

THE MCLEAN SYNDICATE

US Equestrian Industry Outlook

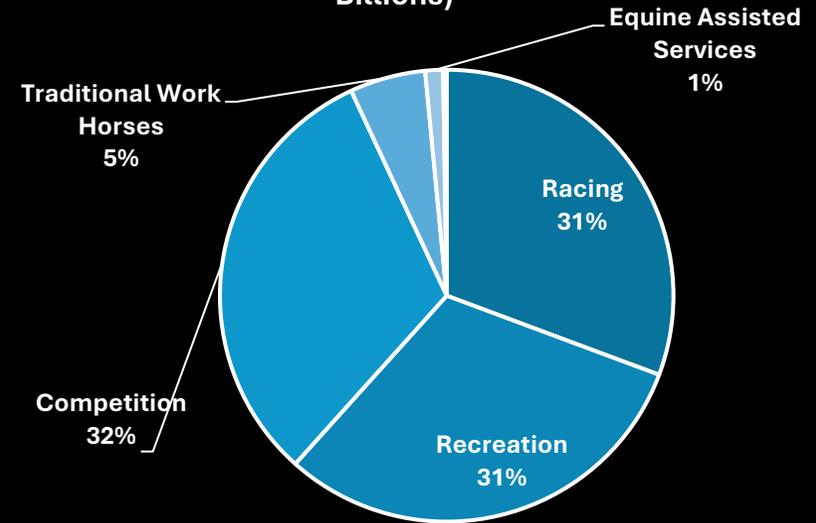
October 2025



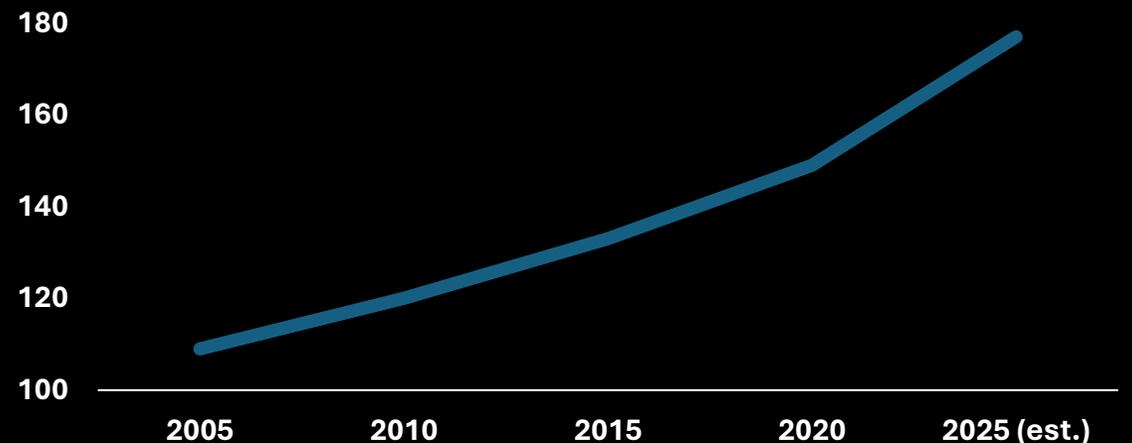
Overview

- The U.S. equestrian industry contributes more than \$177 billion to the national economy
 - \$50 billion direct impact equine goods, services, & activities
 - \$70 billion indirect impact through supporting industries
 - \$9 billion annual federal tax contribution
- Supports 1.7 million jobs
- More than 7M Americans involved as owners, riders, participants
- Includes recreation, sport, breeding, training, equine services
- Overlap with real estate, tourism, rural development

Total Economic Impact of the Horse Industry Sectors (USD Billions)

