



SANTA GERTRUDIS

USA

OCTOBER 2018 | VOLUME 21, NUMBER 10

**MEMBERSHIP
DIRECTORY**

Santa Gertrudis



The Preferred American
Beef Breed

MASTERPIECE 101

**2017 NATIONAL
CHAMPION**

MASTERPIECE 101

(Reg. #20141438)

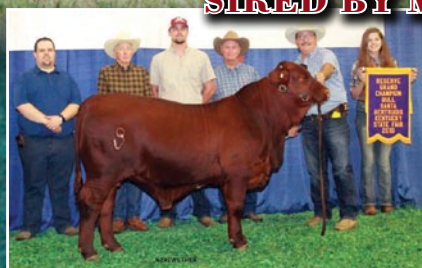
Masterpiece capped off one of the most dominant show careers in recent breed history. He had 13 consecutive Grand Championships and was named the 2017 National Champion Bull! We look for great things in his future. As one of the best balanced EPD bulls, now is your chance to use one of the most powerful bulls in the breed. His first calf crop looks *very impressive!*

Owned by Tinney Farms
and Circle A Farm.

BW	WW	YW	Milk	T MAT	REA	Marb	FAT	HCW	Sh F
+0.54	+3.53	+3.60	-2.47	-0.71	-0.01	-0.01	+0.00	+3.08	-0.02
H Prg	Brd Bk	SC	\$G	Carc Idx					
-0.04	-0.02	+0.10	+3.93	4					

Richmond

SIRED BY MASTERPIECE



QV REDEMPTION 60E1

Owned by Quail Valley Farms

Grand Champion Indiana State Fair

Res. Grand Champion Ohio & Kentucky State Fairs



SUMMER SAGE

Owned by Tinney Farms

Res. Grand Champion Female

2018 Indiana State Fair

SEMEN \$50/STRAW

for either bull,

10 straw minimum

MASTERPIECE— contact
Darren Richmond 423-364-9281
djrighmd@gmail.com

PISTOLERO — contact
Arlin Taylor (below) or
Richard Hood 979-224-6150
richard@amscattle.com

Pistolero

PISTOLERO 65/5

(Polled · Reg #20157885)

A Pistol son out of donor cow Harco 1247. Pistolero has some of the strongest numbers in the breed: WW 38.84, YW 67.09, HCW 48.23 and a Growth Index of \$62.50.

Co-owned with Quail Valley Farm.

BW	WW	YW	Milk	T MAT	REA	Marb	FAT	HCW	Sh F
+2.77	+38.84	+67.09	+4.72	+24.14	+0.70	-0.04	+0.04	+48.23	-0.02
H Prg	Brd Bk	SC	\$G	Carc Idx					
-0.01	+0.09	+1.10	+62.50	10					



Manager: Arlin Taylor

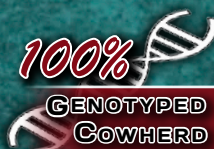
256-507-3838

arlin.taylor@bhamfast.com

tinneyfarms.com

Tinney Farms

5251 Co. Rd. 601 · Hanceville, AL 35077



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Wendt-Bred Bulls Put \$\$\$ in Your Pocket!



A good selection of bulls is available at the ranch.

Bulls that will improve your bottom line!

We invite you to stop by and check them out.

Semen packages available.

All bulls priced to sell!



Wendt Ranches

5475 FM 457, Bay City, TX 77414

email: wendtranches@hotmail.com

Gene Kubecka

979-240-5311

Daniel Kubecka

979-240-5312

SGBI Herd #621, established 1954

Mark your calendar!

NuGen Sale at Wendt Ranches

in conjunction with 2019 Santa

Gertrudis World Congress

Saturday, Oct. 19, 2019

SANTA GERTRUDIS USA

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SANTA GERTRUDIS BREEDERS INTERNATIONAL

P.O. Box 1257, Kingsville, Texas 78364
 Phone: (361) 592-9357
 Fax: (361) 592-8572
 info@santagertrudis.com
 www.santagertrudis.com

EXECUTIVE DIRECTOR

John E. Ford
 Email: jford@santagertrudis.com

REGISTRATION & MEMBER SERVICES SPECIALIST

Diana L. Ruiz
 Email: diana@santagertrudis.com

MEMBER SERVICES

Daniella V. McClary-Munoz
 Email: daniella@santagertrudis.com

MEMBER SERVICES REPRESENTATIVE

Darren Richmond
 (423) 364-9281 | djrichmd@gmail.com

MAGAZINE STAFF

PUBLISHER

Blueprint Media
 P.O. Box 427, Timnath, CO 80547
 Email: info@blueprintma.com

MANAGING EDITOR

Jessie Topp-Becker
 (701) 307-0772 | jbecker@blueprintma.com

EDITOR

Lisa Bard | lbard@blueprintma.com
 (970) 498-9306

AD SALES | CATALOGS

Darren Richmond
 (423) 364-9281 | djrichmd@gmail.com

CREATIVE DIRECTOR

Kathie Bedolli | kbedolli@blueprintma.com
 (540) 752-6143 | Fax: (540) 752-5856

MATERIALS COORDINATOR

Megan Sajbel

AD DESIGN

Holly Holland

ADMINISTRATION

Leslie McKibben

COPY EDITOR

Larisa Willrett



ON THE COVER

A Santa Gertrudis female at Red Doc Farm, Belen, N.M.
 Photo by Cate Doubet.

Providing Polled Power Genetics to the Santa Gertrudis Breed

Double C Farms

William W. Cameron, Jr. & Family

377 Double C Drive
Raeford, NC 28376
(910) 875-4963

redbull@embarqmail.com



RED DOC FARM

Dr. Roland & Elia Sanchez

703 S. Christopher Road (505) 864-7781 Office
Belen, NM 87002 (505) 864-2898 Residence

GRAY OAKS FARM

Dennis Jones, owner

905 Foxtrap Rd., Russellville, AL 35654

Home: (941) 735-9391

Austin Logan, Manager

(256) 335-8821



HERE IS THE REASON

Never Again 911-4

IS OUR SENIOR HERD SIRE

Never Again is an RDF Sancho's Never Before 1136 son. His dam is an WR Challenger L230 daughter. We made him our senior herd sire because he is the most consistent bull we have ever used. When weaned, his daughters averaged 623 lbs., and his sons averaged 726 lbs. His calves have excellent muscling while maintaining great conformation.

He is Top 5% in 8 traits including Top 1% YW, HCW, REA; Top 2% WW, Tend.; Top 3% SC; Top 4% H Preg.; and Top 5% BBK.



Paternal sister to Never Again 911-4, Maola 104-4 was the Grand Champion Star 5 Female at the 2016 NJSGHS in Tampa, Fla.



Weaned heifers sired by Never Again 911-4.

Creech Farms

ZEBULON, N.C.

919.427.4679

Polled Santa Gertrudis Association

Curtis Hudnall, President • (936) 334-4804

Larry Osborne, Secretary & Treasurer
(937) 604-4999

CREECH FARMS

12483 NC 39 • Zebulon, NC 27597

Tony (919) 427-4679

Brandon (919) 761-3894

Email: ccreech6@gmail.com

Herd No. 16769 • Herd No. 37879



Flying C Ranch

Lester & Ouida Cossey

2639 Gum Springs Rd., Searcy, AR 72143

(501) 207-2272





Ramblings from the Open Range

EXECUTIVE DIRECTOR'S REPORT

By John Ford

(361) 592-9357 | jford@santagertrudis.com

Other than bacon, I have little or no interest in pigs. However, I have recently become a student of the purebred swine business, examining the industries' history and analyzing similarities between the swine seedstock sector and the beef industry. In the late 1970s through the 1980s and into the 1990s, commercial swine producers began utilizing specific crossbreeding programs and adopting more sophisticated selection tools. The adoption of new decision-making tools placed greater pressure on seedstock operators, pushing them to provide their commercial customers with more performance-validating information. In turn, breed associations were asked to develop and offer additional selection aids.

The result of those changing dynamics was the consolidation of four swine breed associations representing 87 percent of the total purebred hog population in the United States into one registry system – the National Swine Registry.

Does the swine industry scenario sound familiar? Sure, it does. Commercial cow-calf producers are utilizing hybrids and composite breeds, and they are adopting more sophisticated selection tools and placing greater pressure on seedstock providers to validate animal performance. Today's purebred producer is expected to offer the tools necessary to minimize production risk and maximize profit.

Without a doubt, there are parallels between the purebred swine industry of 30 years ago and today's purebred beef sector. Is consolidation around the corner for beef breed associations? I think we will all agree that change is on the horizon for purebred associations. Breed associations are already collaborating. I see that continuing.

However, in my opinion, consolidation into one full-service National Beef Registry remains highly unlikely. In fact, I am confident the need for beef breed associations is greater now than

ever before. Why? The answer is very simple: DATA, massive amounts of performance-validating data.

Just a few decades ago, it was hard to find, sort and disseminate information. Today, the ability to store information in the cloud rather than in office drawers has made enormous amounts of information easily accessible, and computer technology allows thousands of records and pieces of information to be sorted, indexed and digested in a manner of minutes.

Data is power in today's beef industry, and as the collectors, managers, keepers and disseminators of data, breed associations find themselves in an enviable position. Access to thousands and thousands of pedigrees, phe-

notypes and genetic information gives breed associations a powerful voice in a beef industry that has become dependent on the information needed to make sound, profitable, production and management decisions.

While an association's database serves as the foundation for long-term breed viability, it is the proper utilization of the data that has the greatest impact on breed growth. Moving forward, SGBI must constantly work on projects that merge data into easily understood formats that effectively disseminates the information to all industry members. SGBI must be tireless in developing valid, data-backed selection tools that will allow commercial producers to pinpoint the genetics that best fit their environment and match their marketing practices.

We must also challenge ourselves to build our STAR 5 dataset. The growing demand for Santa Gertrudis-influenced females and a rising interest in Santa Gertrudis F1 bulls represent a tremendous opportunity for SGBI members and the association. Recording and submitting phenotypes on STAR 5 animals reinforce the association's position in the industry, while strengthening our dataset.

CONTINUED ON PAGE 10 »

SGBI

Need to Know

Neogen Acquires Livestock Genetic Services

Neogen Corporation (GeneSeek's parent company) recently announced the acquisition of Livestock Genetic Services (LGS), SGBI's longtime service provider. This acquisition will enhance Neogen's in-house genetic evaluation capabilities and complement the company's global network of animal genomics laboratories.

"Adding Livestock Genetic Services and its owner John Genho will help Neogen accelerate the adoption of genomics worldwide by helping customers easily and quickly utilize genomic information in their commercial operations," said Dr. Stewart Bauck, Neogen's vice president of agrigenomics.

"After years of collaboration with Neogen, I am very pleased to be part of the much larger, very capable team of genomic professionals," Genho said. "Our business has grown to the point that becoming part of a world-leading provider of animal genomic services will provide my customers with the best possible services and support."

SGBI began its relationship with LGS in 2011. "As LGS' first breed association client, SGBI's relationship with John Genho and his team has been special and groundbreaking on a number of fronts, including the manner in which beef genetic evaluations are conducted on a national level," said SGBI Executive Director John Ford. "It is gratifying to see that industry members recognize the value of John Genho's services to breed associations and cow-calf operations in the area of genetic evaluation."

Ford suspects any operational changes for SGBI to be minimal and thinks it is unlikely that SGBI members will be impacted by procedural modifications. 🐄

SANTA GERTRUDIS DISTRICT VI BREEDERS



THE LEGEND'S LEGACY

OLD SCHOOL 518/14

**SEMEN
AVAILABLE!**

*\$30 per straw with
10 straw minimum.*



C BAR C IRON CLAD

An ET son of Old School and out of Harding 30/4. Iron Clad was Grand Champion Bull at San Antonio. He will be on the show road again this year, and we are very excited for the future of this young bull.



C BAR C ADAIR

A flush mate to Iron Clad. She is owned by Dylan Leddy, and has been doing a great job for him as well. Dylan placed 13th out of over 30 head at Junior Nationals with Adair!



DONATED HEIFER

We want to congratulate Taylor Terry on winning our donated heifer at the 2018 Junior Nationals.

C BAR C RANCH



De Soto, MO 63020
Alan Clark
Bud & Kelly Clark
(314) 607-1076
bud@cbarcranch.net

WWW.CBARCRANCH.NET

Missouri Meadows

Aaron, Amy, Jack & Isaac Schroeder
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Hughesville, MO 65334
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(859) 991-2438
peppydoc1@aol.com



Parker Farms



parkerfarms@scrtc.com

Charles, Deanna, Chip, June & Carsen Parker
5552 Jackson Hwy. • Cave City, KY 42127
(270) 678-5302 • (270) 670-6776

RUSTIC RAIL RANCH

PAUL & DEBBIE GAUTZ

9865 Blarney Lane • Carthage, MO 64836
dgautz53@yahoo.com
417-437-2452 • 417-438-8712



Herd #4434

Shampain Ranch

Santa Gertrudis Cattle
Del & Ginny Thomas
Pleasant Hill, IL 62366
(217) 734-2283
ginny2@irtc.net

PRESIDENT'S LETTER

By Jerome Urbanosky

(281) 797-5715 | jerome@ameritechsi.com



I have been involved in business management my entire career; either in the livestock and pet food industry, or in the employment industry.

There are a few things that remain true regardless of where you live or what type of business you are involved in: 1) a company is only as good as the people who work there; and 2) an organization is only as strong as its membership. The second point is what I want to discuss in this month's column.

Before I was fortunate enough to become SGBI president, I served as the vice president of membership. As an SGBI member, what do you want to contribute with your time and talent to strengthen our organization? Well, you may prefer to be active in your local SGBI affiliate, each of which is each essential to our association's success.

For many years before I ever considered running for the SGBI Board of Directors, I was extremely involved within the Mid-Coast Santa Gertrudis Association. Serving as president, vice president and in other Board positions for a local affiliate can get you involved in sales, shows, field days and many other events and opportunities.

The time and effort you invest in being an active member pays big dividends. Please consider becoming a more active member. The SGBI website features information on the SGBI Mentoring Program and includes tips that are designed to help you mentor your customers and build long-term relationships. These tips are designed to grow and secure our membership.

