



66 Jacinto Road * Santa Fe, NM 87508

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Schedule of Fees & Services

Agistment: \$3.50/ day (Discounts are available for long-term clients and clients that purchase breedings or livestock.)

Alpacas agisted at Que Sera Farms will receive the same loving care as those owned by Que Sera.

Regular agisting services include:

- ◆ Normal feeding (free range pasture, free choice hay, and pellet and mineral supplements.) Your alpaca's nutritional needs will be assessed on a regular basis and adjustments will be made as needed.
- ◆ Regular weight and health monitoring
- ◆ Toe nail care
- ◆ Worming as needed
- ◆ Herd-wide inoculations as recommended by attending veterinarian
- ◆ Free listings on Que Sera web site for your herd sires and animals for sale and inclusion in on-farm marketing events and advertising. (Refer to the Cooperative Marketing paragraph for details.)

Non-Agistment Services:

- ◆ **Breedings:** Management and record keeping fees are included in all breeding fees contracted for Que Sera owned herdsires plus 2 months suspension of agisting fees. Agisting clients will owe a 10% referral fee for all breedings sold to other breeders (see Cooperative Marketing section.) If breeding management for outside breedings is to be the responsibility of Que Sera Alpacas, a 25% management fee will be incurred. Oversight of breedings between alpacas owned by agisting clients will be charged at a rate of \$25/hour
- ◆ **Teeth Trimming:** If clients are available to assist with teeth trimming, no additional fees will be charged. If clients are not available to assist with teeth trimming, a fee of \$25 per animal will be assessed.
- ◆ **Cria Watch:** Cria watch is \$15 per day. This fee will be pro-rated between all owners if more than one female is being "watched."
- ◆ **Birthing:** Routine births and post delivery neonatal care - \$250. Dystocias \$350 to \$500 - depending on the time and level of expertise needed. Special after-delivery care of dam and/or cria will be assessed at \$25/hr.
- ◆ **Injections and oral medications or supplements:** \$10 per dose plus the cost of medications and supplies
- ◆ **Special Diets:** Animals that simply need a little extra feed and perhaps a little extra attention due to illness or stress, will be taken care of at no additional charge. Clients that request special feeds for their alpacas outside of feed and supplements given herd-wide will be charged an additional fee per day of \$2 per day plus the cost of the feed.
- ◆ **Transportation:** Alpacas will be transported as required or requested at a rate commiserate with accepted business practices based on compensation rates posted on the IRS web site.
- ◆ **Halter and Show Training:** \$25/hour
- ◆ **Show Services:** Fees will be assessed on a case by case basis.
- ◆ **Shearing:** If clients are available to work on shearing day, fees will be assessed at cost. If clients are not available to help with shearing a \$10 per animal surcharge will be assessed over and above costs.
- ◆ **Fleece Prep and Processing:** See Marketing Cooperative paragraph

The fees as stipulated here are subject to change without notice.

Clients shall have 45 days to accept changes or terminate their agisting contract with Que Sera Farm.

Requirements for Agisting Clients:

- ◆ **Insurance:** Clients are strongly encourage to carry full liability and mortality insurance on agisted alpacas. If clients choose to self-insure their alpacas, a “hold harmless” document will be required.
- ◆ **Health Certificates and Records:** All alpacas will have a Health Certificate from a licensed veterinarian less than 30 days old indicating the animals are in good health with no communicable diseases. This document will need to include a record of negative BVD. Any health records available should accompany each animal.
- ◆ **Microchips:** All animals must be microchipped. If an animal is not microchipped or the microchip cannot be found, another chip will be injected at a fee of \$25. New-born crias will be chipped at a rate of \$20.

Marketing Cooperative:

As the title of this paragraph states, Que Sera management is interested in providing a fully cooperative and collaborative marketing vehicle for all the breeders with whom we do business. I will commit to you, my client, that I will make every effort to represent your interests as I would my own. However, I feel it is important that visitors to the farm or a marketing booth, not be confused about who they are doing business with. It is my farm (or booth) and I reserve to right to control the “look” or the “brand” in marketing parlance.

- ◆ **Advertising:** Agisted animals will be included in all Que Sera advertising except for “special” flyers or email blasts designed to showcase a specific animal. This includes but is not limited to listings on the Que Sera website as well as newsletters or other advertising that is produced to promote the alpacas at Que Sera Farm. Clients should furnish prices, terms of sale, and pedigree information on any animal for sale or lease and herdsires available for outside breedings to Que Sera Management. Package deals are a great way to move animals - animals included in any package deals will not be singled out in advertising for that package as belonging to “This Farm” or “That Farm” until a customer is located and negotiations have begun.
- ◆ **On Farm Displays:** In order to ensure consistency in marketing and “branding,” all published sale flyers or other sales materials on display at Que Sera Farm will be produced by Que Sera Farm. If clients wish to showcase an animal by displaying show ribbons, etc. we will make every effort to accommodate you. All clients of Que Sera Farm will be listed on a sign in or around the barn area.
- ◆ **Referral Fees and Commissions:** In order to avoid misunderstandings, Que Sera management reserves a fee on any animals sold or leased or services procured for herdsires that are owned by agisting clients unless clients reserve those customers prior to participating in Que Sera advertising. If client and customer are simply brought together and client handles all negotiations or service management, a 10% referral fee is due. If Que Sera management handles all negotiations and paperwork for sales or leases, or provides management services for breedings, a 25% commission is due.
- ◆ **Fiber Processing and Product Promotion:** Clients are welcome to include their animals’ fiber in production of yarn or other materials as pursued by Que Sera Farm. All fiber **MUST** be sorted and graded in order to be included in any production run. Until I am legally certified, there will be no charge for sorting and grading your fiber. Once I am legally certified, the fee for this service will be posted. Client fiber included in product runs will be weighed to determine the percentage of the overall run and client will be assessed their share of production and shipping costs based on that percentage. When product is delivered, clients may take their percentage of the product to market themselves or leave it at Que Sera to be marketed and be entitled to that percentage of any sales those products engender. Clients are also welcome to provide finished products to be included in any on- or off-farm sales events.