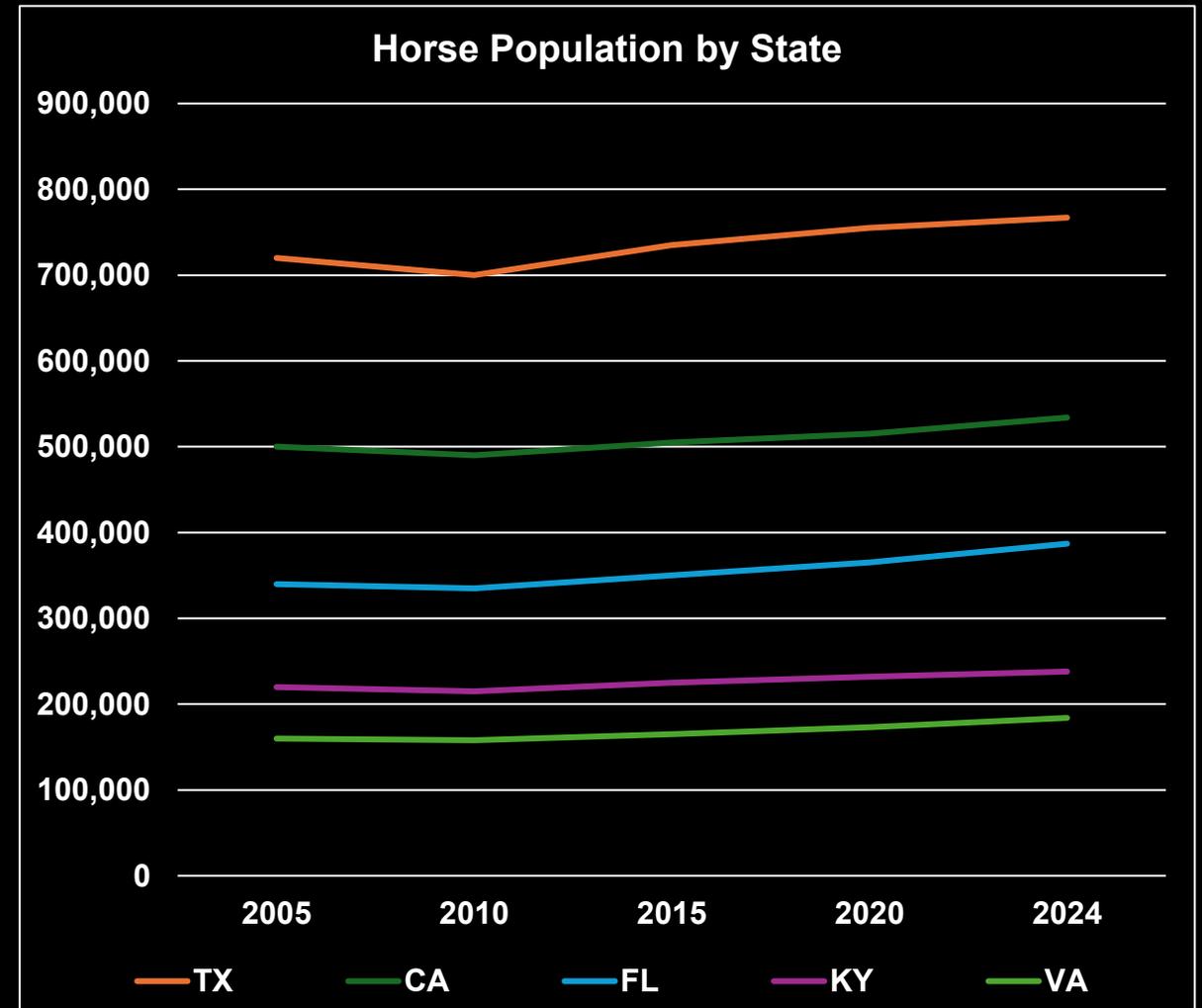


Estimated Economic Impact of the U.S. Equestrian Industry: 2000-2025 (USD Billions)



