

NEWSLETTER

November 2015

Volume 68, Number 7



KTFMC

Founded in 1948

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Next Membership Meeting:

November 18th, 2015 @ Fasig-Tipton

A PANEL OF EQUINE JOURNALISTS:

TOM LAMARRA, JENNIE REES & NATALIE VOSS

WITH MODERATOR JUDE FELD

**** The vote for 2016 Officers & Board Members will be completed at this meeting.**

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- **RSVP's must be in by 5 p.m. November 15th, 2015.**
 - No RSVP's will be taken after the deadline.
 - Walk-in seating very limited.
 - **Registration begins at 6:15 P.M.** at Copper Roux (located at 861 South Broadway, Lexington, KY 40504 - look for map on RSVP confirmation email.)
 - Dinner begins at 7:00 P.M.
 - Cash, Check and Credit Card payments accepted at the door.
 - Please list names of all attendees when making reservations.
 - Do NOT RSVP by sending an email to info@ktfmc.org, please follow the appropriate link at <https://ktfmc.org/meeting-information/> to guarantee your RSVP will be received.

OCTOBER MEETING MINUTES

October 13, 2015

The meeting was called to order by President Randy Gilbert. The Past Farm Manager of the Year in attendance was Bill Wofford.

Bryan Cassill gave the Treasurer's Report. The golf scramble income was down ~\$5,000 due to fewer elite level sponsorships. The sporting clays was down ~\$400. Net directory income was up \$19,000, with \$1,500 still left to collect. Our ending cash was ~\$71,000, which was within ~\$500 of 2014. We still have some outstanding debts with sponsorships for the golf scramble and sporting clays.

Nominations for officers and board of directors for 2016 are open. Please submit nominations to Randy Gilbert or Gus Koch.

2015 OFFICERS

President

RANDY GILBERT

Vice-President

GUS KOCH

Secretary

AMY PARKER

Treasurer

BRYAN CASSILL

Sergeant-At-Arms

SCOOTER HUGHES

2015 DIRECTORS

MICHAEL HARDY

ANDY HOWARD

CARL MCENTEE

JOHN MULHOLLAND

FERRAN ROBINSON

SHANNON WHITE

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<https://ktfmc.org/>

FYI:

– from Moneywatch
Advisors

The best way to predict the future is to create it. Work hard and don't forget your financial plan.

OCTOBER MEETING MINUTES CONTINUED

Gary Bush from Denali Stud was announced as the Farm Manager of the Year. He will be celebrated at the annual Dinner Dance on December 4 at Oasis in Paris.

Robert Hammond and Ramsey Bova with Moneywatch Advisors discussed financial planning in the horse industry. Robert stated that 93% of people think having a financial plan is a good idea, but only 37% actually have a plan. The difference between financial planning or not is the difference between wanting to work or having to work. Ramsey said there are several misconceptions regarding the financial world. She encouraged everyone to meet with a financial planner to better plan for retirement.

The night featured a trainers' panel with Wilby VanMeter, Steven Lyster, and Anthony Hamilton. Mike Penna served as moderator.

Like many trainers, both Anthony and Steven got started training with family ties. Anthony is a third generation horseman, with both his father and grandfather training. Steven's father was also a trainer, and he started galloping horses for his father. Wilby, too, grew up around horses and worked for Wayne Lucas after college before going out on his own.

The biggest challenge they have faced in going out on their own was staying content when you are not winning. Anthony said they cannot afford to lose the horses in their barn, because they have fewer horses in their barn as compared to the seasoned trainers. Trying to be competitive and stay balanced and avoid having your entire barn claimed can be difficult. Even with the difficulties, none have ever thought of quitting. The panel all used the word "addicted" when describing why they keep training—the dream of the "big horse" and the thrill of winning keeps them coming back.

The relationships between owner and trainers is imperative. The panel agreed that being personable and honest are keys in developing and maintaining relationships with owners. Letting the owners know that you, as the trainer, are working for them and that you want the same thing they do. Also letting the owners know how much you enjoy training their horses is important. These are things that will help the owners develop trust in the trainers.