I will leave you with these challenges regarding your involvement in membership. If not now – when? And if not you – who? 🐾

SANTA GERTRUDIS

Juniors

By Shelby Ferguson, Secretary



My name is Shelby Ferguson and I am a junior at Texas A&M University. Currently, I represent the National Junior Santa Gertrudis Association (NJSJA) as secretary and District 1 representative. I also represent the Mid-Coast Santa Gertrudis Association as their president. As I am approaching my last two years of showing at the National Junior Santa Gertrudis Show (NJSJS), I have to think about what it is that brought me into the Santa Gertrudis breed.

Word-of-mouth is one of the strongest advertising and informative techniques used. Without it, many of my Santa Gertrudis friends and I would not be a part of the association. Because of this, it is crucial that we are constantly discussing our breed and what it has to offer. When we attend livestock shows, 4-H or FFA events or even non-agricultural related activities, it is important to engage with those around us and tell them about Santa Gertrudis cattle. If everyone were to start encouraging others to learn more about Santa Gertrudis or to become involved in our association, we could dramatically increase our membership and the size of our breed.

The NJSJA has numerous exciting activities to take part in such as the NJSJS, Gerts Ongoing Advanced Leadership Summit (GOALS), interactive meetings and much more. Informing your friends who do not already raise Santa Gertrudis cattle about these events could encourage them to become involved in our breed and take part in what this association has to offer. After all, juniors are the future of our association! 🐾

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SGBI BOARD OF DIRECTORS BY REGION

WESTERN REGION

Tylor Braden (Texas)
King Ranch
(361) 219-0434 | TBraden@king-ranch.com
Kathryn Hefte (Texas)
Hefte Ranch
(210) 414-2493 | hefteranch@gmail.com
Gene Kubecka (Texas)
Wendt Ranches
(979) 240-5311 | wendtranches@hotmail.com
Betty McCormick (Texas)
Woman Hollerin Ranch
(281) 375-6861 | bettysue1959@gmail.com
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(303) 888-5297 | Rmvl565@gmail.com
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Urbanosky Ranch
(281) 797-5715 | jerome@ameritechsi.com
Nancy Wunderlich (Texas)
Wunderlich Farms
(979) 277-2838 | n.wunderlich@hotmail.com

EASTERN REGION

David Alderson (Tenn.)
Circle A Farm
931-682-2527 | elaine@mtbj.net
Bud Clark (Mo.)
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(314) 607-1076 | bud@cbarcranch.net
Ryan Cowart (Miss.)
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(601) 384-6719 | rcowart@cottonbranch.com
Deanna Parker (Ky.)
Parker Farms
(270) 670-6285 | parkerfarms@scrtc.com
Robert Silva (Okla.)
(918) 470-5371 | rdsilva06@sbcglobal.net

AT-LARGE DIRECTORS

District 1 – Alicia Sanchez (N.M.)
Red Doc Farm
(505) 463-1993 | alicia@justiceins.com
District 2 – Debbie Townsend (Texas)
Townsend Cattle Company
(979) 541-4989 | townsendcattle81@gmail.com
District 3 – Jamie Daniel (Ark.)
777 Farms
(870) 904-3070 | jd@gregbennett.com
District 4 – Arlin Taylor (Ala.)
Tinney Farms
(256) 507-3838 | arlin.taylor@bmamfast.com
District 5 – Tony Creech (N.C.)
Creech Farms
(919) 427-4679 | creechfarms6@gmail.com
District 6 – Todd Osborne (Mo.)
Osborne Livestock Co.
(859) 991-2438 | peppydoc1@aol.com

SANTA GERTRUDIS SMALL BREEDERS GROUP



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Ben, Leah & Carley Morgan
205 Madison St. • Portia, Ark.
(870) 759-1948 or (870) 759-1947
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Denmon Cattle Co.

Caleb Denmon
Buna, Texas 77612
(409) 594-2203
calebdenmon15@gmail.com
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Registered Santa Gertrudis, Star 5 and
American Show Steers

Paul, Molly, Hannah & Kyle Burrough
Weatherford, Texas

817-994-6596 • paulburrough@prodigy.net

Painted Ass Ranch LLC

Robert Rhodes & Kay (Kady) Burkman

560 Pioneer Rd, Seguin, Texas

(210) 445-9536

kadytexas@yahoo.com

www.paintedassranch.com



PAYNE RANCH

Ben & Sherry Payne
951 Mulberry Lane
Dayton, TX 77535
(936) 258-5868 | spayne35@att.net



RED DAWN FARMS

Reddawnfarmsal@gmail.com

Kenneth J. & Dawn Caldbeck

Gallant, Alabama

Kenneth (205) 482-4633

Dawn (205) 529-3966



Bull Prospects For Sale



PA RUGER 1/8

FC Pistol 28/0 x SJ Lady Augusta 117

Reg. No. 20180063



PA CHUNKY MONKEY

Harco 1323 x BF Cherry Garcia 423

Reg. No. 20180063



Painted Ass Ranch LLC

Seguin, Texas • (210) 445-9536

ROCKIN' KV RANCH

Kevin & Venus Felkins

New Caney, Texas 77357

(832) 443-6349

(832) 567-8391

Rocking.KV.Ranch@gmail.com



Rockin 3T Ranch



Heifers for
Sale

Scott Threet (972) 489-6887

Colby Threet (214) 949-7084

Home of Cinderella & Prince Charmin

801 Lakeway

Ennis, TX 75119

TRIPLE P RANCH

Mike, Kim or Tate Peppercorn

11090 FM 356 • Trinity, Texas 75862

(713) 703-8937 • (281) 825-8459

(936) 222-1164

kim.peppercorn@yahoo.com



Jake and Haley Streck

(580) 542-5253

P.O. Box 246

Pond Creek, Okla. 73766

jstreck1315@gmail.com



VZ Cattle

Scott & Tracy Van Zile
New Boston, Texas 75570

(903) 277-3601 or

(903) 908-0606

vzcattle@gmail.com



WILLIAMS FARM

Kenny & Jackie Williams

Kentwood, LA 70444

(985) 229-0012 • (225) 276-6970 cell

williamskh1953@gmail.com

Herd 38981



REGISTRATIONS, STAR 5 RECORDINGS AND TRANSFERS BY DISTRICT

AUGUST 2018

ACTIVE MEMBERS

District	Purebred Reg.	STAR 5 Reg.	Performance Only	Purebred & STAR 5 Trans.
1	61	11	1	4
2	554	57	117	132
3	30	1	4	20
4	68	23	4	23
5	38	38	57	7
6	38	8	2	4

JUNIOR MEMBERS

District	Purebred Reg.	STAR 5 Reg.	Performance Only	Purebred & STAR 5 Trans.
1	49	8	0	24
2	10	1	0	5
3	11	6	0	6
4	3	0	0	2
5	0	1	0	0

FOR SGBI REGISTRATIONS CONTACT: Diana Ruiz

P. O. Box 1257, Kingsville, Texas 78364 | diana@santagertrudis.com

Phone: (361) 592-9357 • Fax: (361) 592-8572

SANTA GERTRUDIS WELCOMES

New Members

Junior Members

Noland Heard, Centralia, Ill.
Hannah Wright, Robstown, Texas
Reagan Powers, Mansfield, Texas
Meghan Hein, Sealy, Texas
Kathryn Hudman, Mineola, Texas
Adam Pender, Terry, Miss.
Kyleigh Lock, Mount Enterprise, Texas
Kash David Doiron,
Denham Springs, La.
Jameson Welch Curtis,
Denham Springs, La.
Isabel Hubert, Riviera, Texas
Hayden Pulliam, Gilmer, Texas

Active Members

Heard Farms, Lyndon Heard,
Centralia, Ill.
Three Fans Farm, James Beckman,
Westport, Ky.
Dick Dynasty, Mike and Neva Dick,
Hearne, Texas
Hollow Point Ranch, Joe and Nycki
Smallwood, Hearne, Texas

SANTA GERTRUDIS

Calendar

OCTOBER

- 5-6** 30th Annual Alabama Connection Sale,
Tinney Farms, Hanceville, Ala.
12-13 State Fair of Texas, Dallas, Texas
13 The Great Santa Gertrudis Sale at the State Fair
of Texas, Dallas, Texas
16-18 2018 Sunbelt Farm Expo, Moultrie, Ga.
20 Strait-Hefte Tried & True Production Sale,
Carrizo Springs, Texas
20 Debter Hereford Farm Annual Production
Bull Sale, Horton, Ala.

NOVEMBER

- 3** Mountain Laurel Classic Sale, Calhoun, Ga.
9 15th Annual Briggs Ranches Bull and Commercial
Female Sale, Bloomington, Texas
10 40th Annual Tri-Star Sale, Bloomington, Texas
17-18 2018 Hot Gert Junior and Open Show,
Robstown, Texas
17 South Texas Heritage Sale, Robstown, Texas

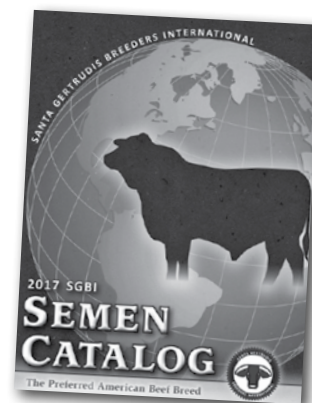
2019 Semen Catalog Coming Soon

Reserve your space by Nov. 21!

The bi-annual SGBI Semen Catalog will be included in the January 2019 issue of *Santa Gertrudis USA*. Don't miss your chance to be included! The semen catalog is an incredible marketing tool and will once again be produced in English and Spanish. It will also have expanded distribution at Santa Gertrudis events, internationally and by request for the next two years. Don't miss your chance at this unique opportunity.

For more information and to reserve your space in this catalog, contact Darren Richmond at (423) 364-9281 or djrichmd@gmail.com. 📧

Space reservation deadline is Nov. 21.



EXECUTIVE DIRECTOR'S REPORT CONTINUED FROM PAGE 6

Doing so also provides the information needed to foster relationships with members of the commercial sector. If we are to capture a larger share of the commercial market, SGBI must show the positive impact that our breed's genetic package has on the commercial cattleman's bottom-line.

It is important to recognize that SGBI's comprehensive database, built on thousands and thousands of records, is key to our breed's growth and position in a data-driven industry. 📊

Breeding for *Balance*

Strait Ranches would like to invite you to the Strait-Hefte Tried & True Production Sale

OCTOBER 20, 2018

11:00 A.M. @ STRAIT RANCHES
2310 COUNTY ROAD 101
CARRIZO SPRINGS, TEXAS 78834



✧ **FEATURED CONSIGNMENTS** ✧

SR 18/18

Reg. No: 20180846
DOB: 2.6.18
SIRE: SR Genesis 75/3
DAM: SR Holly T19 ET

BW: -1.82 TOP 3% | WW: 8.81 TOP 10%
YW: 25.67 TOP 1% | MILK: 2.79 TOP 20%
HCW: 13.18 TOP 4% | MARB: 0.04 TOP 10%
REA: 0.34 TOP 1% | TEND: -0.02 TOP 10%
SC: 0.49 TOP 5%



SR 42/7

Reg. No: 20171027
DOB: 3.9.17
SIRE: LJV Mason 0/72
DAM: SR 8/4

BW: -0.85 TOP 20% | WW: 4.86 TOP 20%
YW: 8.69 TOP 15% | MILK: -3.20 TOP 90%
HCW: 4.84 TOP 20% | MARB: 0.01 TOP 25%
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The **FUTURE** of Gerts Was Made in the **PAST**

By Hannah Johlman, Freelance Writer

Since 1866, Lackey Ranch, located in the rolling hills of South Texas, has grown and expanded by purchasing surrounding land and making sound business decisions. One such decision was made in 1950 when Vachel Lackey became one of 12 breeders to form the Pioneer Santa Gertrudis Breeders organization. Their first annual sale was held in San Antonio in 1951 and, in 1952, Lackey, along with the other pioneer ranches purchased El Torazo for \$40,000.

A 1954 advertisement for the Pioneer Santa Gertrudis Breeders stated: “Our investment in El Torazo is evidence of our determination to make Pioneer Santa Gertrudis Breeders the outstanding group in the field. Santa Gertrudis breeders own more land, more cattle, more fine animals than any others except the King Ranch. Visit our ranches. See the ‘get’ of El Torazo.”

Today, Lackey Ranch continues with genetics from El Torazo and consists of more than 6,200 acres throughout Dewitt, Karnes, Bee and Goliad counties and is home to 400 commercial Santa Gertrudis cows, 155 registered Santa Gertrudis cows, 200 Santa Gertrudis-cross cattle and around 200 registered Brangus cows, none of which would have been possible without the leadership of Page Saunders.

“Page [Saunders] was a Lackey granddaughter and the first family member to actually live on the ranch,

except for the people who started the ranch in 1866,” says Ricky Curry, Lackey Ranch manager. “Over the years, Page grew up with Vachel on the ranch, and she just got a love for the Santa Gertrudis cattle. Those were the only cows she ever really wanted on the ranch, so that’s what she raised.”

When Saunders moved to the ranch from Colorado in 1978, her living situation consisted of an outdoor kitchen and a concrete bathtub, but she was dedicated to the job ahead of her and the breed of cattle that she believed in. Saunders forged ahead with help from her daughter, Briana, who began showing cattle in San Antonio and Houston, and friend and fellow Santa Gertrudis breeder, Ben Alexander. In 2015, Saunders’ daughter and son-in-law, Larry Franke, became the sixth generation of



ABOVE: Lackey Ranch purchases their bulls from many Santa Gertrudis breeders. This bull came from the Corraza Pitchford Ranch in April 2017.

BELOW: Page Saunders continued to work alongside her ranch hands, helping sort cattle and making ranch decisions until her health prevented her from doing so in 2015.