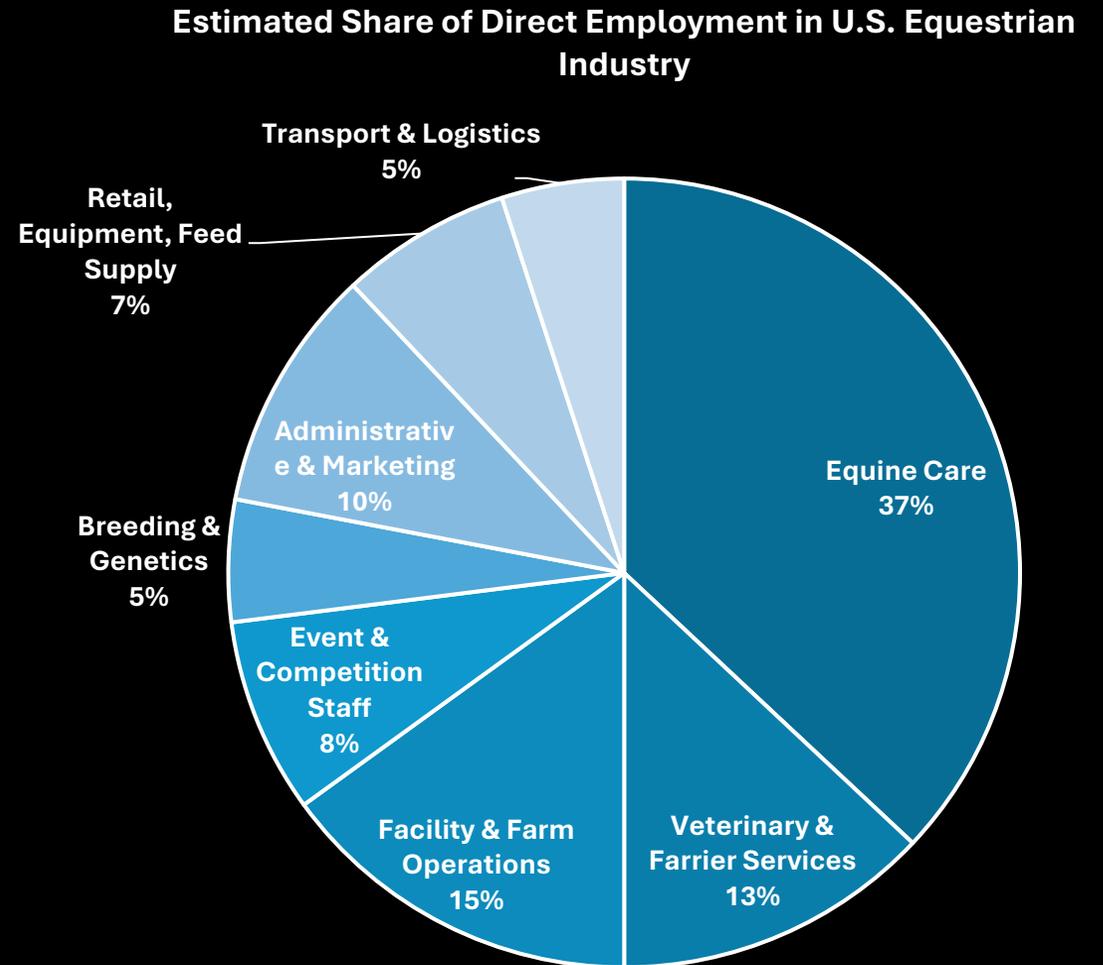
Regional Distribution

- Highest concentrations: TX, CA, FL, KY, VA
- Emerging regions: Colorado, Arizona, CarolinaS
- More than 30 million acres of land are dedicated to equine activity in the United States



Employment & Business Base

- Around 900,000 equine facilities across the US
- Includes farms, stables, training centers, veterinary practices, breeders
- Job roles: trainers, veterinarians, grooms, farriers, managers, marketing events
- Increasing participation from women entrepreneurs & riders
- 75% of horse owners are women; average age 38–48