For anyone interested in becoming a trainer, the panel had some advice. Make sure you understand what is involved in being a trainer. It is a 7 day a week job. Being a trainer can be difficult on personal relationships, with many sacrifices being necessary.

Steven, Wilby and Anthony agreed the greatest thing about being a trainer is the experience—saddling a horse, watching the gates open, and winning. The dream of the "big horse" keeps them coming back to the barn each morning.

Honorariums in the speakers' names were given to the Thoroughbred Aftercare Alliance and the Thoroughbred Retirement Foundation.

Respectfully submitted,

Amy Parker
KTFMC Secretary

NEW MEMBERS

CLABES, JOSEPH A.

Associate

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4037 Iron Works Parkway, Suite 130
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BURNETT, CHAD

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KTFMC LEADERSHIP SEMINAR

Greetings:

The Kentucky Thoroughbred Farm Managers Club (KTFMC) has had a long history of supporting and encouraging the growth and development of farms and the thoroughbred industry in Central Kentucky.

The greatest strength that we have in this endeavor is our PEOPLE. To this end, we have decided to partner with the University of Kentucky's Kentucky Agricultural Leaders Program (KALP) to offer a Leadership Seminar to entry and mid-level management and other supervisory people on our area farms.

Training these lower level managers and supervisors to effectively work with subordinates, co-workers, clients and others will insure the future success of our farms and industry. This seminar will incorporate a curriculum that focuses on motivation, communication and dealing with conflict & challenges.

This seminar will take place December 7-8, 2015 in the Keeneland Sales Pavilion. We anticipate that the total cost of the seminar will be approximately \$15,000-\$20,000. We are hoping to keep the cost of attendance to a minimum by asking farms to monetarily contribute what they can to make this event a success.

We know that you will agree that this seminar will be of benefit not only to your employees but to the future success of your farm and our industry as a whole and are asking for your support. Every donation to this event is important and not too small to be effective.

If you have any questions, please do not hesitate to contact me. Thank you for your consideration.

Randy Gilbert
KTFMC President
president@ktfmc.org

To sign up for the Leadership Seminar, go to: <https://ktfmc.org/ktfmc-leadership-seminar/>.

KTFMC DINNER DANCE

Please Join us at our 2015 Dinner Dance Extravaganza honoring The 2015 Ted Bates Farm Manager of the Year, Gary Bush on December 4th, 2015 at Oasis in Paris, KY.

This year there will be a silent auction with all proceeds benefiting Old Friends!

*Auction items will be available for online bidding from November 25th to December 2nd at https://ktfmc.org/silent_auction/.

The highest bid at close will become the opening bid at the Dinner Dance.

Dress:

Black Tie Optional

(JoS A. Bank is offering a \$30 off group rate discount with
Group #: 6235994 & Discount Code: WGNH1010101)

Evening Schedule:

6 pm – Cocktails

7:30 pm – Dinner Served

Soul Explosion and the Positive Movement Band will be performing after dinner!

Ticket Prices:

**Includes open bar

\$50⁰⁰ each or \$350⁰⁰ table of 8

There are a limited number of 10 top tables available for \$450⁰⁰ upon request.

Please RSVP by November 27th, 2015 at <https://ktfmc.org/ddrsvp/>.

UPCOMING EVENTS

NOVEMBER

- 2nd thru 13th - Keeneland November Breeding Stock Sale
- 11th - Veterans Day
- 26th - Thanksgiving

DECEMBER

- 4th - KTFMC Dinner Dance
- 7th - Fasig Tipton Midlantic Sale
- 7th & 8th - KTFMC Leadership Seminar
- 25th - Christmas
- 31st - New Year's Eve

JANURARY

- 1st - New Year's Day
- 11th thru 15th - Keeneland January Horses of All Ages Sale
- 31st - Fasig Tipton Midlantic Winter Mixed Sale