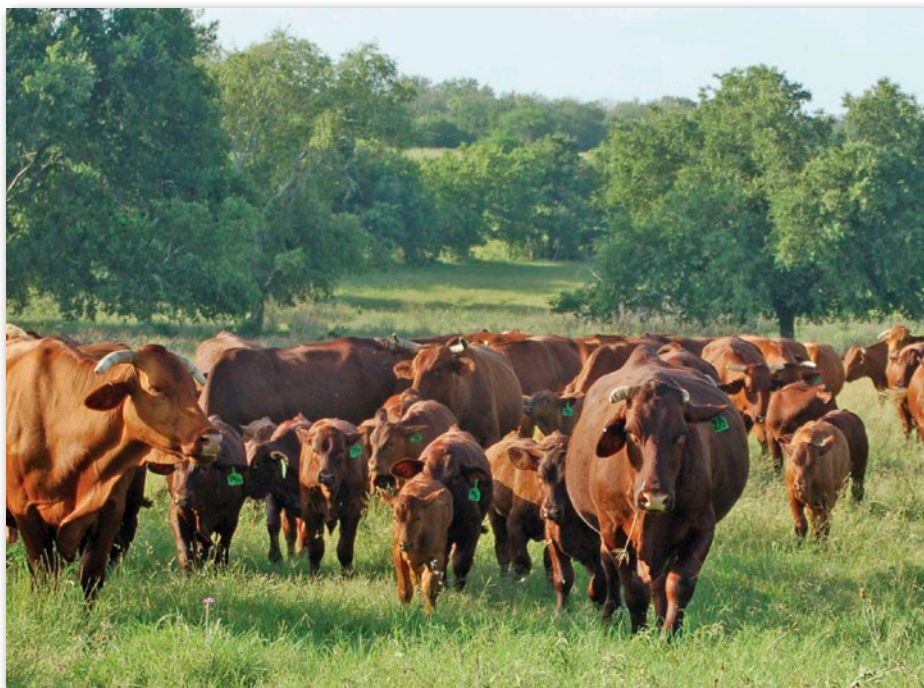
Lackey ranchers. They continue to be heavily involved in the Santa Gertrudis breed.

“Membership in SGBI is a two-way street,” Franke says. “Good data is the new mainstay for any breed, and breeders must collect accurate data just as

CONTINUED ON PAGE 45 ►



Always working toward a better cow herd, fertility is the No. 1 goal for Lackey Ranch, with heavy weaning weights and phenotype being close seconds.



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Family Values, Progressive Genetics

The Cotton Branch Plantation, an eighth-generation cattle ranch nestled among peaceful cottonwood meadows, is located in the deep south of Mississippi. Their cattle are some of the most progressive Santa Gertrudis in the country.

Ryan Cowart, Cotton Branch Plantation day-to-day manager, also serves as one of the five East Region directors on the Santa Gertrudis Breeders International (SGBI) Board of Directors.

“My future goals for SGBI is to keep improving the cattle and attracting more commercial bull buyers,” Cowart says.

The Cotton Branch Plantation adopted the Santa Gertrudis breed after a great aunt purchased a small herd in the 1950s. “As I got older and our business was growing, I decided to bring cattle into the operation. It was only natural I went to our family to purchase some,” says Ed Herring, Cowart’s grandfather and the plantation’s manager at-large.

“As a young man, I always bought land when I could,” Herring says. “The land we run our cattle and horses on today was all pieced together from those early opportunities.

“For us, this is a family business and a way of life. My son-in-law and grandsons all live on the place,” Herring adds. “The land is constantly being cleared to bring more family and cattle into the mix.”

Operation Management

For commercial cattlemen, the answer is simple: versatility. The versatility of the Santa Gertrudis breed ensures it is a compatible and profitable cross with a wide variety of breeds.

“Our main goal is to get a healthy calf on the ground and get it going so we can develop it for our annual sale,” Herring says. “That’s one thing we know – to just try to take the cows we have and constantly try to improve future herds to come.”

The breed’s efficiency as feeders and outstanding carcass traits highlight the fact that Santa Gertrudis cattle are competitive and profitable in every sector of the industry.

The Cotton Branch Plantation genetics can be traced to Grizzly, a bull raised in the 1990s.

“We like to tighten up our genetics so we can get a really good predictability on what kind of calves we’re going to get,” Herring explains. “Our goal is to simply raise the best cow possible.”

Herring and Cowart have focused on marketing their bulls to interested commercial producers. “We’ve sold more bulls to commercial buyers than ever before,” Herring says.

Currently, 40 cows and 70 replacement heifers graze Cotton Branch land.

“We do keep one or two outcross bulls,” Herring explains. “We’re always looking for that next great bull to add a little ‘extra’ to our cowherd.”

When making the best possible decisions for the operation, both Cowart and Herring utilize the knowledge of expected progeny differences (EPDs).

“We use EPDs because it’s a tool we depend on,” Herring says. “We scan everything we have and that gives us a truer picture, but it does tie into the EPDs.”

“We definitely have a phenotype we like – they have to be deep, wide, with good and level hips, and heavy bone structure,” Cowart says.

At the end of the day, Cotton Branch Plantation wants to ensure their customers are well taken care of.

“Customer satisfaction is first and foremost,” Herring says. “We want the customer to be happy with their purchase, and we want them to know what the cattle are capable of. If they get a good calf out of our genetics, we know we can expect subsequent business.”

The Cotton Branch operation is constantly setting goals for their livestock and management procedures. Goals are necessary to keep the business on track to maximize production efforts.

While some producers tend to shy away from Santa Gertrudis due to their past phenotype, the Cotton Branch Plantation is starting to experience new interest in the breed because they’ve been able to prove their performance.



Horseback is the only way to work at Cotton Branch Plantation. Left to right, are, Sam, Ben, Graham, Ryan and Shelly Cowart.

CONTINUED ON PAGE 16 »

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COTTON BRANCH PLANTATION CONTINUED FROM PAGE 14

"Some have this negative picture of what a Santa Gertrudis bull used to look like and perform, but the cattle aren't like that anymore," Cowart says. "People are starting to see these bulls work really well."

Fifteen years ago, the Cotton Branch Plantation made a turn for the better in producing quality Santa Gertrudis cattle.

"The commercial bull buyers now come in and look at the bulls, and they say, 'I didn't know these cattle have gotten this good,'" Herring says. "At one point, the animals were too big and soft sided, [and] lacked muscle. Now, just look at the volume, depth of body and amount of meat each one carries."

For the Cotton Branch Plantation's future plans, they aim to cap the herd at around 250-300 cows.

SGBI Membership

One of the areas Cowart and Herring hope to assist SGBI with is increasing the association's membership.

"What's so exciting about having this outside demand of commercial producers is they might consider making half of their herd Santa Gertrudis, thus increasing the membership retention for SGBI," Herring says.

"The more members you have, the more it keeps the breed strong and growing for the future," Cowart says.

Since being elected to the SGBI Board, Cowart has been able to watch the association grow over time.

"The association is doing well. Membership is up compared to this time last year," Cowart says. "It's been going in that direction and we want to keep it going."

SGBI's vision is to provide superior member service, actively seek and use partnerships to leverage success,



and maintain a focus on profitability for members and their customers.

"I think SGBI is really a leader in the cattle industry, and several benefits we'll get from that is through all of the ultrasound and DNA data the association is receiving," Herring says. "Data drives everything."

SGBI's dependable DNA-verified genetic evaluation allows cattlemen to make sound selection decisions, pinpointing animals that will perform regardless of environmental conditions. Santa Gertrudis offer heterosis for reproductive efficiency, longevity and forage adaptability.

"The ability to look at genetics and the performance of the genetics is going to improve the quality of the animal more and more as time goes on," Herring says. "That's necessary to remain a viable breed."

Planning for the Future

"We will start having an annual Cotton Branch Plantation sale within the next one to three years, once we get our

CONTINUED ON PAGE 20

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SGBI Membership Application



Santa Gertrudis Breeders International (SGBI) was organized in 1951 for the following purposes:

- To continue the **improvement** of Santa Gertrudis cattle throughout the world
- To work for the **standardization** of the breed by the maintenance of the "Standard of Excellence"
- To **protect** the breed from misrepresentation
- To establish a practical **registry**
- To disseminate **information** and to **market, merchandise** and **promote** the breed

MEMBERSHIP IN SGBI IS OPEN TO ANYONE WHO IS INTERESTED IN SANTA GERTRUDIS CATTLE AND IN THE PURPOSES OF THE ASSOCIATION.

Membership Privileges

Membership in SGBI allows the breeder to record and register purebred offspring. All members receive an annual subscription to *Santa Gertrudis USA*, the official publication of SGBI.

Services to individuals, corporations, partnerships and firms that are not members of SGBI are limited to the transfer and classification of previously registered Santa Gertrudis at substantially higher rates.

Assigned herd numbers with SGBI are nontransferable, except with the approval of the Board of Directors. The membership and herd number held by a member of a family who dies or retires from the purebred Santa Gertrudis business may be transferred to another member of the same family.

Types of Membership

An **ACTIVE** member is an individual, partnership, corporation or firm that, once approved for membership, is entitled to one vote at meetings of the general membership and may obtain all services of SGBI at the member rates.

A **JUNIOR** member is a young man or woman, under the age of 21 years, who may obtain all services of SGBI at the same rates as the Active members, but is not entitled to vote at general membership meetings.

A **COMMERCIAL** member receives the official publication of SGBI and all communications that the SGBI office provides. They are entitled to record STAR 5 animals and are encouraged to participate in SGBI STAR 5 marketing events.

An **ASSOCIATE** membership is open to any individual, group or company desiring to support the mission of SGBI.

Procedures for Joining

This application form should be fully completed and returned to SGBI with a check in the amount of the membership fee. The new member will receive a membership packet showing the herd number assigned by SGBI. The new member is then entitled to all of the privileges offered by SGBI for that level of membership. The fiscal year of SGBI is April 1 through March 31. Membership is renewable at the beginning of each fiscal year.

Type of Membership *Select one option below*

☐ **Active Member**
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☐ **Junior Member**
Annual dues: \$125.00

☐ **Commercial Member**
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In addition to annual dues, inventory fees apply. See SGBI website for entire fee schedule.

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Applicant Signature _____ **Applicant Signature** _____

(I, We) agree to be governed by the rules and regulations and Constitution and Bylaws of SGBI as amended.

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Member Name and Herd No.

Birth Date _____

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What Is the Value of Membership?

By John Ford, Executive Director, Santa Gertrudis Breeders International

AH, THE BENEFITS OF MEMBERSHIP. If you have a particular credit card, the benefit is additional airline miles, or so we are told on the television commercials. The benefit of membership in a certain farm organization is a price reduction when purchasing a new pickup. Certainly, these types of perks are alluring and provide some value to an organization's membership. However, the benefits of membership in an organization should have greater value than a discount on a purchase of merchandise or a free night in a chain motel. The benefit of membership in an organization has more to do with **"THE BIG PICTURE"** than short-term personal gain.

Since its inception in 1951, the focus of Santa Gertrudis Breeders International has been breed improvement, establishment and maintenance of a registry system, and the dissemination of information for the purpose of marketing and promotion. Over the years, the fundamental role of SGBI has not changed; however, in a constantly evolving world, especially in a beef industry that is rapidly changing and highly competitive, SGBI, like the vast majority of breed associations, has departed from the traditional ways of conducting business and become more focused on roles that relate to the economic success of membership and their cattle-buying customers.

Industry experts agree that long-term beef breed association sustainability depends on three items: 1) storing and managing the breed's data and records, 2) maintaining a cutting-edge genetic evaluation, so members and their customers can make improved breeding decisions, and 3) distributing genetic and breed-specific information to members in an efficient and timely fashion. During the last 5-year period, SGBI has made great strides with the development of a cutting-edge genetic evaluation that validates the breed's ability to perform profitably in all sectors of the beef industry. The tools are in place for cattle-buying customers to identify the genetics that best fit their operations, and the Santa Gertrudis breed has a growing industry presence. These advances would not have been possible without board leadership, committee involvement and member input. However,



association members and leaders, working as a team, must continue to look forward, embrace positive change and initiate programs that allow membership to capture a greater share of the commercial cattle market.

In big-picture terms, what are the benefits of being a member of Santa Gertrudis Breeders International? A benefit of membership is the knowledge that is available to members through a number of learning opportunities, including the monthly columns with a production focus that appear in *Santa Gertrudis USA*. There is no doubt that increased knowledge assists members in remaining current in a rapidly changing industry. Another benefit of membership is access to the technology needed in order to remain competitive in an increasingly competitive industry. Whether the technology is genetic, web-based or another type, it is designed to improve the breed and strengthen marketing opportunities. A third benefit of membership is the positive message the association provides to key industry players. Contacts with industry movers and shakers, as well as university and research personnel have a long-term impact on the breed's standing in the industry. A positive comment by influential industry leaders can skyrocket a breed to the forefront, while a negative comment can push a breed out of the industry picture.

A benefit of membership is access to cutting-edge research that is designed to increase demand for Santa Gertrudis genetics by adding value in the commercial sector. Prime examples of this type of activity include the current heterosis research project being conducted by Utah State University and supported by SGBI and the ongoing work with GeneSeek to develop cutting-edge, breed-specific genetic tools. The greatest benefit of membership is the ability to multiply the effort of one by the efforts of hundreds in order to accomplish a common goal.

SGBI does not offer a free stay in a popular motel or frequent flyer miles for renewing membership on an annual basis. What SGBI does offer members are the tools needed to be profitable and sustainable in a rapidly changing industry. Membership does have its privileges. 🐾

COTTON BRANCH PLANTATION

CONTINUED FROM PAGE 16

numbers up enough to support the sale with good livestock," Herring says.

"Since I was recently elected to the SGBI Board of Directors, that was a major stepping stone for me in this industry," Cowart says.

Of course, there are many people Cowart and Herring rely on to ensure the operation runs smoothly.

"Bill Lundberg, our consultant, has been a real guideline as far as managing the herd and producing the best calf possible," Herring says.

"My wife, Haleigh, puts up with a lot of long hours and also manages our digital marketing," Cowart says. "Without her, things would be extremely difficult."

"At the end of the day, we appreciate the quality of our land, the goals we are driving for and good management," Herring says. "That makes it unique to us."

