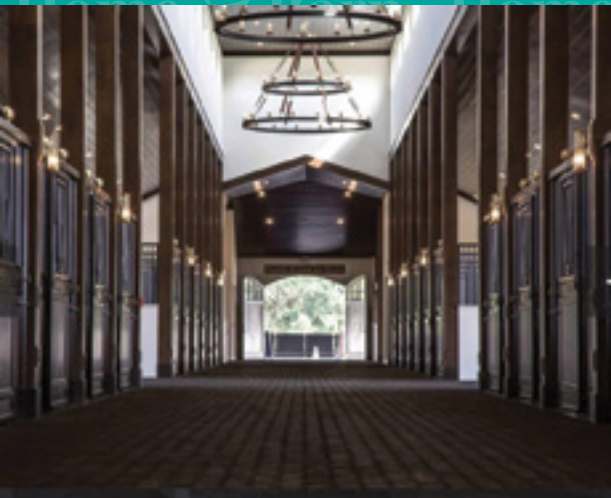
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[Rodeore.com](https://Rodeore.com)

**SOLD**

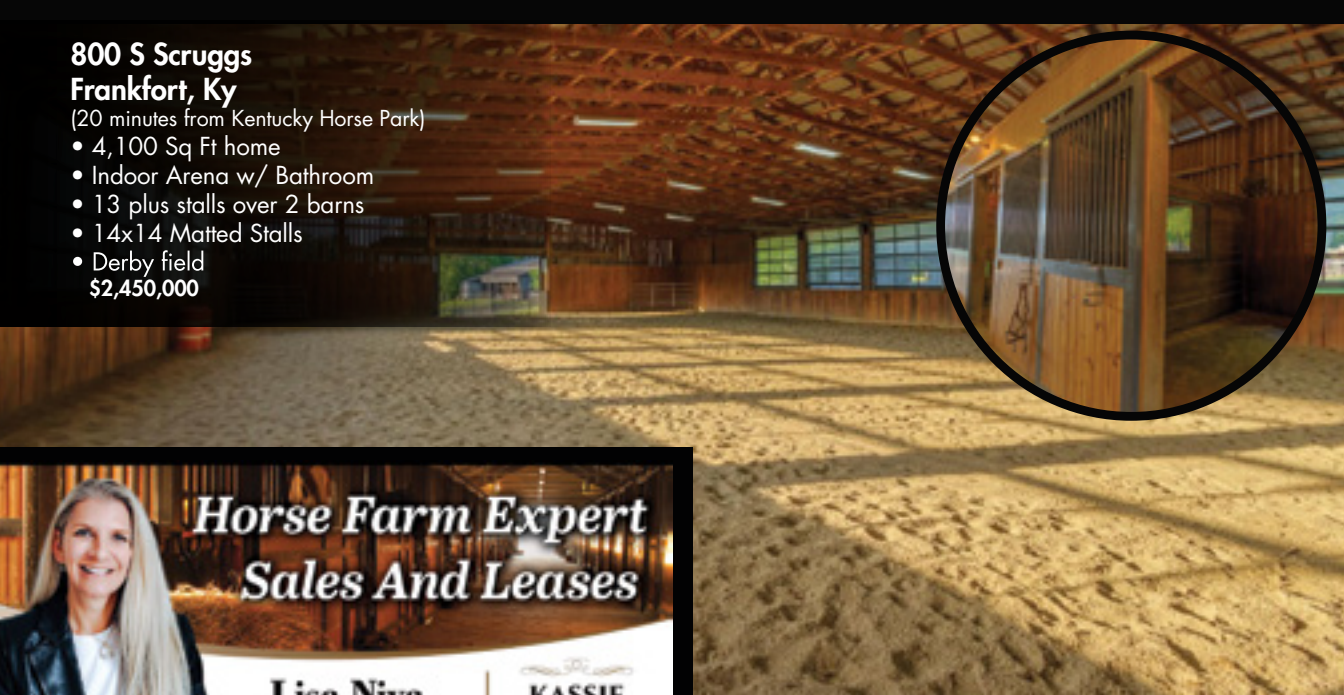
Land in Versailles 30 acres  
Highest point in Woodford County Ky.  
Perfect for a horse farm \$619,000



**800 S Scruggs  
Frankfort, Ky**

(20 minutes from Kentucky Horse Park)

- 4,100 Sq Ft home
  - Indoor Arena w/ Bathroom
  - 13 plus stalls over 2 barns
  - 14x14 Matted Stalls
  - Derby field
- \$2,450,000**



