



NEWS from MHC'S INDUSTRY PROFESSIONAL MEMBERS

SPONSOR SPOTLIGHT

HARNESSING THE SUN TO POWER YOUR HORSE FARM

Brothers Tim, Marcus, Matthew, and Jason Beiler launched **Paradise Energy Solutions** in 2009. Since then, Paradise has grown to more than 80 employees helping over 14,000 businesses, farmers and homeowners make a difference with solar energy.

Paradise's customer-focused team approach has made them the "go-to" experts in the solar industry. They are committed to doing what's right, even to the detriment of their bottom line, because they believe, in the long run, doing that makes everyone come out ahead. Because of this commitment, they have been ranked as a Top Solar Contractor by Solar Power World for eight consecutive years - and are now the #1 commercial installation company in Pennsylvania - and rapidly growing in Maryland.

Investing in solar energy for your farm is a major financial commitment, which is why Paradise provides the industry-leading "Triple Ten Guarantee." Paradise will guarantee your system's production for ten years and will cover workmanship issues for the first 10 years of the 30-year lifespan of your system.

Like most horse farm owners, you probably have a sizeable electric bill, and with the razor-thin margins in the horse industry, this on-going expense leaves your bottom line vulnerable.

Not only can solar eliminate or significantly reduce your electric bill, you can get around 60% of the installation cost back in the first year through tax credits, accelerated depreciation and grants - all while being a good steward of the environment.

The teams of skilled, experienced solar professionals at Paradise Energy Solutions enjoy helping horse farm owners, business owners and homeowners eliminate their electrical bills. Just ask your colleagues! Paradise has installed solar on Woodvale Farms, a 150 acre boarding facility in Frederick owned by Joe & Candace Herzog. Woodvale's mantra is "sustainability." Solar meets all of the farm's energy needs, making Woodvale 100% free of fossil fuels. Paradise has installed systems at Palmer Animal Hospital in Myersville, Antietam Tractor & Supply in Hagerstown and Frey Ag Products in Mt Airy.

At the MHC hosted Zoom seminar on Tuesday, February 23 at 11 a.m., you can virtually meet the folks from Paradise, as well as some of the farm and business owners who have installed solar systems. Watch your email and the February issue for additional information.

Don't want to wait that long to learn



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more? Visit www.paradisesolarenergy.com to sign up for an analysis of the solar options and opportunities for your property and prepare a quote that will let you know your estimated return on investment (ROI), available federal and tax incentives and system costs, and projected savings in electrical costs for the next 30 years.

HIDDEN HILLS TO HOST MHC SIP & SHARE



In 2010, **Hidden Hills Horse Farm** opened its gates for business (designed and built by MHC sponsor **B&D Builders**) - and immediately joined MHC.

By 2014, owners Art & Robin Sagoskin knew the facility needed diversified revenue streams. Located in Frederick County in what had once been the heart of Maryland dairy-land, the Sagoskins discovered that not only did the local soils make excellent pasture for cows and horses, it is also uniquely suited to wine grapes. Known as "Mount Airy Channery" and located 500 to 540 feet above sea level, these soils are a loamy alluvium from a bedrock of phyllite, greenstone, and mica schist, providing an exceedingly desirable deep, very well-drained soil ideally suited for grapes. As the name implies, Hidden Hills has hills - the kind of beautifully-oriented slopes wine vines prefer. They started planting grapes and networking with other wineries, such as Dodon Farm (also a MHC member).

In 2015, Hidden Hills Horse Farm became **Hidden Hills Farm & Vineyard**.

In 2019, to meet demand, the Sagoskins and B&D began work on a new tasting room.

In 2020, Hidden Hills celebrated its 10th anniversary. The grand opening for the new tasting room was scheduled for March 21, 2020.

On March 12, 2020 Governor Hogan declared a State of Emergency due to the pandemic. It is an understatement that 2020 was a difficult year for many businesses.

Welcome 2021. Robin remains committed to her communities, and despite the challenges of 2020, is determined to continue to contribute to her communities. In addition to her work with the arts (Washington National Opera Board of Trustees and Weinburg Center for the Arts), she is active with several equestrian organizations, one of which is MHC. For 2021, Robin and her team of vintners are crafting a blend that will be named in honor of the Maryland Horse Council; proceeds from the sale of this wine will benefit the MHC Foundation, a new charity. The name of the wine is still in the works, but will be revealed



ABOUT MHC'S INDUSTRY PROFESSIONAL MEMBERSHIP



in time for MHC's next Sip & Share Virtual Wine Tasting on Thursday, February 18th at 6 p.m. (MHC quarterly meeting will start at 7 pm). The virtual wine tasting will also include a virtual tour of the Hidden Hills Tasting Room - and while all of this may be happening virtually, the wine is very real! Watch your emails and the February issue of *The Equiery* for more details!