To Cowart and Herring, it's much more than just working to grow Cotton Branch Plantation's cattle operation.

"What the Cotton Branch means to me is it's a way of life for my family," Herring says. "I've got great kids, grandkids, good hunting and fishing, and good animals in a rural community. The kids all get to work on the farm; it's all about family and God." 🐾

Family matters most at Cotton Branch Plantation. Ed Herring, left, along with Branch and Ryan Cowart, right.



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sbranch@sbranch.com
District 4 • Herd No. 18205

Stutts Family Ranch

Larry Stutts
177 Henderson Pt Rd. • Tuscumbia, AL 35674
256-386-0855 • 256-412-9661
larrystutts@aol.com
District 4 • Herd No. 3142

Arlin Taylor Jr.

360 CR 611 • Hanceville, AL 35077
256-352-3192 • 256-507-3838
District 4 • Herd No. 17950

Tinney Farms

5251 CR 601 • Hanceville, AL 35077
256-507-3838 • 256-736-4211
arlin.taylor@bhamfast.com
District 4 • Herd No. 9679

Ray & Robin Ward

1261 Community Ln. • Hartselle, AL 35640
256-773-4551 • 256-758-7000
rward@campbellandward.com
District 4 • Herd No. 101375

Arkansas

Blount's Rocky Creek Ranch

Richard Blount
9818 Hwy 93 • Pocahontas, AR 72455
reblount13@gmail.com
District 3 • Herd No. 40045

Cedar Rock Farms

Brandon & Cecile Draper
540 Tucker Rd. • Maynard, AR 72444
870-283-1947
cecile.draper@maynard.k12.ar.us
District 3 • Herd No. 101894

Ouida & Lester Cossey

2635 Gum Springs Rd. • Searcy, AR 72143
501-207-2272 • 501-230-4460
ouidac@att.net
District 3 • Herd No. 6760

Sid & Dorothy Lawrence

2411 S Waldron • Ft Smith, AR 72903
479-484-7211 • cpsid@sbcglobal.net
District 3 • Herd No. 10973

Lauren Lee

425 W Bowen Blvd. • Fayetteville, AR 72703
laurenacie89@gmail.com
District 3 • Herd No. 35525

Bill & Nicole Lundberg

PO Box 567 • Russellville, AR 72811
479-967-1524 • 479-880-6217
lundbergcss@yahoo.com
District 3 • Herd No. 9295

Pine Mountain Ranch

Tiffany & Jess Jordan
1017 CR 3631 • Lamar, AR 72846
479-885-6060 • 479-979-7001
danielles-bridal@hotmail.com
District 3 • Herd No. 20624

Rising Sun Ranch

Jerry Johnson
PO Box 220 • Pea Ridge, AR 72751
479-872-8351 • 479-936-0912
jerry@waterjetcutting.net
District 3 • Herd No. 36106

Rock Creek Farms

Bob & Eldonna Keeter
460 Polk 41 S • Mena, AR 71953
479-394-1735
District 3 • Herd No. 101150

Rolling Acres Ranch

David & Debby Mitchell
1709 Rock Springs Rd. • Jessieville, AR 71949
501-622-7778
debbymitchell22@gmail.com
District 3 • Herd No. 101477

Snob Hill Farm

Steve Stewart
374 Avon Rd. • De Queen, AR 71832
thumper_237@yahoo.com
District 3 • Herd No. 101698

Triple Seven Farms

Jamie Daniel
2758 N Dudley Rd. • Magnolia, AR 71753
870-904-3070 • triple7farms@gmail.com
District 3 • Herd No. 3965

Winrock Farms Inc.

256 Montgomery Trace • Morrilton, AR 72110
501-727-5421 • jyoung@winrockfarms.com
District 3 • Herd No. 372

California

Mother Lode Santa Gertrudis

Jason & Nicole Hixon & Kathy Dickens
1107 Townhill Rd. • Oakdale, CA 95361
209-596-0063 • 209-847-1103
cowcreek45@sbcglobal.net
District 1 • Herd No. 100826

Colorado

Cherokee Ranch & Castle Foundation

6111 N Daniels Park • Sedalia, CO 80135
303-888-5297 • rmiranda@cherokeeanch.org
District 1 • Herd No. 410

Drake Ranch

Phil & Vicki Drake
179 CR 331 • Ignacio, CO 81137
970-553-1205 • 970-883-2310
vdrakeranch@yahoo.com
District 1 • Herd No. 39740

Rafael Miranda

6111 Daniels Park Rd. • Sedalia, CO 80135
303-888-5297 • rmlvs65@gmail.com
District 1 • Herd No. 20550

Florida

5 Bar E Farm

Greg & Hilda Edenfield
PO Box 97 Altha, FL 32421
850-209-0780 • fivebare@yahoo.com
District 5 Herd No. 17547

Brannan Livestock

Chuck, Chase & Loreline Brannan
10654 Hillside Dr. • Macclenny, FL 32063
904-509-5399 • 904-509-6125
cbrannan@nefcom.net
District 5 • Herd No. 6918

Dietrich's Flying D Ranch

Dietrich's Bros. Inc.
10 Seminole Trl. • Orlando, FL 32833
407-470-4638
District 5 • Herd No. 873

Honey Bairs

Cathy & Joe Bair
360 Spring Forest Dr.
New Smyrna Beach, FL 32168
386-426-6036 • 386-426-4353
honeybairs@aol.com
District 5 • Herd No. 35846

Rock Hill Ranch

Larry & Mary Enfinger
772 Corbin Rd. • Chipley, FL 32428
850-638-1316 • 850-260-5931
District 5 • Herd No. 6163

Salter Farms

Curtis & Brian Salter
8325 Springhill Rd. • Milton, FL 32570
850-626-0391 • 850-501-1847
salterfarms@ymail.com
District 5 • Herd No. 15674

Sand Cay Farms

Gerald & Clinton Keesling
26440 Indian Trail Dr. • Punta Gorda, FL 33950
941-628-0126 • 941-628-0067
gerald@keeling.biz
District 5 • Herd No. 102130

Barry Smith

PO Box 339 • Hilliard, FL 32046
904-845-2002 • smithmachinesvs@cs.com
District 5 • Herd No. 101497

Southern Cattle Company

Jenny Stewart
4226 N Hwy 231 • Marianna, FL 32446
850-352-2020
jstewart@southerncattlecompany.com
District 5 • Herd No. 100644

Georgia

Courtney Beam

PO Box 611 • Rutledge, GA 30663
706-818-4050 • cbeam6@gmail.com
District 5 • Herd No. 39601

Bull Gap Farms

Eddy Mullinax
131 Teague Rd. • Ellijay, GA 30536
706-273-4282 • emullinax@ymail.com
District 5 • Herd No. 14404

Circle H Farm

Bray Hutcheson Jr. & Family
71 Bertha Martin Rd. • Wrightsville, GA 31096
478-521-2401 • hutchesonfarm@yahoo.com
District 5 • Herd No. 4864

Denson 3D Farms

John & Kay Denson
1548 Brooker Farm Rd. NE • Dalton, GA 30721
706-259-3838 • denson3dfarms@yahoo.com
District 5 • Herd No. 9006

Double Z Ranch

Mike Molyneux
1400 Old Pleasant Valley Rd.
Talking Rock, GA 30175
561-371-0123 • 13mols13@gmail.com
District 5 • Herd No. 102183

Jacklett Farms

Leonard Jacklett
17275 Birmingham Hwy • Alpharetta, GA 30004
770-527-5605
leonard@jacklettconstruction.com
District 5 • Herd No. 40676

Jernigan Ranch

Wayne & Llavonne Jernigan Sr.
531 Doyle Rd. • Buena Vista, GA 31803
229-649-2575 • 229-649-7724
wjernigansr@gmail.com
District 5 • Herd No. 5349

Johnson & Son Farm

Charles & Ginger Johnson
4851 Turner Rd. • Millen, GA 30442
478-299-1216 • 478-299-1454
gjohnson10_26@yahoo.com
District 5 • Herd No. 100662

Larlins Bar-L Farms

Linda Loughridge
322 Ballground Rd. • Chatsworth, GA 30705
706-260-5627 • linda.loughridge@yahoo.com
District 5 • Herd No. 3260

John & Amber Loughridge

2865 Smyrna Ramhurst Rd.
Chatsworth, GA 30705
jaloughridge@aol.com
District 5 • Herd No. 9604

MC Ranch

Dr. Burton & Judy McDaniel
1325 Mid-Broadwell Rd. • Alpharetta, GA 30004
404-313-0292 • 404-226-5177
mrmcranch@aol.com
District 5 • Herd No. 12413

MC Ranch

Jessica & Wesley McDaniel
4701 Andalusia Trl. • Atlanta, GA 30328
770-354-7802 • 404-804-5619
mcdanielwb@gmail.com
District 5 • Herd No. 16261

MC Ranch

Anna McDaniel
1325 Mid-Broadwell Rd. • Alpharetta, GA 30004
770-475-0287 • 404-402-2378
annaemcdaniel@gmail.com
District 5 • Herd No. 17946

Ali McDaniel

1325 Mid-Broadwell Rd. • Alpharetta, GA 30004
678-313-7759 • ali.mcdaniel.08@gmail.com
District 5 • Herd No. 17871

Richmond Marketing Service

Darren R. & Jill Richmond
78 Creek Ct. • Ringgold, GA 30736
423-364-9281 • djrichmd@gmail.com
District 5 • Herd No. 14707

Rock Bottom Farms

Adam Brent Barclay
358 Luke Quarles Rd. • Ellijay, GA 30540
706-889-5240 • brentbarclay1982@gmail.com
District 5 • Herd No. 102079

Rusk Farms, LLC

Lee Rusk
2429 E Cherokee Dr. • Woodstock, GA 30188
770-928-1195 • leerusk@bellsouth.net
District 5 • Herd No. 19727

Salacoa Valley Farms

Chris Heptinstal
PO Box 185 • Fairmount, GA 30139
706-337-2295 • 205-363-0919
svfbrangus@frontiernet.net
District 5 • Herd No. 101241

Triple H Ranch

Brannon & Amy Holt
PO Box 1558 • East Ellijay, GA 30539
706-273-8713 • the.triplehranch@yahoo.com
District 5 • Herd No. 101351

Idaho

Roy & Shirley Eastlick

PO Box 422 • Council, ID 83612
eastlick@ctc.web.net
District 1 • Herd No. 9894

Illinois

Heard Farms

Lyndon Heard
1689 Patriot Rd. • Centralia, IL 62801
618-292-3700 • lyheard@gmail.com
District 6 • Herd No. 2706

Heil Cattle Co./Crazy H

Doug & Debbie Heil
32 New Home Rd. • Stonefort, IL 62987
618-672-4887 • 618-525-0611
dheilfarm@harrisburgruss.com
District 6 • Herd No. 37491

Ron & Barb Moeller

9510 1st Rd. • Red Bud, IL 62278
618-210-0029 • gerts6168@icloud.com
District 6 • Herd No. 6168

Shampain Ranch

Del & Ginny Thomas
Box 69 • Pleasant Hill, IL 62366
217-734-2283 • 618-535-4470
ginny2@irc.net
District 6 • Herd No. 4434

Indiana

Beckman Farms

Randall & Barbara Beckman
2899 Memory Ln. • Lanesville, IN 47136
812-952-2190 • beckmanfarm@gmail.com
District 6 • Herd No. 6239

Ebenezer Farm

Richard Waddle, Michael & Lucas K. Grimmeissen
5072 State Rd. 252 • Brookville, IN 47012
District 6 • Herd No. 39575

Berley, Jerry & Terry Goodin

6058 N Bogardus Rd. • Austin, IN 47102
812-595-0519 • 812-595-1231
goodinterry@netscape.net
District 6 • Herd No. 19416

Hiss Family Farm

Robert Hiss
2950 E Old Trail Rd. • Columbia City, IN 46725
260-503-5312 • 260-503-5310
mbhissjr@embarqmail.com
District 6 • Herd No. 37045

Chris & Stephanie Pitcock

6328 N 1200 E • Shirley, IN 47384
317-370-0054 • christianpitcock@gmail.com
District 6 • Herd No. 101801

Pleasant Valley Farm

Harold & Maryann Gardner
1387 E Gilmore Rd. • Markleville, IN 46056
765-602-2309 • 765-621-4141
District 6 • Herd No. 5009

R & L Ranch

Rick & Lisa Leever
8783 S State Rd. 109 • Markleville, IN 46056
765-639-1763 • 765-810-6250
District 6 • Herd No. 39478

Robert L. Rans

7359 N 900 W • Culver, IN 46511
574-542-2831 • 574-315-7542
District 6 • Herd No. 17967

Red View Farms

Craig D. Lopossa
5480 Jordan Village Rd. • Poland, IN 47868
812-829-8053 • 812-828-0152
craiglopossa@yahoo.com
District 6 • Herd No. 15997

Reimer Family Farms

Steven & Gloria Reimer
2280 W State Rd. 14 • Columbia City, IN 46725
260-723-6723 • 260-248-7071
District 6 • Herd No. 38536

Kansas

John Holloway

1250 NW Docking Rd. • Topeka, KS 66615
785-554-5145 • 785-845-8256
john63021@aol.com
District 1 • Herd No. 102437

Kilgore Santa Gertrudis

Gene & Harriett Kilgore
3025 CR 1900 • Havana, KS 67347
620-332-4390 • 620-330-8633
hekilgore@yahoo.com
District 1 • Herd No. 6339

Shook Gertrudis

Jody & Brittany Shook
1370 N River Rd. • Mulvane, KS 67110
316-618-4456 • 316-648-7691
jshook8@gmail.com
District 1 • Herd No. 102112

Kentucky

Brandywine Creek Farm

Harold R. Snelling & Dorothy S. Dillon
4602 Burlington Pike • Burlington, KY 41005
859-586-8969 • brandywine@zoomtown.com
District 6 • Herd No. 40355

Cedar Creek Farm

Jewett Borden III
696 Cundiff Ln. • Shepherdsville, KY 40165
502-718-5441 • jewett.borden@yahoo.com
District 6 • Herd No. 101007

