



Calculating Livery Charges

The information below is a template calculation form for people looking to work out what they should charge for their livery services.

The following detailed costs are not exhaustive and there is space to add your own if they are not included. If you do not have an amount you can estimate from previous years bills and by adding an additional 10% to cover any prices increases for this year. It is better to overestimate than under estimate! It would be advised to write down all of your outgoings on a separate sheet and then work out the costs for each category as details below.

CALCULATION SHEET FOR LIVERY CHARGES

Figures entered should be your annual costs

COST	ANNUAL COST	<i>Divide by 12</i>	MONTHLY COST
<u>Business Costs</u>			
		=	
Rent/ Mortgage		=	
Business Rates		=	
Business Taxes		=	
Premises Insurance		=	
Business Insurance		=	
VAT		=	
Accounting/ Book Keeping		=	
Professional Memberships & Training		=	
PR and Marketing		=	
Office Equipment and Stationary		=	
Bank Charges		=	
Loan Repayments		=	
Legal or Consultancy Fees		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<u>Staffing Costs</u>			

Wages		=	
Casual Labour		=	
PAYE/ Accounting Costs		=	
Employers NI and Pensions		=	
Professional Memberships		=	
Training		=	
Employers Insurance		=	
Holiday or Sickness Pay		=	
Clothing		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<u>Utilities</u>			
Electricity		=	
Water		=	
Phone Bill		=	
Gas		=	
Oil		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<u>General Maintenance Costs</u>			
Machinery Fuel, Wear and Maintenance (tractors, quads etc)		=	
Muck Heap and Waste Removal		=	
General Maintenance(ditch clearing, hedge cutting, weedkilling)		=	
Delivery Costs or Fuel for collection (of feed, bedding, hay etc)		=	
Sub-Contractors (third party services used)		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<u>Paddock Maintenance</u>			
Land Maintenance (3rd-party services, equipment hire, fuel etc)		=	
Grass Maintenance (3rd-party services, fertiliser, grass seed etc)		=	
Fencing Repairs/ Renewals (fencing, batteries, posts, fittings etc)		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<u>Yard Maintenance Costs</u>			

Stable Maintenance (re-painting, fittings and equipment used)		=	
Equipment Repair/ Replacement (wheelbarrows, tools, hoses etc)		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<u>Facility Maintenance Costs</u>			
Facility Maintenance/ Repairs (arena surfaces, fencing etc)		=	
Electricity (arena lights, floodlights)		=	
Damage or Replacement of Equipment (Poles, Cups, markers etc)		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<u>Direct Costs for Assisted Services</u>			
Ad-Lib Hay/ Haylage - calculate the allowance or average amount used per horse per day and times by 52 (if only fed in winter then divide the weekly amount by half for an average over the year)		=	
Bedding - calculate the allowance or average amount used per horse per day and times by 52 (if only fed in winter then divide the weekly amount by half for an average over the year)		=	
Feed and Supplements- calculate the allowance or average amount used per horse per day and times by 52 (if only fed in winter then divide the weekly amount by half for an average over the year)		=	
Wormer or Worm Counts - if included		=	
Shoeing/ Trimming Costs - if included		=	
Clipping/ Grooming - if included (electricity, blades, maintenance)		=	
Equipment Replacement/ Repair (feed bowls, waterers, etc)		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<i>Other:</i>		=	
<u>Health and Safety Costs</u>			
Fire Extinguishers and Alarms (replacement, maintenance etc)		=	
Maintenance of Parking Areas/ Access (fill potholes, weedkilling etc)		=	
Cleaning Materials (toilet cleaner, toilet roll, kitchen roll etc)		=	
Tea Room Supplies (tea, coffee, milk, towels, washing up liquid etc)		=	
First Aid Kit re-stocking (Human and Horse)		=	
Signage		=	
PAT Testing of Equipment		=	
Vermin Control		=	
Bio-Hazard Costs (disinfectant, signage, testing, etc)		=	
Security Services & Equipment		=	

Salting/ Gritting Stocks		=	
Other:		=	
Other:		=	
Other:		=	
Other:		=	
		=	
<u>Your Own Costs!!</u>			
Number of hours worked on the yard per week by your preferred rate of wage (suggested circa £10 an hour)		=	
Fuel (personal driving to and from the yard daily, twice daily etc)		=	
TOTAL AMOUNT		<i>Divide by 12</i>	
Allow 10% Contingency for Price/ Quantity Increases, Unforeseen Costs, Empty Stables etc. To calculate, times the number above by 1.1			
COST PER STABLE PER CALENDAR MONTH			
To calculate the cost per stable, divide the above total in the box above by the number of spaces you offer (i.e if you offer 10 spaces you divide by 10 etc). This gives you an annual amount per stable. To convert this to a calendar month amount, divide the sum again by 12.			

This list is not exhaustive. We would recommend you take a walk around the yard and your facilities to remind yourself of costs you incur on a regular or ongoing basis. You can also check through previous invoices and bills from suppliers and other costs to see what else should be included.

If you offer more than one type of livery, you can complete all aspects for all stables and work out a base 'Stable and Grazing/ DIY' rate by dividing by your total number of spaces regardless of package. You can then calculate the cost of other services included as per the table and deduct in the same way as above for each package you offer. Then add this additional amount to your base rate and calculate the 'COST PER STABLE PER CALENDAR MONTH' as detailed above.

Once you have calculated your cost per calendar month, you will be able to work out what you need to charge each client. Remember the amount shown above is the amount you need to *cover* your costs assuming all costs are in line with previous years, not make a profit. If you wish to make a profit from your business, you will need to increase the above figure by a suitable amount. i.e if you wish to make 30% profit you need to calculate the above figure x 1.30 to come up with a final figure for clients.

IMPORTANT

This information as provided above is intended to provide guidance and areas for consideration for those intending to enter into such arrangements. Anyone proposing to enter into such a written agreement should take consideration and their own legal advice as to their particular circumstances.