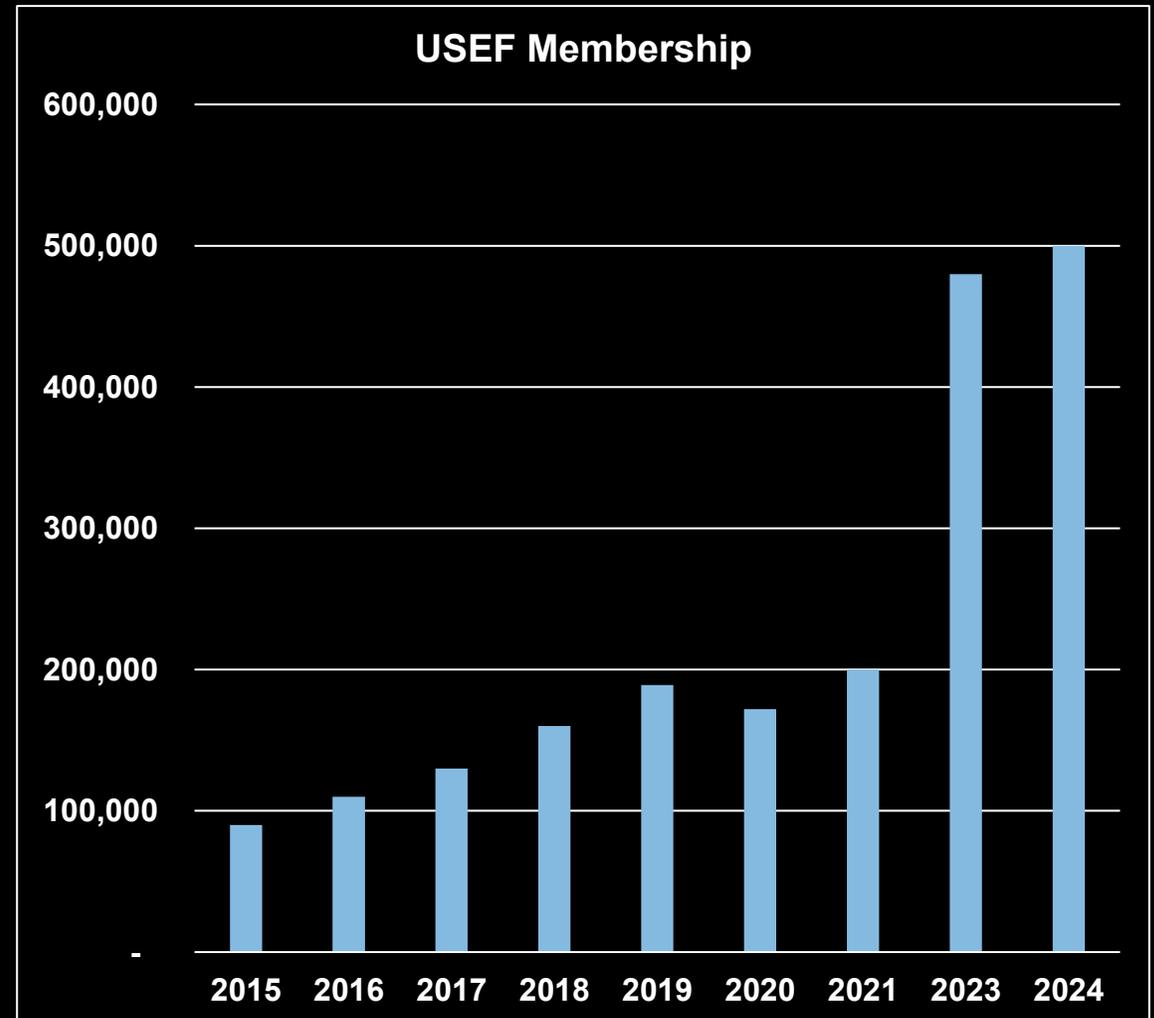
Top Equestrian Events

#	Event	Location	Discipline/Format	Attendance
1	Kentucky Three-Day Event (CCI5*)	Lexington, KY	Eventing (top category)	89,000
2	Kentucky Derby	Louisville, KY	Thoroughbred racing (Triple Crown)	150,000
3	Travers Stakes	Saratoga Springs, NY	Thoroughbred racing	48,000
4	Devon Horse Show & Country Fair	Devon, PA	Outdoor multi-breed + hunter/jumper	100,000
5	Scottsdale Arabian Horse Show	Scottsdale, AZ	Arabian breed show	300,000
6	Winter Equestrian Festival	Wellington, FL	Multi-week hunter/jumper circuit	100,000
7	Hampton Classic Horse Show	Bridgehampton, NY	Elite hunter/jumper show	50,000
8	Washington International Horse Show	Washington, DC / Upper Marlboro, MD	Indoor international jumping + hunters	15,000
9	Upperville Colt & Horse Show	Upperville, VA	Outdoor hunter/jumper show	15,000
10	Desert Circuit (Thermal)	Thermal, CA	Multi-week hunter/jumper circuit	3,000