**Horse Farm Expert  
Sales And Leases**

**Lisa Niva**  
408.832.7660

[LisaNiva@KassieAndAssociates.com](mailto:LisaNiva@KassieAndAssociates.com)

**KASSIE  
AND ASSOCIATES**

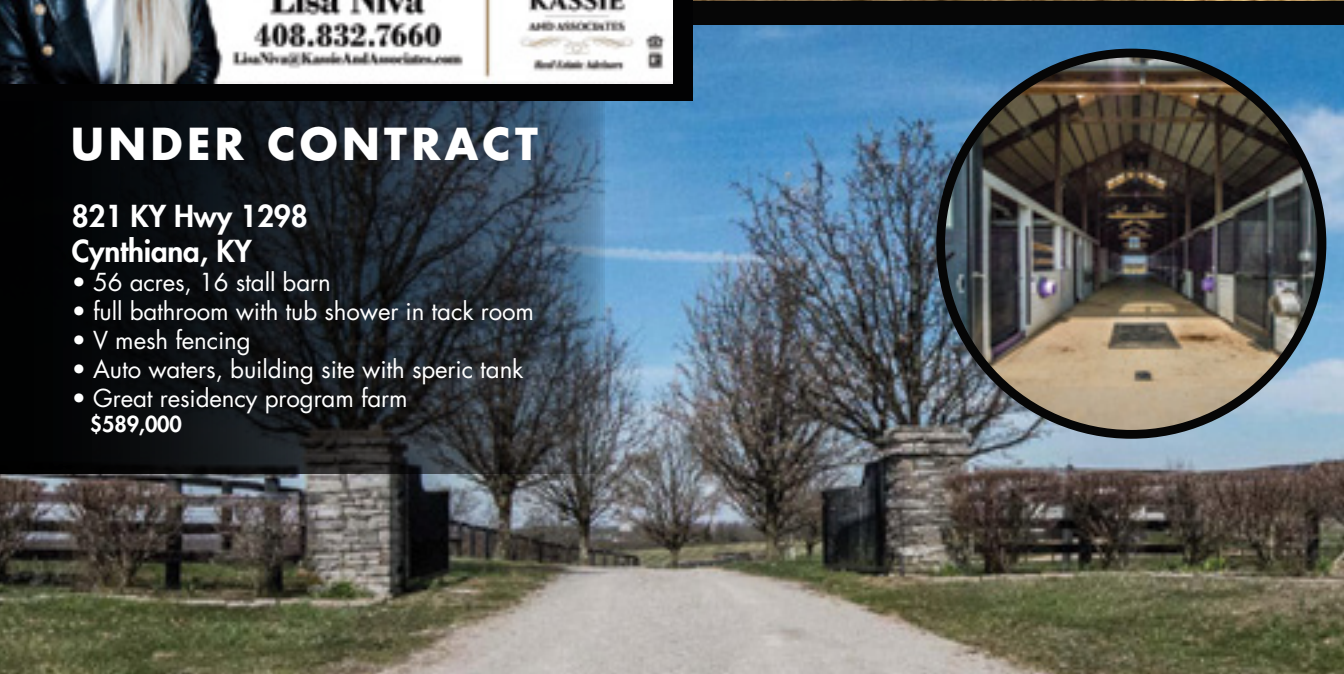
Real Estate Advisors



**UNDER CONTRACT**

**821 KY Hwy 1298  
Cynthiana, KY**

- 56 acres, 16 stall barn
  - full bathroom with tub shower in tack room
  - V mesh fencing
  - Auto waters, building site with speric tank
  - Great residency program farm
- \$589,000**



# Wild Turkey Farm

## Willamette Riverfront Equestrian Estate

- 215 acres - gated, fenced, private & trees
  - 9,855sf owner's residence w/additional detached garages, office & infinity pool
  - Second home w/maintenance buildings & private entrance / Third home w/retirement barn, dock & private entrance
  - Four full facilities + one overflow barn - each with a turnout, cameras, HDPE wood, Nelson feeders & auto waterers
  - 150' x 225' Indoor arena w/viewing room + 175' x 300' Outdoor arena + 33 pastures, 24 turnouts & 85 stalls
  - Willamette River Irrigation rights + pond, seasonal fire hydrants & wells
- \$19,500,000**



**LUXE | Forbes Global Properties | Kendra Ratcliff, COO**

Principal Broker in Oregon

OneBrokerOneWorld.com

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