



KENTUCKY'S EQUINE INDUSTRY

Thoroughbred Care and Sales Career Pathway

FARM and SALES OPERATIONS

SALES - Seasonal

ENTREPRENEURSHIP

Higher-Skilled

Farm Manager

Average Annual Earnings: \$60-100k
 Work Experience Req: 5+ years
 On-the-Job Training: Long-term
 Minimum Education Required:
 High School Diploma/GED

Farm Division Manager

Average Annual Earnings: \$40-60k
 Work Experience Req: Less than 5 years
 On-the-Job Training: Moderate-term
 Minimum Education Required:
 High School Diploma/GED

Barn Foreman

Average Annual Earnings: \$35-40k
 Work Experience Req: 1-3 years
 On-the-Job Training: Short-term
 Minimum Education Required:
 High School Diploma/GED

Groom

Average Annual Earnings: \$25-35k
 Work Experience Req: Less than one year
 On-the-Job Training: Short-term
 Minimum Education Required:
 High School Diploma/GED or equivalent industry training

Middle-Skilled

Middle-Skilled

Shedrow Foreman

Average Daily Earnings: \$300-350
 Work Experience Req: More than one year
 On-the-Job Training: Short-term
 Minimum Education Required: High School Diploma/GED

Showman

Average Daily Earnings: \$150-250
 Work Experience Req: Less than one year
 On-the-Job Training: Short-term
 Minimum Education Required: High School Diploma/GED

Sales Groom

Average Daily Earnings: \$130-200
 Work Experience Req: Less than one year
 On-the-Job Training: Short-term
 Minimum Education Required:
 High School Diploma/GED or equivalent industry training

Entry-Level

Higher-Skilled

Consignor

Average Annual Earnings: 2.5% -5% commission on each horse's sale price
 Work Experience Req: 5+ years
 On-the-Job Training: Long-term
 Minimum Education Required:
 High School Diploma/GED

Bloodstock Agent

Average Annual Earnings: 5% commission on the purchase or sale of a horse
 Work Experience Req: 5+ years
 On-the-Job Training: Long-term
 Minimum Education Required:
 High School Diploma/GED

Pinhooker

Average Annual Earnings: Commensurate w/ horses' sale prices
 Work Experience Req: 5+ years
 On-the-Job Training: Long-term
 Minimum Education Required:
 High School Diploma/GED

Auctioneer

Average Annual Earnings: \$45-70k
 Work Experience Req: 5+ years
 On-the-Job Training: Long-term
 Minimum Education Required: High School Diploma/GED, possible licensure

Announcer

Average Annual Earnings: \$35-50k
 Work Experience Req: Less than 5 years
 On-the-Job Training: Moderate-term
 Minimum Education Required: High School Diploma/GED

Bid-Spotter

Average Annual Earnings: \$30-45k
 Work Experience Req: Less than 5 years
 On-the-Job Training: Moderate-term
 Minimum Education Required: High School Diploma/GED