Major Organizations

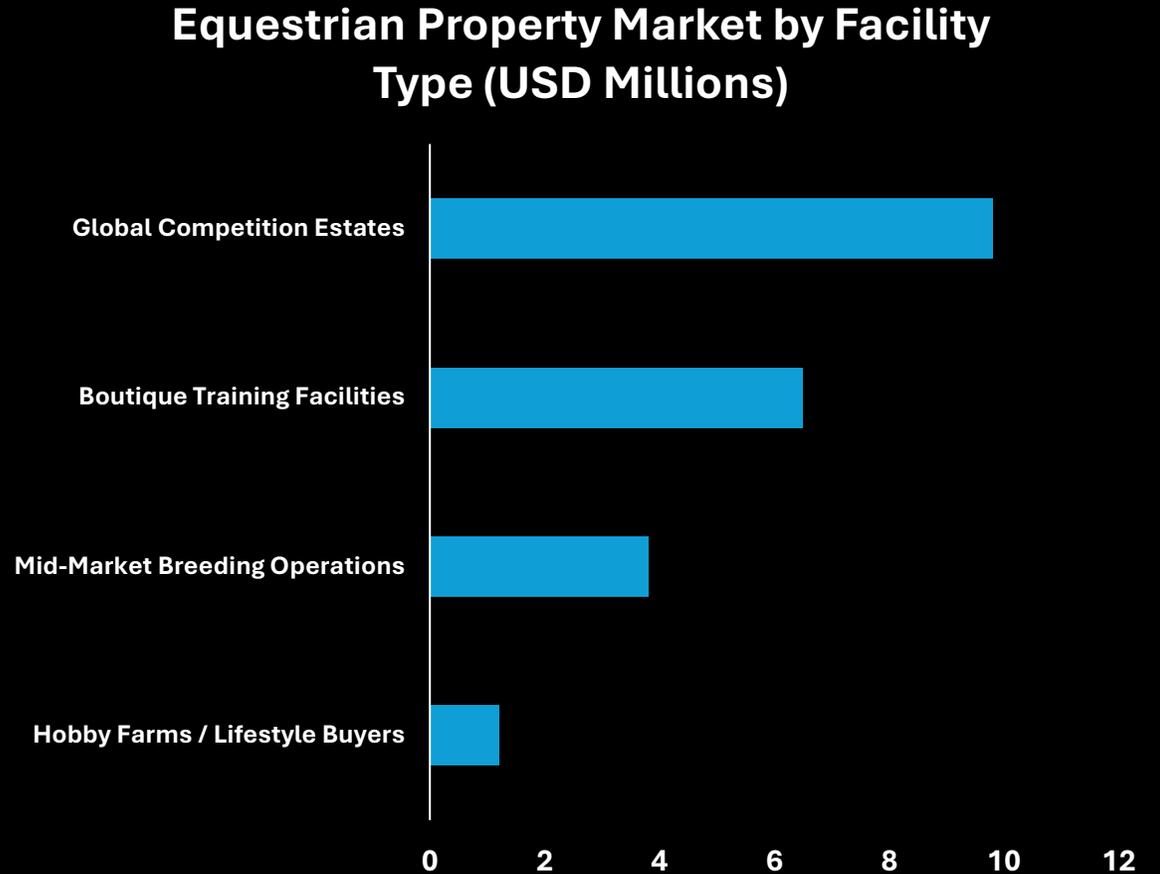


- Associations: USEF, USHJA, AQHA, USPA, NRHA, PATH Intl.
- U.S. Polo Association alone:
 - ~250 clubs & 5,000 members
 - 50% of members are women
- Recent Membership Growth
 - USEF 200-500K
 - USHJA 43-51K



Real Estate & Infrastructure

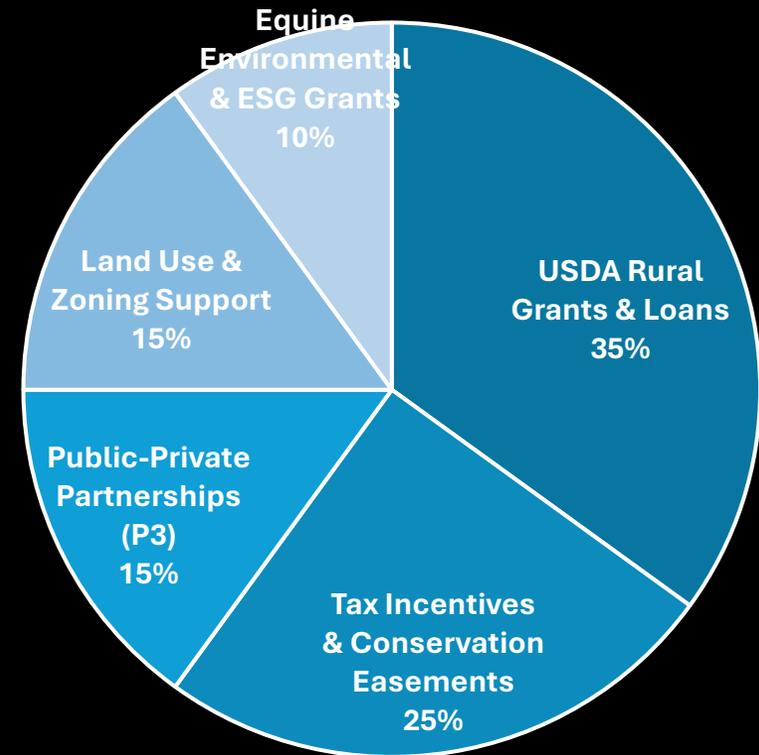
- Equestrian properties valued between \$1–10+M
- Wellington & Middleburg are global hubs
- Cross-sector linkages with luxury residential & tourism development, agricultural preservation, training facilities



Policy & Development

- Supported by USDA programs for rural enterprise & land preservation
- Tax incentives for agricultural use & conservation easements
- Opportunities for public-private partnerships in rural development