Estes Farm

Doug Estes
2805 New Glendale Rd.
Elizabethtown, KY 42701
270-734-5887 • dougestes@windstream.net
District 6 • Herd No. 100217

Gary Dyer Farm

Gary & Linda Dyer
2925 Willie Simmons Rd.
Falls Of Rough, KY 40119
270-256-3168 • 270-256-3167
gpdyer99@yahoo.com
District 6 • Herd No. 100803

Heath Farms

Pat & Beverly Heath
387 Goodin Williams Rd.
Hodgenville, KY 42748
270-358-4820 • 270-735-2470
District 6 • Herd No. 6988

Mattingly Farms

Cody Mattingly
488 Rock Haven Rd. • Brandenburg, KY 40108
270-668-3177 • cody.mattingly@meadeffa.org
District 6 • Herd No. 39868

Mosby Creek Ranch

Larry & Sharon Osborne
395 Mosby Creek Rd. • Sparta, KY 41086
937-604-4999 • mosbycreek ranch@aol.com
District 6 • Herd No. 18089

Parker Farms

Charles & Deanna Parker
5552 Jackson Hwy • Cave City, KY 42127
270-670-6285 • parkerfarms@scrtc.com
District 6 • Herd No. 16466

Puckett Farm

Britta Puckett
2805 New Glendale Rd.
Elizabethtown, KY 42701
502-802-5471 • bpuckett56@twc.com
District 6 • Herd No. 101659

Rebel Ridge Santa Gertrudis

Rodney & Connie Smith
1501 Rebel Ridge Rd. • La Grange, KY 40031
502-262-4040 • rodoridgerunner@bellsouth.net
District 6 • Herd No. 123

Richard Puryear

576 Barney School Rd.
Campbellsville, KY 42718
270-465-8895
District 6 • Herd No. 5134

Shaker Hill Farm

T. Dale Ulrich
385 Mosby Creek Rd. • Sparta, KY 41086
513-200-2505
District 6 • Herd No. 18756

Michael & Gaye Short

3949 Celina Rd. • Tompkinsville, KY 42167
270-247-1446 • 270-407-8058
mshort3949@gmail.com
District 6 • Herd No. 100369

David Smith

1610 Rebel Ridge Rd. • La Grange, KY 40031
502-338-6269 • rebelridge7@aol.com
District 6 • Herd No. 40087

Randall Strickmeyer

15842 Glencoe Verona Rd. • Verona, KY 41092
859-485-1214 • 859-630-1459
stricko@zoomtown.com
District 4 • Herd No. 8993

Nolan & Emily Taylor

100 Romeo Dr. • Hopkinsville, KY 42240
270-589-9046 • emilyandnolan@att.net
District 6 • Herd No. 20038

Three Fans Farm

James Beckman
4621 Sycamore Valley Trl. • Westport, KY 40077
502-222-9411 • 812-596-6253
gaslightequine@hotmail.com
District 6 • Herd No. 102615

Windcrest Farm

John S. Taylor
1238 Claggett Rd. • Leitchfield, KY 42754
270-287-8629 • windcrest@windstream.net
District 6 • Herd No. 10772

Louisiana

Bar D Cattle

Jessica Curtis-Doiron & Billy Doiron
11500 Springfield Rd.
Denham Springs, LA 70706
225-665-4591 • 225-572-9040
jesscurtis@gmail.com
District 3 • Herd No. 18297

Bar K Cattle

Kirk & Karen Garber
6049 Old Baton Rouge Hwy
Alexandria, LA 71302
318-729-0733 • 318-473-7964
kjgarber@hotmail.com
District 3 • Herd No. 101281

Chris, Dianne or Kenny Bordelon

PO Box 61 • Effie, LA 71331
318-253-8736 • 318-419-3363
District 3 • Herd No. 11783

Brittany Cattle Co., LLC

Larry & Pam Richardson
8044 Hwy 941 • Gonzales, LA 70737
225-715-3300 • 225-675-5191
lsrich33@yahoo.com
District 3 • Herd No. 101440

C & C Black Jack Ranch

Crystal & Brian Bourgeois
32459 Carolyn Dr. • Paulina, LA 70763
225-806-8122 • 225-806-8118
cypress5053@gmail.com
District 3 • Herd No. 101500

Crooked S Ranch

Troy & Sayre Scott
2756 Eunice Iota Hwy • Iota, LA 70543
337-523-7027 • 225-454-9388
tfsfarms@yahoo.com
District 3 • Herd No. 101422

John M. & Joyce P. Curtis

11558 Springfield Rd.
Denham Springs, LA 70706
225-572-6585 • twinoaksfarm1@charter.net
District 3 • Herd No. 17784

Jonathan & Katherine Curtis

11519 Springfield Rd.
Denham Springs, LA 70706
225-665-4591 • 225-572-9869
jonathancurtis1788@gmail.com
District 3 • Herd No. 19002

Alexis & Bradley Faulk

21036 Juniper Rd. • Kaplan, LA 70548
337-523-2624 • alexisluquette@hotmail.com
District 3 • Herd No. 101230

Claire Guillory

6049 Old Baton Rouge Hwy
Alexandria, LA 71302
318-445-6142
District 2 • Herd No. 100825

Le Grand Farms

Sean & Tiffany Joyner
207 Colonel Burt • Benton, LA 71006
318-741-9224 • 318-453-0109
sean.joyner@la.gov
District 3 • Herd No. 100790

Luquette Cattle Company, LLC

C. Troy & Monique Luquette
14130 Melrose Rd. • Abbeville, LA 70510
337-643-1001 • 337-501-2729
ctluquette@yahoo.com
District 3 • Herd No. 36717

Mouton Farms

Nick Mouton
14905 Sweet Bay Rd. • Abbeville, LA 70510
337-422-8021
District 3 • Herd No. 38115

Patton Farms

Kenny Patton
1911 Migue Rd. • New Iberia, LA 70560
337-380-1659 • 337-365-5157
kenny.patton@arcofacadiana.org
District 3 • Herd No. 1729

Rafter J

Claire Jones
3245 Lumas Rd. • De Ridder, LA 70634
337-348-9992 • cejones34@yahoo.com
District 3 • Herd No. 35175

Rafter J Ranch

Sam & Kelly Jones
3245 Lumas Rd. • De Ridder, LA 70634
337-463-5532 • 337-463-8431
337-375-5532 • samjones5532@yahoo.com
District 3 • Herd No. 37016

Running R Cattle

Beau & Amber Robertson
399 W Precht Rd. • Bell City, LA 70630
512-925-2830 • 337-377-9720
beaujrob@yahoo.com
District 3 • Herd No. 100587

TW Ranch

Timothy Wiley
371 Katie E Rd. • Plaquemine, LA 71362
318-272-3248 • 318-413-0205
jackie_gremillion@yahoo.com
District 3 • Herd No. 101255

Wiley Ranch

Erik & Kim Wiley
155 Sayes Rd. • Deville, LA 71328
318-253-7555 • 318-481-8082
erikkeri@yahoo.com
District 3 • Herd No. 39609

Williams Farm

Kenneth H. Williams & Jackie B. Williams
21080 Hwy 1056 • Kentwood, LA 70444
225-276-6970 • williamskh1953@gmail.com
District 3 • Herd No. 38981

Mississippi

Cochran & Sons Farm

Joe or Nolan Cochran
590 Cochran Rd. • Belden, MS 38826
662-213-9511 • 662-255-7847
cochrann@hotmail.com
District 4 • Herd No. 102256

Cotton Branch Plantation

Ed Herring
11670 Hwy 98 E • Smithdale, MS 39664
601-384-2617 • 601-384-6719
District 4 • Herd No. 17598

Richard Dean

PO Box 26 • Clara, MS 39324
601-410-8215 • 601-735-4021
rricharddean@yahoo.com
District 4 • Herd No. 101935

Delta 5 Farms, LLC

Jeffery G. Dobson
352 Lake Coma Rd. • Laurel, MS 39443
601-428-1617 • delta5farms@gmail.com
District 4 • Herd No. 102378

DMC Farm

Derrell Smith
11131 Hwy 482 • Philadelphia, MS 39350
601-562-0584 • liz59@gmail.com
District 4 • Herd No. 101023

Graves Creek Ranch, LLC

Barry Powell
36 Powell Hills Ln. • Columbia, MS 39429
601-270-1561
bpowell@powelltransportation.com
District 4 • Herd No. 101814

Hollman Farms

Aubrey & Kay Hollman
7338 Old Hwy 63 N • Lucedale, MS 39452
601-508-5510 • hollmanfarms@att.net
District 4 • Herd No. 40523

Candice Killebrew

3077 Tank Rd. • Terry, MS 39170
601-878-2431 • 601-573-2747
gert_chic@yahoo.com
District 4 • Herd No. 34654

Lovell Farms

Donnie & Glynda Lovell
296 CR 540 • Rienzi, MS 38865
662-462-7392 • 662-415-4080
District 4 • Herd No. 14367

Ridge Point Ranch

Mark & Dixie Clay
4522 Hwy 84 E • Meadville, MS 39653
601-573-0204 • 601-573-0206
dixieclay@att.net
District 4 • Herd No. 1541

Rocking T Farms

Eric & Vicki Tisdale
16 Lee Rd. • Ovett, MS 39464
601-344-2712 • 601-596-1036
jetisdal@southerncon.com
District 4 • Herd No. 6210

Rolling Hills Ranch

Jennifer Walters-Stroud & Randy Stroud
25 Rolling Hills Ranch Rd. • Laurel, MS 39443
601-319-7416 • 601-422-9277
jywalters@yahoo.com
District 4 • Herd No. 5771

Stegall Farms

Wade (Trai) Stegall
206 Hwy 15 S • Pontotoc, MS 38863
662-296-5120
District 4 • Herd No. 9497

Tideland Farms

Al J. Shiyon
6033 Pontiac Dr. • Kiln, MS 39556
228-255-8729 • 228-255-2655
228-216-8731 • ashiyou@mchsi.com
District 4 • Herd No. 36445

Tingle Farms

Matthew & Hannah Tingle
11080 Hwy 482 • Philadelphia, MS 39350
601-562-8066 • mtingle90@gmail.com
District 4 • Herd No. 101022

Missouri

Athey Acres

Bill & Sonja Athey
19367 Gum Rd. • Joplin, MO 64801
417-580-0829 • 417-499-2914
bill.athey@yahoo.com
District 6 • Herd No. 10445

Big Sugar Creek Santa Gertrudis

Allen & Angie Morgan
3263 State Route KK • Seligman, MO 65745
479-640-1351 • 417-341-1005
allenm1028@gmail.com
District 6 • Herd No. 13962

C Bar C Ranch

C. Alan Clark
5901 Big River Heights Rd. • De Soto, MO 63020
636-586-6034 • 314-607-1076
bud@cbarcranch.net
District 6 • Herd No. 16302

C. Alan "Bud" Clark II & Kelly Clark

5905 Big River Heights Rd. • De Soto, MO 63020
314-607-1076 • bud@cbarcranch.net
District 6 • Herd No. 17990

Gregory & Rochelle Delucia

PO Box 386 • Webb City, MO 64870
417-629-7360 • rochelledelucia@hotmail.com
District 6 • Herd No. 101367

Eight Sisters Santa Gertrudis

Harold & Jimmie Branson
601 N Hovis St. • Mountain Grove, MO 65711
417-926-7256 • 417-259-4519
jimmiebranson@centurytel.net
District 6 • Herd No. 19294

Grassy Valley Ranch

James Kelley
PO Box 476 • Van Buren, MO 63965
573-714-4617 • grassyvalleyranch@gmail.com
District 6 • Herd No. 100617

Hamilton Farms

Frank & Mary Hamilton
4282 White Oak Rd. • Fordland, MO 65652
417-839-7811 • 417-839-2838
frankwh1970@yahoo.com
District 6 • Herd No. 101408

Hampton Hills

David & Sherry Hampton
26779 Hwy 87 • California, MO 65018
573-338-1810 • 573-338-0721
sherryh46@hotmail.com
District 6 • Herd No. 4900

Danny Hogan

15007 B Hwy • Richmond, MO 64085
816-470-3974
District 6 • Herd No. 40163

H.C. & Louise Housh

20270 Newton Rd. • Carthage, MO 64836
417-325-5349 • 417-850-7546
District 6 • Herd No. 5060

J & A Farms

Susan Abmeyer
13599 State Hwy P • Senath, MO 63876
573-717-3369 • susanabmeyer@gmail.com
District 6 • Herd No. 100993

J-D Santa Gertrudis

Jerry & Darla Schultz
PO Box 71 • Seneca, MO 64865
417-776-3468 • 417-592-2718
District 6 • Herd No. 16527

Jim Campbell Farm

Jim & Davy Campbell
1108 N Woodridge Ln. • Liberty, MO 64068
816-830-3033 • davyhcampbell@gmail.com
District 6 • Herd No. 7790

Mathis Farms

Craig Mathis
Rr 3 Box 10611 • Doniphan, MO 63935
573-429-0996 • 573-996-4875
mgs63935@yahoo.com
District 6 • Herd No. 40558

Missouri Meadows

Aaron & Amy Schroeder
18067 McCurdy Rd. • Hughesville, MO 65334
660-287-7076 • aaron@missourimeadows.com
District 6 • Herd No. 16403

Osborne Livestock Co.