NEWS FROM INDUSTRY PROFESSIONALS

Due to the ongoing pandemic and state of emergency, Jean Emge (**Emge Equine**) has rescheduled her World of Pets Expo. Originally scheduled for January 29 - 31, World of Pets will now be held on May 1 & 2 at the Maryland State Fair Grounds in Timonium.



In November, **Rippeon Equipment** partnered with Operation No Person Left Behind Outdoors (NPLB Outdoors) at the Frederick location to sell raffle tickets on behalf of NPLB Outdoors' December Raffle to help further its mission to provide wounded combat veterans with various outdoor experiences, such as off-shore fishing, hunting trips, camping, and other outdoor activities and sports.

Marya Pecukonis of **Le Cheval Stables** was honored by the Professional Association of Therapeutic Horsemanship International as the overall Credentialed Professional of the Year. There are 11 regions in PATH International; each region includes a portion of the U.S. and an overseas territory. Before receiving the overall Professional of the Year award, Marya was first recognized as the Region 2 Credentialed Professional for 2020; Region 2 includes Delaware, Maryland, New Jersey, New York, Pennsylvania and Washington, DC; Scandinavia, Europe, and the Middle East.



Kudos to **Destination Farm** for the most creative Christmas horse show ever: the Ugly Christmas Sweater Jumper Show! How much fun is that?



WELCOME BACK RENEWED MEMBERS!

August Ridge Farm • Brave HEART Program Inc. • Equestrian Promotions Inc. dba Horse World Expo • Hopewell Farm • LeCheval Stable Therapeutic Riding & Counseling • The Laura Jones Team • Wyndham Oaks

THIS EQUIERY COLUMN IS FOR YOU!

This monthly column in *The Equiery*, (which is owned and published by the Maryland Horse Council) is designed to meet the demands of MHC's Industry Professional Members: a place where you can publicize your professional news and updates. Have you taken on a new partner? Hired a new manager or trainer? Brought a new vet into your practice? Promoted an employee? Moved your location? Received a commendation or award? Changed brokerages or practices? Hired a new director of development? If so, we want to know! Please send your news to IndustryNews@mdhorsecouncil.org.

WHAT IS AN INDUSTRY PROFESSIONAL?

Industry Professional Memberships are open to owners and managers of equine or equine-related businesses, farms and shows/events, and to independent contractors and service providers. Equine businesses include (but are not limited to) farms and stables offering any equine-related service (such as boarding, training, lessons, trail rides, pony parties, breeding, mare care, foaling, carriage horses, and equine entertainment).

Equine-related businesses include (but are not limited to) tack, feed and other retail stores; trailer manufacturers, sales & service; shipping; feed mills; manufacturers of saddles, supplements, tack, and shoes; hay, straw, shavings, feed, and other products; insurance, financial, legal, accounting, and marketing services; auction houses and sales sites; competition venues and race tracks; veterinary practices and hospitals.

Independent contractors include (but are not limited to) veterinarians, farriers, equine therapists, saddle fitters, trainers, instructors, stall muckers, braiders, and equine dentists.

Industry Professional Membership Benefits include:

- direct input into policy and advocacy by the Maryland Horse Council on State of Maryland legislative and regulatory affairs, to protect and grow the diverse Maryland horse industry
- exclusive invitations to Business Networking events and seminars (not open to any other membership category)
- business logo and link on MHC member directory page
- discounts on select nationally known products and services, such as John Deere, Sherwin Williams, Suncoast, Nationwide, Redbrand, US Equestrian, New Holland, Toro, eXmark, tenda - and more
- exclusive discounts for advertising and marketing via *The Equiery's* multi-media products. Contact Tracy McKenna to find out more! tracy@equiery.com or 410-802-4219

Annual Membership Dues: \$100
Lifetime Membership: \$1,000

This feature is a benefit for MHC Industry Professional Members. To learn more or submit news & updates, contact Business Network Co-Chairs Jane Seigler & Crystal Brumme Pickett at IndustryNews@mdhorsecouncil.org

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