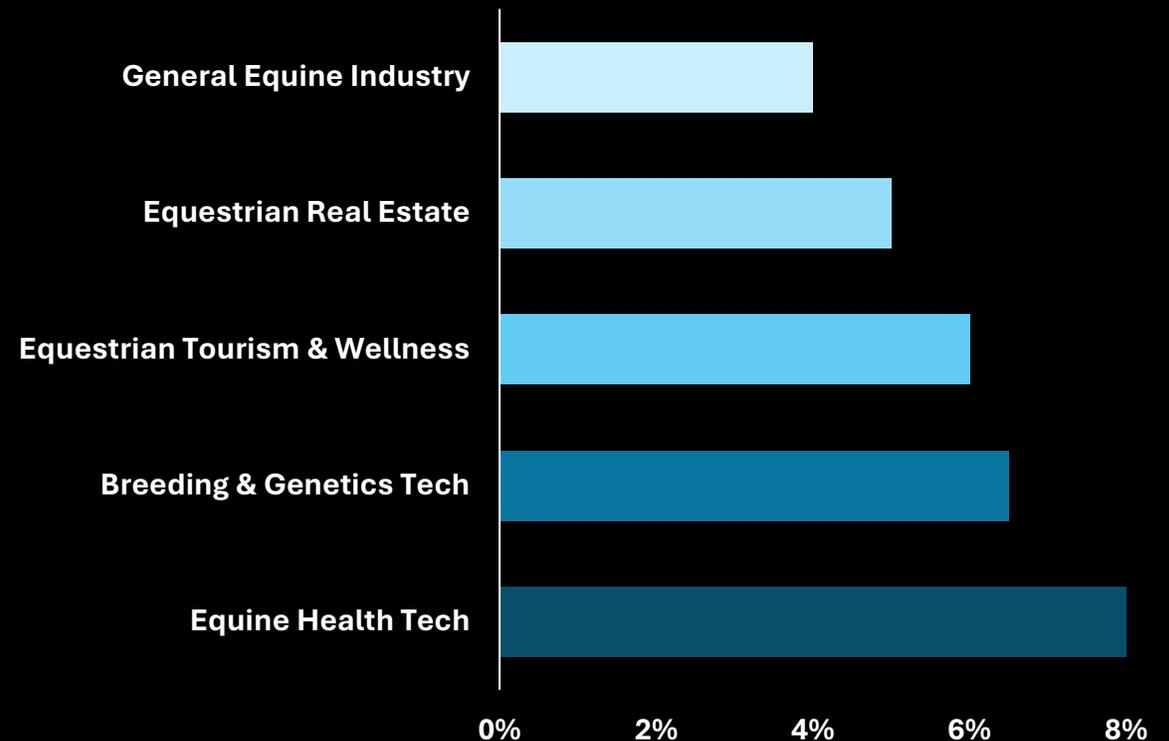
Federal Support Channels for Equestrian Land Development



Outlook (2025–2030)

- Projected CAGR of 3–5% industry-wide
- Strong performance in equestrian real estate, tourism, & wellness
- Continued modernization of equine health, breeding, & data analytics