Todd & Donna Osborne
10496 SW Hwy 116 • Lathrop, MO 64465
859-991-9409 • 859-991-2438
stgertgirl@aol.com
District 6 • Herd No. 36689

Rolling Oaks Ranch

Gerald, Kellien & Carson Priddle
HC 6 Box 282P • Doniphan, MO 63935
573-255-3539 • mogerts@yahoo.com
District 6 • Herd No. 16875

Rustic Rail Ranch

Paul & Debbie Gautz
9865 Blarney Ln. • Carthage, MO 64836
417-437-2452 • 417-438-8712
dgautz@uscellular.blackberry.com
District 6 • Herd No. 8833

Britney Shields

6129 Lawrence County Ave. • La Russell, MO 64848
417-793-5887 • 417-793-5887
bshields5@hotmail.com
District 6 • Herd No. 36267

Nevada

Spring Mountain Ranch

Dean Hawkins
4753 El Tesoro St. • Las Vegas, NV 89121
702-451-2329
District 1 • Herd No. 13408

New Mexico

Jason & Lara Jack

1799 Billy The Kid Dr. • Fort Sumner, NM 88119
575-355-4034 • 575-799-0971
roof_insulate@hotmail.com
District 1 • Herd No. 101989

Rancho Xacona

Raymond Roybal
1590 State Rd. 502 • Santa Fe, NM 87506
505-690-9740 • raymond968@aol.com
District 1 • Herd No. 100653

Red Doc Farm

Adolfo Sanchez
PO Box 610 • Bosque, NM 87006
dolfosanchez@yahoo.com
District 1 • Herd No. 16082

Red Doc Farm

Emilio L. & Ronda Sanchez
PO Box 233 • Bosque, NM 87006
505-507-7781
District 1 • Herd No. 33921

Red Doc Farm

Florian & Stephanie Sanchez
PO Box 100 • Bosque, NM 87006
505-379-7781 • 505-409-0319
ssanchez@yuccavet.com
District 1 • Herd No. 33922

Red Doc Farm

Roland & Elia Sanchez
703 S Christopher Rd. • Belen, NM 87002
505-864-7781 • 505-980-5093
505-507-7781 • reddocfarm@yahoo.com
District 1 • Herd No. 7799

Red Doc Farm

Roland & Valerie Sanchez II
704 Christopher Rd. • Belen, NM 87002
505-864-7000 • 505-980-5093
aggiescot@yahoo.com
District 1 • Herd No. 16083

Alicia Sanchez

703 S Christopher Rd. • Belen, NM 87002
505-463-1993
District 1 • Herd No. 16081

Top T

Ciriaco Toya
PO Box 166 • Jemez Pueblo, NM 87024
505-328-6197 • cntoya@hotmail.com
District 1 • Herd No. 40324

New York

Mulligan Farms

Barbara & David Benjamin
5684 Mulligan Rd. • Belmont, NY 14813
585-610-6536 • lightenliz62@yahoo.com
District 6 • Herd No. 40216

North Carolina

Austin Cameron

2461 Bethlehem Church Rd. • Carthage, NC 28327
910-948-3624 • thcameron@gmail.com
District 4 • Herd No. 39427

Cox Mill Farms

Alan & Vivian Cox
6444 Cox Mill Rd. • Sanford, NC 27332
919-499-6741
District 5 • Herd No. 16315

Creech Farms

Tony R. Creech
12483 NC 39 • Zebulon, NC 27597
919-427-4679 • creechfarms6@gmail.com
District 5 • Herd No. 16769

Caroline Creech

12483 NC 39 Hwy • Zebulon, NC 27597
919-995-4200
District 4 • Herd No. 39685

Double C Farms

William & Cameron Rhenda
377 Double C Dr. • Raeford, NC 28376
910-875-4963 • 910-695-6789
redbull@embarqmail.com
District 5 • Herd No. 3247

Five J's Beef & Cattle Company

Jody Standley
84 Austin Farm Ln. • Clayton, NC 27520
919-291-4212 • jodystandley@gmail.com
District 5 • Herd No. 100746

Flatwillow Farms

Thomas & Sherry Benfield Jr.
2423 Old Mountain Rd. • Statesville, NC 28625
704-872-3610 • 704-682-4496
flatwillowfarm@yahoo.com
District 5 • Herd No. 17427

Charles O'Bryant III

456 Waynick Rd. • Reidsville, NC 27320
336-908-0276 • cmobryant@bellsouth.net
District 5 • Herd No. 7387

Rockin B Farm

Mickey Bowman
5173 White Chapel Rd. • Staley, NC 27355
336-669-5771
District 5 • Herd No. 13517

RW Farm

Ronald Wood Debbie
9360 Stricklands Crossroads Rd.
Benson, NC 27504
919-894-8530 • 919-902-1003
woodtireman@gmail.com
District 5 • Herd No. 16519

Carlyle Sherrill

PO Box 599 • Mount Ulla, NC 28125
704-633-5723 • 704-402-7728
carlyle@sherrillcameron.com
District 5 • Herd No. 1606

Scott & Ellie Sherrill

503 Woodend Dr. SE • Concord, NC 28025
carlyle.p.sherrill@gmail.com
District 5 • Herd No. 14717

Triple C

Randy Carpenter
1965 Harbor Dr. • Ocean Isle, NC 28469
910-269-7717
District 5 • Herd No. 19698

Burns Ranch

Kenny & Letha Burns
HC 66 Box 69 • Mountainair, NM 87036
505-721-7613 • burnsrancho@q.com
District 1 • Herd No. 35739

Ohio

Black Maple Farm

Nickolous & Lara Black
2625 E Peterson Rd. • Troy, OH 45373
937-402-1153 • mpd556@hotmail.com
District 6 • Herd No. 100645

Grubb Farm

Gary & Barbara Grubb
678 Grubb Rd. • Chillicothe, OH 45601
740-775-3686
farmergrubbgrerts@roadrunner.com
District 6 • Herd No. 10980

Emily Heywood

502 Ireland Rd. • Wilmington, OH 45177
District 6 • Herd No. 35702

Oklahoma

Brandon Ranch

David Brandon
8712 N 40th St. W • Porter, OK 74454
918-687-8987 • 918-633-6251
District 3 • Herd No. 18704

Connor State College Farm

700 College Rd. • Warner, OK 74469
918-463-6304 • 972-921-6261
roger.morton@connorsstate.edu
District 3 • Herd No. 6939

Keith & Betty Cosgrove

16518 State Hwy 31 • Coalgate, OK 74538
District 3 • Herd No. 2030

Cross Triangle Ranch

Dana Clark
6372 W 88 N • Sperry, OK 74073
918-869-2959 • 918-549-1089
igottaride@gmail.com
District 3 • Herd No. 101135

Double P Ranch

Don Perner
16702 Adams Rd. • Mounds, OK 74047
918-366-2732
District 3 • Herd No. 4405

Gary D. Harding

PO Box 87 • Checotah, OK 74426
918-616-7741 • gary.harding1944@yahoo.com
District 3 • Herd No. 4663

Jake & Haley Streck

PO Box 246 • Pond Creek, OK 73766
580-542-5253 • jstreck1315@gmail.com
District 3 • Herd No. 100867

K-Bar Ranch

Jan & Ron King
PO Box 98 • Bixby, OK 74008
918-366-6404 • 918-691-5784
ronking@olp.net
District 3 • Herd No. 19035

Ponderosa Ranch

Joe W. & Dorothy Simmons
32557 US Hwy 177 • Macomb, OK 74852
405-640-9184 • simco@mbo.net
District 3 • Herd No. 5124

Reynolds Prairie View Farms

Rance & Kathy Reynolds
PO Box 469 • Warner, OK 74469
918-232-7870 • 918-698-5428
krgale53@gmail.com
District 3 • Herd No. 8294

Rocking S Ranch

Sam Huffman
1200 W Lille Blvd. • Madill, OK 73446
580-795-4748 • 580-795-5432
580-795-4159 • shuffman53@outlook.com
District 3 • Herd No. 1828

Robert D. Silva

Box 248 • Krebs, OK 74554
918-470-5371 • rdsilva06@sbcglobal.net
District 3 • Herd No. 9318

Standing P Ranch

Patsy Summers
449829 E 290 Rd. • Afton, OK 74331
918-256-3949 • 918-244-3949
standing_p@junct.com
District 3 • Herd No. 18318

Step-N-Stone Farms

Steven & Camille Spess
PO Box 43 • Cleveland, OK 74020
918-356-4397 • 918-740-7579
District 3 • Herd No. 11058

Oregon

Lazebe Ranch

Peter Bateman
2591 Butte Falls Hwy • Eagle Point, OR 97524
541-826-3545
District 1 • Herd No. 1194

Pennsylvania

Buck & Doe Farm

Dorothy A. Matz
1245 Doe Run Rd. • Coatesville, PA 19320
610-383-4742 • 610-564-7317
buckanddoestable@me.com
District 6 • Herd No. 40604

South Carolina

C & C Farms

Corey Fields
1008 Hickory Hill Rd. • Greenpond, SC 29446
843-844-2136 • 843-540-6218
District 5 • Herd No. 37267

Lou-Al-Tuck Farms

Thomas A. Jackson
160 Jackson Ln. • Great Falls, SC 29055
803-519-8563
District 5 • Herd No. 6435

T & S Farms

Tommy Shealy
3500 Pond Branch Rd. • Leesville, SC 29070
803-730-3347 • t.s.shealysbb@yahoo.com
District 5 • Herd No. 16038

Tennessee

Chris & Emily Bratton

1882 Sand Ridge-Barge Rd.
Lexington, TN 38351 • 731-968-6059
chrishbratton@gmail.com
District 4 • Herd No. 14976

Phillip H. Carr

3530 Cooper Nicholson Rd.
Pleasant View, TN 37146
615-504-5831 • coachpcarr@msn.com
District 4 • Herd No. 17124

Circle A Farm

David & Elaine Alderson
4824 Leipers Creek Rd. • Williamsport, TN 38487
931-682-2527 • 931-446-2527
District 4 • Herd No. 15249

Circle H Santa Gertrudis

Ryan Keaton
755 Green River Rd. • Waynesboro, TN 38485
931-676-7599 • rkeaton@hotmail.com
District 4 • Herd No. 40452

JJ - Double J Farms

Jimmy & Johnny Stroud
9223 Armour Rd. • Millington, TN 38053
901-896-9032 • john.stroud3rd@gmail.com
District 4 • Herd No. 101735

Jolly Farms

Mickey & Sheila Jolly
840 Millers Mill Rd. • Byrdstown, TN 38549
931-397-2961 • mickeyjolly@hotmail.com
District 4 • Herd No. 39618

Jackie R. Kelly

29 Dunn Leoma Rd. • Leoma, TN 38468
931-852-4277 • 931-629-0204
District 4 • Herd No. 14877

Gene & Deeann Lovelace

5591 Upper Finley Rd. • Dyersburg, TN 38024
731-285-8437 • 731-676-2018
District 4 • Herd No. 16758

McCarter Farms

Gene A. McCarter
3098 Gravel Hill Rd. • Guys, TN 38339
662-665-4911
District 4 • Herd No. 11900

McNabb Ranch

5375 Lagrange Rd. • Somerville, TN 38068
District 4 • Herd No. 40630

Meadowbrook Farm

Thomas Jackson
10123 Versailles Rd. • Rockvale, TN 37153
615-812-1223 • 615-274-6792
tfjackson@tndagc.org
District 4 • Herd No. 13574

Sam Farms

Steve Williams
2969 McClanless Rd. • Nolensville, TN 37135
615-533-8168 • samfarms4875@gmail.com
District 4 • Herd No. 19572

Vondenhuevel Farms

James & Levi Vondenhuevel
535 W Main St. • Atwood, TN 38220
937-658-4233 • us1gert2@yahoo.com
District 4 • Herd No. 1603

Texas

1230 Ranch

Gerald & Angie Hoard Jr.
138 FM 1365 • Teague, TX 75860
512-818-4845 • 1230ranch@gmail.com
District 2 • Herd No. 100897

3 D

Eleuterio Diaz Jr. & Nancy Diaz
7145 Mile 15 Rd. N • Edcouch, TX 78538
956-262-6357 • 956-357-2174
endayz2269@gmail.com
District 2 • Herd No. 102279

3RA-Farms

Ralph Austin
505 Lee St. • Bonham, TX 75418
903-640-7315 • 903-583-5963
903-449-7424 • bdaddyru@yahoo.com
District 2 • Herd No. 36553

3S2E Cattle

Scott Sonntag
2945 CR 108 • Gatesville, TX 76528
254-772-0590 • dscott_sonntag@yahoo.com
District 2 • Herd No. 11310

3WCC Cattle

William Carlile
3743 South Hwy 78 • Bonham, TX 75418
214-514-6145 • 903-227-7873
sarah@longacrepair.com
District 2 • Herd No. 101004

463-Farm

Lucky Watson
463 HCR 1439 • Covington, TX 76636
luckywatson12@yahoo.com
District 2 • Herd No. 102485

4D Ranch

Steven Digesualdo
3225 CR 920 • Crowley, TX 76036
817-343-7665
s.digesualdo@sbcglobal.net
District 2 • Herd No. 39136

5K Santa Gertrudis

Kurt & Cami Kainer
4738 Wolters Rd. • Schulenburg, TX 78956
979-561-6829 • 979-561-7071
kkainer08@yahoo.com
District 2 • Herd No. 101834

9 K Ranch

Michael Kaldis
3302 Plumb St. • Houston, TX 77005
713-668-5129 • 713-252-8983
mkaldis@aol.com
District 2 • Herd No. 40106

Ace Cattlemen

Bill Stoman/Darrell Pitchford
PO Box 3930 • Bryan, TX 77805
District 2 • Herd No. 102217

Alexander Farms

Ben Ross Alexander
810 Muecke Dr. • Karnes, TX 78118
830-534-4908 • 830-299-5353
benross-alexander@hotmail.com
District 2 • Herd No. 1233

Almosta Ranch

Jesse Sendejo
228 CR 361 • Sandia, TX 78383
361-779-9373 • jfsend62@gmail.com
District 2 • Herd No. 101439

American Marketing Services

Richard Hood
PO Box 10 • Wheelock, TX 77882
979-224-6150 • richardh@amscattle.com
District 2 • Herd No. 7556

Shawnee Arnold

PO Box 486 • Belton, TX 76513
254-721-2029
thebestshowmom@hotmail.com
District 2 • Herd No. 100265

Backwards J Ranch

Ken Jordan
4265 FM 2412 • Gatesville, TX 76528
254-216-1240 • kjordan@ctcd.edu
District 2 • Herd No. 100530

Bar Diamond R

Gary & Karen Riddle
815 N Spikes Rd. • Corsicana, TX 75110
903-875-4157 • garyriddle55@yahoo.com
District 2 • Herd No. 101596

Bar W Ranch

Johnnie & Betty Wilson
PO Box 250 • Kosse, TX 76653
254-722-6556 • 978-848-7793
979-848-7793 • kosserancher@gmail.com
District 2 • Herd No. 40013

Perry R. Bass II

PO Drawer 711 • Kingsville, TX 78364
361-294-5462 • 361-522-0807
361-296-4275 • fserna@elcoyote.com
District 2 • Herd No. 20716

Ramona Bass

PO Drawer 711 • Kingsville, TX 78364
361-294-5462 • 361-296-4275
361-522-0807 • fserna@elcoyote.com
District 2 • Herd No. 35539

Best Cattle Co.

