



# KENTUCKY'S EQUINE INDUSTRY

## Thoroughbred Care and Sales Career Pathway

### FARM and SALES OPERATIONS

### SALES - Seasonal

### ENTREPRENEURSHIP

Higher-Skilled

Middle-Skilled

Higher-Skilled

Middle-Skilled

Entry-Level

#### 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

#### 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

#### 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

\* On-the-job training: Short-term = brief onboarding requirements. Moderate-term = procedural experiences over time. Long-term = ongoing educational requirements.