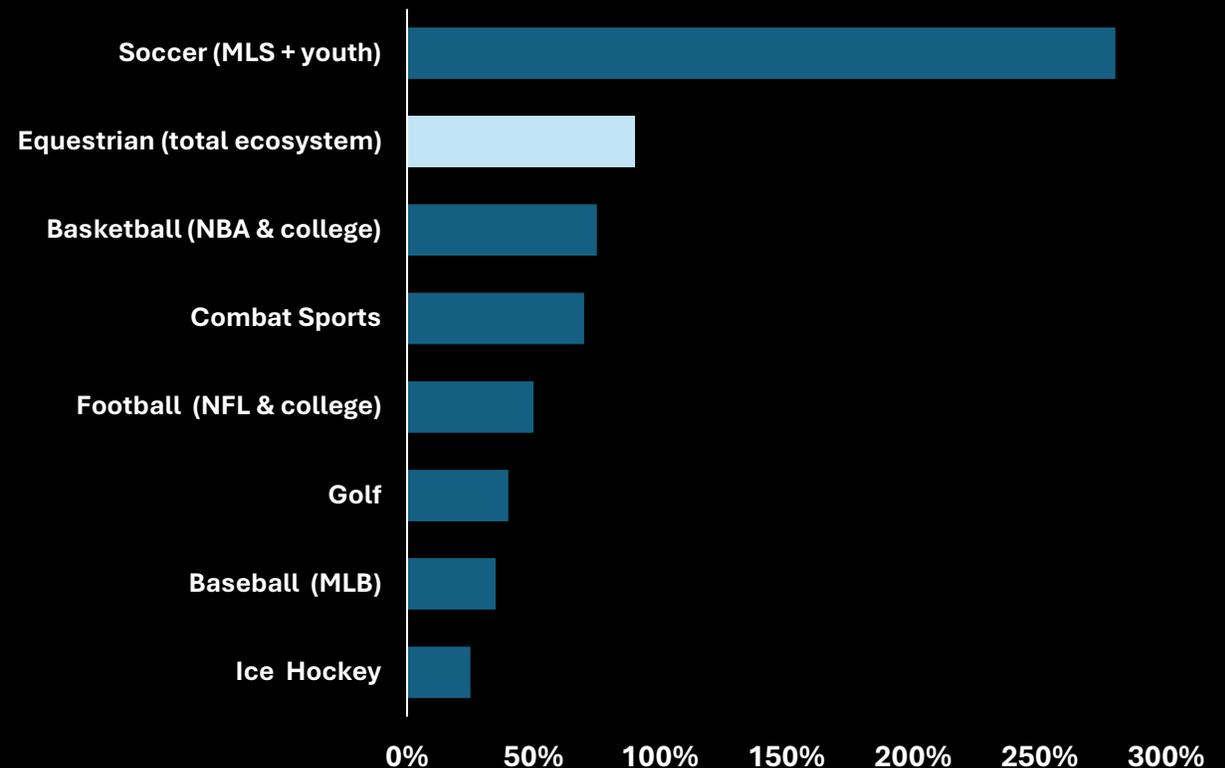
2025–2030 estimated CAGR across various sectors



Key Takeaways

- Major contributor to US economy & rural vitality
- Strong investment potential across real estate, sports, tourism
- Alignment with ESG, wellness, conservation trends
- Strategic opportunities for investors, developers, community planners

**US Sports Industry Growth by Segment
(2000-2024, % Change)**



Data Sources & Citations

- American Horse Council Foundation (AHCF) National Economic Impact Study
- U.S. Department of Agriculture (USDA) National Agricultural Statistics Service
- U.S. Equestrian Federation (USEF) Industry Reports
- Equine Land Conservation Resource (ELCR)
- Virginia Horse Industry Board Annual Report

THE MCLEAN SYNDICATE

Services

- Capital Raising
- Mergers & Acquisitions
- Project Finance
- Business Development
- Market Entry
- Risk Advisory

Our unique approach incorporates well established networks & technology-driven market research to efficiently raise capital for innovative firms & projects

Highly leveraged, ring-fenced financing for specialized investments helps to preserve corporate equity & optimize risk sharing

We support clients in developing new business, entering new markets & assessing risks

Sector Experience

- Real Estate
- Infrastructure
- Financial Services
- Agriculture
- Emerging & Frontier Markets
- Technology
- Healthcare



Leadership



Brien Desilets is an investment banker with more than 20 years of experience across several sectors & financing types, including public, project, corporate & venture capital. He has raised capital for everything from early stage startups to multi-billion-dollar infrastructure programs. Brien is an expert in infrastructure finance & Public-Private Partnerships (P3). He has advised real estate clients in nearly every asset class & has raised capital for innovative food & agriculture technology firms.

Previously, Brien was an investment banker with DelMorgan & Co. & Aeon Capital. He was Head of Infrastructure Advisory at Grant Thornton, LLP, & a Senior Managing Consultant with Public Financial Management, Inc. He grew his previous firm, Claret Consulting, into a leading international financial advisory shop before exiting to Grant Thornton. Brien has led multidisciplinary & multinational teams on advisory engagements in the US, Latin America, Europe, Middle East & Africa. He holds FINRA Series 7, 63 & 79 investment banking licenses. He is a member of the Cosmos Club in Washington, DC.

Contact