Billy & Mary Best
1215 E FM 628 • Riviera, TX 78379
361-296-4431 • 361-296-4553
bbest@texasfcs.com
District 2 • Herd No. 101398

Bieri Farms

Leroy & Betty Bieri
PO Box 441 • Angleton, TX 77516
979-849-7911 • 979-292-9856
District 2 • Herd No. 474

Bill Wight Ranch

Bill Wight
Box 31 • Odessa, TX 79760
432-664-3537 • wightbil@aol.com
District 2 • Herd No. 20067

Dwight R. Bingham

33 Chapel Hill Cir. • San Antonio, TX 78240
210-475-1456
District 2 • Herd No. 4568

Blackjack Oaks Ranch

Allen & Karen Ginnard
15300 McCraven School Rd.
Washington, TX 77880
936-878-1825 • 713-586-9978
allenginnard@yahoo.com
District 2 • Herd No. 40525

Borchers Southern Y Ranches, L.P.

Charla Borchers-Leon
2203 N De Leon St. • Victoria, TX 77901
361-576-0891 • 361-648-9724
charlabl@icsi.net
District 2 • Herd No. 38005

Borchers Southern Y Ranches, L.P.

Charla Borchers-Leon & Mary Kay Borchers Leon
2401 N Wheeler St. • Victoria, TX 77901
361-575-1297 • 361-576-0891
charlabl@icsi.net
District 2 • Herd No. 15931

Borchers Southern Y Ranches, L.P.

Tommy & Barbara Phillips
2401 N Wheeler St. • Victoria, TX 77901
361-573-5919 • 361-649-9726
District 2 • Herd No. 34811

Broken T

Blane Trant
14017 FM 244 • Lola, TX 77861
936-825-4935 • rbtrant@gmail.com
District 2 • Herd No. 20720

Matthew & Melissa Boyle

414 N. Thompson St. • Hillsboro, TX 76645
254-205-9622 • hillsborotx@hotmail.com
District 2 • Herd No. 101293

Tanya & Craig Bram

PO Box 104 • Louise, TX 77455
979-541-3409 • townsend30@yahoo.com
District 2 • Herd No. 15420

Buena Vida Cattle

Heather & Kevin Blewett
1480 Meyer Rd. • Kingsbury, TX 78638
210-744-8100 • heathershomes@ymail.com
District 2 • Herd No. 40563

Bullard Ranch

Laura Bullard
PO Box 1291 • Carrizo Springs, TX 78834
830-255-0438 • lbullard_2012@hotmail.com
District 2 • Herd No. 39185

Solomon Butler

PO Box 23 • Navasota, TX 77868
936-870-7339
butlercattlecompany@yahoo.com
District 2 • Herd No. 37577

C F Cattle Company

Curtis & Kathy Fuchs
44 Three Oaks Ln. • Brenham, TX 77833
979-251-0327 • 979-251-0328
cfcattlecompany@yahoo.com
District 2 • Herd No. 10494

C R Ranch

Roger E. & Cheryl M. Hubert
436 S CR 1120 • Riviera, TX 78379
361-522-0036 • rhubert02@yahoo.com
District 2 • Herd No. 37972

Scott Carmical

583 Rustic Oaks Rd. • Combine, TX 75159
214-802-7022 • carmicaltc@aol.com
District 2 • Herd No. 101922

Carpenter Farms

Jared Carpenter
2863 VZ CR 1507 • Van, TX 75790
903-515-0186 • 903-963-8956
jkcarpenter10@gmail.com
District 2 • Herd No. 35791

Carraway Farms

Jack & Lois Carraway
1569 CR 610 • Dayton, TX 77535
936-346-6226 • j.carraway1963@att.net
District 2 • Herd No. 13364

Carroll Santa Gertrudis

Garland Carroll
1499 W. Vaughn Rd. • Cleburne, TX 76033
817-996-1074
District 2 • Herd No. 15107

J. Michael & Jodie Cates

103 Lark Dr. • Enchanted Oaks, TX 75126
District 2 • Herd No. 8713

Jerry & Patricia Cates

11701 CR 2502 • Eustace, TX 75124
214-549-3216 • intheredbranch@hotmail.com
District 2 • Herd No. 8712

Cawley Ranch

Tol & Kelsey Cawley
PO Box 897 • Bloomington, TX 77951
tolcawley@yahoo.com
District 1 • Herd No. 101414

Kelsey Cawley

Kelsey & James Cawley
PO Box 897 • Bloomington, TX 77951
361-649-9778 • kelseyljones21@yahoo.com
District 2 • Herd No. 18657

Matthew Cerny

3439 CR 262 • Moulton, TX 77975
361-293-8809 • fireparabfd@yahoo.com
District 2 • Herd No. 38251

Chiggerhill Farms

Galen & Debbie Ducharme
PO Box 607 • Lorena, TX 76655
254-857-8776 • 254-479-4579
chiggerhillfarm@att.net
District 2 • Herd No. 20848

Choate Cattle Company

Tyler Choate
Box T - 1388 • Stephenville, TX 76402
254-205-1813 • tyler.choate@go.tarleton.edu
District 2 • Herd No. 36597

Circle B Cattle, LLC

Charles Braun
5610 SE CR 2010 • Corsicana, TX 75109
903-641-0300 • 903-641-2127
circlebllc@yahoo.com
District 2 • Herd No. 101962

Circle L Ranch

Anthony & Elizabeth Lampo
PO Box 3816 • Bryan, TX 77805
940-389-9620 • 979-778-0603
lamporanch@yahoo.com
District 2 • Herd No. 101743

Coffman Ranch

Russell & Pearlene Coffman
1310 Coon Dr. • Rosenberg, TX 77471
281-363-7209 • 281-232-2985
rmcoffman57@gmail.com
District 2 • Herd No. 100510

Connor Creek

Connor Corporon
528 CR 223 • Schulenburg, TX 78956
713-724-1263
District 2 • Herd No. 39710

Cook's Kattle Company

Kathy Cook
6077 Raymond Rd. • Kaufman, TX 75142
972-932-6727 • cookskattle@yahoo.com
District 2 • Herd No. 20381

Corporon Acres

James Corporon
3148 CR 229 • Schulenburg, TX 78956
979-562-2405 • 979-561-7103
jim@corpacres.com
District 2 • Herd No. 17929

Cortijo Cuatro Hermanas

Gilbert R. Ramirez
10124 Glasscock Rd. • Mission, TX 78573
956-655-8422 • agramirez@yahoo.com
District 2 • Herd No. 35922

Brian P. Cummins

Brian & Cathy Cummins
3462 VZ CR 2301 • Canton, TX 75103
903-848-1120 • 903-603-6634
bcummins@exede.net
District 2 • Herd No. 2316

D Bar J Ranch

Delbert & Joann Walker
8456 FM 227 E • Grapeland, TX 75844
936-222-2880 • 936-687-5800
joannw@hughes.net
District 2 • Herd No. 7964

D G Ranch

David & Glenna Dear
PO Box 65 • Medina, TX 78055
210-643-2052 • dgdear@hctc.net
District 2 • Herd No. 40657

David & Susan Henegar

PO Box 1783 • Lindale, TX 75771
jdhenegar@sbcglobal.net
District 2 • Herd No. 13071

De Jong's Gerts

Ina De Jong
19491 S US Hwy 377 • Dublin, TX 76446
254-445-0283 • 254-918-3184
dejong@our-town.com
District 2 • Herd No. 19327

De La Fuente Ranch

Alfredo Delafuente
9805 FM 1421 • Brownsville, TX 78521
956-838-2700 • 956-592-3165
alfredodelafuente1957@gmail.com
District 2 • Herd No. 101399

Zachary Deen

3453 VZ CR 3805 • Wills Point, TX 75169
903-456-0656 • deenfarmfamily@aol.com
District 2 • Herd No. 39866

Diamond H Ranch

Bobby & Emma Teddlie
500 E CR 5719 • Natalia, TX 78059
210-326-3423 • 830-772-5988
teddlie1@aol.com
District 2 • Herd No. 35642

Diamond S Ranch

Jerry & Pat Stults
PO Box 65 • Lillian, TX 76061
817-534-0044 • 817-475-3226
pstults@jpsalliance.com
District 2 • Herd No. 20167

Dos Bros Ranch

Rodney & Barbara Corporon
528 CR 223 • Schulenburg, TX 78956
713-724-1263 • rodcorporon@yahoo.com
District 2 • Herd No. 20701

Double Circle Ranch

Richard & Judy Hood
110 Reenie Dr. • Cameron, TX 76520
361-790-5641 • 979-777-8248
District 2 • Herd No. 646

Tom & Debbie Dubois

PO Box 576 • Jewett, TX 75846
903-626-4153 • 903-388-1860
duboisgerts@gmail.com
District 2 • Herd No. 14644

Bryan & Kate Dyck

PO Box 994 • Seminole, TX 79360
432-788-8542 • shuman.kate@yahoo.com
District 2 • Herd No. 102460

E - W

Dustin Ray Wyatt
903 N FM Rd. 730 • Decatur, TX 76234
940-389-6977
District 2 • Herd No. 17154

E Bar W Santa Gertrudis

Rodney Elmore
903 N FM Rd. 730 • Decatur, TX 76234
940-389-6977 • 940-627-3105
District 2 • Herd No. 17006

E.P.C.

Benjamin Erwin
305 Third St. • Terrell, TX 75160
214-499-3594 • iamben93@yahoo.com
District 2 • Herd No. 38554

EB5 Cattle Company

James & Eryn Robertson
11631 Goldsintn Ln. • Montgomery, TX 77356
512-925-0829 • jamesbrobertson@yahoo.com
District 2 • Herd No. 101223

Brooke Eichthaler

1275 CR 2445 • Decatur, TX 76234
940-627-3105
District 2 • Herd No. 37299

El Chaparral Grande

Richard & Sharon Stellman
408 FM 1376 • Boerne, TX 78006
830-426-5119 • 830-537-5778
210-323-5368 • rgsecgr@gvtc.com
District 2 • Herd No. 10149

El Jaritto

George N. & Graciela Requenez
PO Box 85 • Santa Elena, TX 78591
361-494-8431 • george.requenez@yahoo.com
District 2 • Herd No. 16627

Ennis Ranch

Clay & Sara Ennis
9626 Hwy 36 • Jones Creek, TX 77541
979-235-9913 • ennisranch@yahoo.com
District 2 • Herd No. 102565

Fidela Estrada

1500 E 29th St. • Mission, TX 78574
956-386-4024
District 2 • Herd No. 18996

Billy Eubanks

25821 State Hwy 6 S • Navasota, TX 77868
512-484-1776 • crbilly@aol.com
District 2 • Herd No. 101033

Excell Santa Gertrudis

Samuel & Sandra Hyde
PO Box 434 • Santa Fe, TX 77510
409-316-2331 • shyde56@gmail.com
District 2 • Herd No. 19940

Excell Santa Gertrudis

Todd Ross Hyde
1210 Stanford St. • Houston, TX 77019
281-705-0832 • rosshyde86@gmail.com
District 2 • Herd No. 34589

Faulk Ranch Cattle Company

Chris & Crystal Faulk
2601 FM 1459 Rd. • Sweeny, TX 77480
979-345-5347 • 979-481-1361
faulkbranch@yahoo.com
District 2 • Herd No. 102266

Field Ranch

Tim & Jennifer Crutchfield
PO Box 3095 • San Angelo, TX 76902
979-864-9914 • 979-864-9906
crutchm@gmail.com
District 2 • Herd No. 523

Finch Ranch

G.L. Finch
PO Box 12 • Stowell, TX 77661
409-296-9028 • 409-267-5465
finchbranch@windstream.net
District 2 • Herd No. 36050

Five Oaks Ranch

W.F. Barrett
PO Box 611 • Valley Mills, TX 76689
254-932-6182 • 254-709-0633
254-749-7616 • kati@fiveoaksranch.net
District 2 • Herd No. 1900

Fleissner Farms

Benjamin Fleissner
5002 Furnace Ln. • Manvel, TX 77578
benjaminfleis@gmail.com
District 2 • Herd No. 101889

Four C Ranch

Jack E. Cargill
32075 Share 28 Rd. • Los Fresnos, TX 78566
956-345-5859 • jack.e.cargill@gmail.com
District 2 • Herd No. 17209

Four J Cattle Company

Larry & Zoe Justiss
6994 US Hwy 77 N • Hallettsville, TX 77964
361-772-5613 • 979-562-2126
zjustiss@cvctx.com
District 2 • Herd No. 4664

Four M Farms

Mike & Sarah Mynarcik
1091 E White Oak Rd. • West, TX 76691
254-722-8703
District 2 • Herd No. 7923

Bobby Fuchs

9101 Modena School Rd. • Rosenberg, TX 77471
713-252-6821
District 2 • Herd No. 36623

Fulton Farms

Jane & Suzanne Fulton
PO Box 3064 • Denton, TX 76202
940-898-1423 • 940-387 0730
esterry@hotmail.com
District 2 • Herd No. 10507

Jerrod Fussell

PO Box 2203 • Silsbee, TX 77656
409-755-1559 • cfussell@esc5.net
District 2 • Herd No. 38242

Roger Fussell

PO Box 2203 • Silsbee, TX 77656
cindyfussell@gmail.com
District 2 • Herd No. 38936

Gibson Ranch

Judd Gibson
303 Moonlight Trl. • Stephenville, TX 76401
254-967-4948 • 254-967-4949
jkgibson@hotmail.com
District 2 • Herd No. 37295

Grigsby Farms

Tim Grigsby
1909 Shanks Rd. • Angleton, TX 77515
979-236-5395
District 2 • Herd No. 101839

H. Yturria Land & Cattle Co.

Daniel Y. Butler
PO Box 1208 • Brownsville, TX 78520
956-542-4212 • 956-642-7690
District 2 • Herd No. 518

H3 Cattle Company

Karen Hubbard
704 Heritage Oaks Dr. • Angleton, TX 77515
District 2 • Herd No. 101836

H4 Farms

George, Melanie, Hunter & James Hood
5618 Midway Rd. • Inez, TX 77968
361-935-1208 • hoodjrw@aol.com
District 2 • Herd No. 37046

Tommy & Charlotte Hammack

4235 FM 234 N • Edna, TX 77957
361-782-7551 • 361-237-0039
tommyhammack@yahoo.com
District 2 • Herd No. 40007

George William Hanel

18213 Hwy 146 N • Liberty, TX 77575
936-334-4316 • hanelm55@yahoo.com
District 2 • Herd No. 39134

Harco Cattle

David Harris
PO Box 691 • Cleburne, TX 76033
817-996-5866 • david.harrisfarms@yahoo.com
District 2 • Herd No. 36931

Hargis Farms

Philip & Dana Hargis
PO Box 457 • Hemphill, TX 75948
409-787-2165 • 479-466-2218
hargisfarms@gmail.com
District 2 • Herd No. 7325

Harris Farms

David Harris
PO Box 691 • Cleburne, TX 76033
817-641-9749 • 817-996-5866
david.harrisfarms@yahoo.com
District 2 • Herd No. 13403

Abrian Harris

717 Stone Lake Dr. • Cleburne, TX 76033
817-641-4159 • 817-517-3006
harris.abrian@gmail.com
District 2 • Herd No. 20130

Hatchitt Hill Ranch

Curtis & Sam Hatchitt
262 Hill Rd. • Dale, TX 78616
512-695-1025 • ahatchitt@gmail.com
District 2 • Herd No. 101516

Heart's Home Ranch

Clayton Roth
32457 Hwy 105 • Sour Lake, TX 77659
409-287-4099 • 925-878-1435
w.claytonroth@gmail.com
District 2 • Herd No. 102263

Hefley BHR Ranch

Barbara & Roy Hefley
799E I-10 Frontage Rd. • Schulenberg, TX 78956
979-743-5009
District 2 • Herd No. 19918

Hefley PHR Ranch

Roy Jr. & Patti Hefley
2756 CR 676 • Devine, TX 78016
713-876-7186 • rhesley@stellarwellcontrol.com
District 2 • Herd No. 101481

Hefley Ranch

Marshall Hefley
114 Bob White Trl. • Fredericksburg, TX 78624
713-298-6063 • 830-889-5833
hefley60@icloud.com
District 2 • Herd No. 102365

Hefte Ranch

Kathryn/Kenneth Tom Hefte
1200 State Hwy 173 N • Hondo, TX 78861
210-414-2493 • hefteranch@gmail.com
District 2 • Herd No. 37

Kathryn Ruth Hefte

1200 State Hwy 173 N • Hondo, TX 78861
210-414-2493
t12volt@aol.com
District 2 • Herd No. 6227

Kenneth Tom & Lauri Hefte

4518 River Park • Corpus Christi, TX 78410
361-813-4938 • hefteranch@gmail.com
District 2 • Herd No. 6226

Lauryn Hefte

4518 River Park Rd. • Corpus Christi, TX 78410
361-813-8037 • lauryn1994@yahoo.com
District 2 • Herd No. 34085

Herndon Ranch

Russ & Sharon Herndon
1531 FM 2817 Rd. • Wharton, TX 77488
979-533-2876
russ.sharon.herndon@gmail.com
District 2 • Herd No. 102258

Hinnant - Fulbright

Robert Fulbright Dee
PO Box 877 • Hebronville, TX 78361
361-319-7205 • 361-586-4904
District 2 • Herd No. 442

Honey-Do Ranch

Charles L. Jr. & Elyce Still
3907 Wakefield Dr. Tyler, Texas 75701
903-571-5772 • estill@suddenlink.net
District 2 Herd No. 17495

Hudek Farms

Steve & Judy Hudek
PO Box 1373 • George West, TX 78022
361-449-7595 • 361-362-2912
361-449-7155 • jhudek60@yahoo.com
District 2 • Herd No. 34274

Hurricane Cattle Company

Paul & Molly Burrough
PO Box 2556 • Weatherford, TX 76086
817-994-6596 • 682-229-4822
paulburrough@prodigy.net
District 2 • Herd No. 100707

I Will Walk Ranch

Iryna & Steven Kravets
307 Paradise Dr. • Galveston, TX 77554
713-504-8338 • 713-504-6334
District 2 • Herd No. 39475

Iron Oaks

Lou & Robin Breving
PO Box 689 • Alvarado, TX 76009
817-821-7540 • loub5@yahoo.com
District 2 • Herd No. 39203

J & S Farm

Jeffrey Sweet
632 CR 1005 • Savoy, TX 75479
903-583-1057 • 903-345-8067
jsweet@acweb.com
District 2 • Herd No. 4114

J S Cattle

Jackie Soape
PO Box 1444 • Carthage, TX 75633
jackiesoape@yahoo.com
District 2 • Herd No. 35778

J Star C Ranch

John & Stella Cirlos
22206 Viales St. • San Antonio, TX 78261
210-867-6345 • 726-867-6345
cirlosjohn@yahoo.com
District 2 • Herd No. 37032

J&S Cattle Co.

Jamie & Sandra Symon
669 CR 133 • Alvin, TX 77511
713-725-4678 • jssymon@benekeith.com
District 2 • Herd No. 37851

Jeff Jackson

2043 CR 2014 • Walnut Springs, TX 76690
254-897-9116 • jeff3302@yahoo.com
District 2 • Herd No. 100449

Jas Family L.P.R.

Ben Dyer
10373 Steffa Rd. • Hempstead, TX 77445
979-472-9424 • 979-826-2290
bendyer94@gmail.com
District 2 • Herd No. 100090

JH Ranch

James G. Herrin
1200 Prairie Wind Blvd.
Stephenville, TX 76401
254-396-5439 • 254-898-3124
jamesherrin158@yahoo.com
District 2 • Herd No. 1552

JHC Cattle

Helen Carleston
Box 177 • Louise, TX 77455
979-648-2207 • 979-543-0395
District 2 • Herd No. 14793

JM Ranch

John Lynn
4062 Woodfox • Houston, TX 77025
713-205-4066 • jlynn@newfield.com
District 2 • Herd No. 36662

JMK Ranch

Jon & Kim Mitchell
15736 FM 1322 • Luling, TX 78648
512-376-1858 • mksservice@mac.com
District 2 • Herd No. 100535

Becky & Foss Jones

PO Box 1299 • McAllen, TX 78505
956-605-2760 • 956-631-7896
zzapata@aol.com
District 2 • Herd No. 199

Jacklyn Jones

PO Box 609 • Bloomington, TX 77951
361-550-4996 • jacklynjones@yahoo.com
District 2 • Herd No. 17202

Joe & Laura Jones

PO Box 609 • Bloomington, TX 77951
361-648-6373 • 361-550-0994
jkjones@tisd.net
District 2 • Herd No. 11600

John Martin Ranches

John Martin
Box 869 • San Diego, TX 78384
361-701-5683 • johnmartin1933@yahoo.com
District 2 • Herd No. 4

JTP Cattle Company

John Phillips
14693 FM 395 • Normangee, TX 77871
979-218-7090 • jtkaphillips@gmail.com
District 2 • Herd No. 101035

K & B Streit Farms

Kyle & Bobbie Streit
10010 Flippin Rd. • Electra, TX 76360
940-631-7421 • 940-495-7427
kb_streitfarm@yahoo.com
District 2 • Herd No. 100215

K3 Ranch

Gary & Danalyn Kircher
2420 Bolton Rd. • Marion, TX 78124
830-914-2055 • gakhk@yahoo.com
District 2 • Herd No. 17620

Kerlick Family Cattle

Kyle & Krista Kerlick
PO Box 556 • Yorktown, TX 78164
361-649-0552 • kidkerlich@hotmail.com
District 2 • Herd No. 17825

KF Livestock

Dean Fuchs
1210 Century Farms Rd. • Burton, TX 77835
979-733-0145 • 979-733-7376
kflivestock@hotmail.com
District 2 • Herd No. 37937

Charles A. Kiker Jr.

10065 Gaulding Rd. • Beaumont, TX 77705
409-794-2416 • 409-673-5777
cak2416@outlook.com
District 2 • Herd No. 4441

John & Kay Kiker

24081 Jones Rd. • Hempstead, TX 77445
979-826-8329 • 979-219-0095
j.w.k.1934@gmail.com
District 2 • Herd No. 3500

King Ranch Inc.

PO Box 1090 • Kingsville, TX 78364
361-221-0317 • 361-219-0434
kmcDonald@king-ranch.com
District 2 • Herd No. 1

Shannon & Starla Kirby

12908 FM 1816 • Nocona, TX 76255
940-782-4315 • 940-613-1917
starla_kirby@msn.com
District 2 • Herd No. 100913

Korban Cattle

Miller Alexander
1209 S 10th St., Ste. A-662 • McAllen, TX 78501
956-960-9099 • jhall.mexico@gmail.com
District 2 • Herd No. 102294

Krebs Ranch

Olivia Gratz
9491 Hwy 59 South • Texarkana, TX 75501
903-701-6672 • oliviakg@yahoo.com
District 2 • Herd No. 39909

Kubena Cattle Co.

Matt & Joann Kubena
9003 FM 1459 • Sweeny, TX 77480
979-373-1911 • makubena@aol.com
District 2 • Herd No. 18237

L - T Cattle Company

Len Custer
Box 240 • Kenedy, TX 78119
830-534-6664 • 830-534-3215
lenc@custerresourcesllc.com
District 2 • Herd No. 14557

La Campana Ranch

Tom Martin
3501 Hwy 59 S • George West, TX 78022
361-566-2244 • campana@grandriver.net
District 2 • Herd No. 685

La Cuchilla Ranch

Loel Garza
PO Box 4135 • McAllen, TX 78502
956-778-6277 • loel.garza@gmail.com
District 2 • Herd No. 39508

La Mora Ranch

Marc, Lupita & Marco Mora
5331 Mile 8 Rd. • Mission, TX 78573
956-605-2360 • mamhart@msn.com
District 2 • Herd No. 37262

Lackey Ranch

Page Saunders
9357 N State Hwy 119 • Yorktown, TX 78164
361-564-2976 • 361-645-9118
lackeyranch2015@yahoo.com
District 2 • Herd No. 10

Lambert Farms

14610 Quail Ridge Rd. • Danbury, TX 77534
979-997-8044 • bebo.lambert79@yahoo.com
District 2 • Herd No. 101953

Lazy 2 Cattle

Lyle & Terri Hanna
6844 Old Smithville Rd. • Flatonia, TX 78941
281-794-9606 • lazy2cattle@gmail.com
District 2 • Herd No. 37104

Lazy JV Ranch

Larry Sidebottom
PO Box 56 • Edcouch, TX 78538
956-451-4132 • lrrysdbttm@aol.com
District 2 • Herd No. 17531

Lazy W Farms

Lisa & Ken Wamsley
1411 Hobo Ln. • Madisonville, TX 77864
936-443-0048 • 936-443-9205
gertgauers@yahoo.com
District 2 • Herd No. 20881

Lenk Ranch

Jeffrey Lenk
1295 CR 130 • Hutto, TX 78634
512-423-3942 • jlenk@ptitest.com
District 2 • Herd No. 35795

Lennon Cattle Company

Chad & Stacy Lennon
3036 CR 3485 • Alba, TX 75410
903-714-7866 • 903-714-5295
stacylennon@yahoo.com
District 2 • Herd No. 101765

Robert B. Leon

116 W Juan Linn St. • Victoria, TX 77901
361-578-3546
District 2 • Herd No. 38006

Lively Farms

Britt & Joshelyn Lively
7529 FM 2446 • Franklin, TX 77856
254-433-1445 • 254-433-1053
joshelyn.lively@gmail.com
District 2 • Herd No. 40425

LMR Farms

Leroy & Mary H. Moczygemba
760 CR 5718-E • Natalia, TX 78059
830-709-3297 • 830-214-5350
leroylmrfarms@aol.com
District 2 • Herd No. 9104

Log Creek Ranch

T.J. Jimerson
1441 CR 129 • Kenedy, TX 78119
830-299-0558 • tjjimerson@aol.com
District 2 • Herd No. 34026

Lone Oak Ranch

Cheryl Spencer & Dr. Joseph Kirland
PO Box 8425 • Huntsville, TX 77340
281-682-1641 • 936-291-8867
cherylgspen@gmail.com
District 2 • Herd No. 322

LRB Ranches, LLC

PO Box 1417 • Victoria, TX 77902
361-573-7141 • 361-550-0994
briggsranches48@gmail.com
District 2 • Herd No. 48

Lyness Farms

Luke Lyness
PO Box 442 • Ben Wheeler, TX 75754
903-833-5191 • 214-869-7106
llyness@terrellglassandmirror.com
District 2 • Herd No. 35035

Lynn Melton Ranches

Lynn Melton
12749 FM 17 • Grand Saline, TX 75140
903-962-4737 • 903-530-8578
lmranches@aol.com
District 2 • Herd No. 18900

M & M Cattle

Michael & Marsha Parham
236 Lower Mission Valley Rd.
Victoria, TX 77905
361-550-0101
mmparham0510@yahoo.com
District 2 • Herd No. 40263

M Rock Farm

Michael McConaughy
1414 CR 1214 • Texarkana, TX 75501
903-277-3469 • 903-277-4806
karenmcc@yahoo.com
District 2 • Herd No. 38636

Mackey Cattle Company

Chaylon, Charles & Brenda Mackey
PO Box 6 • Timpson, TX 75975
936-554-0783
brendamackey@sbcglobal.net
District 2 • Herd No. 37083

Maldonado Cattle Co.

Adan & Norma Maldonado
6258 E Hwy 107 • Edinburg, TX 78542
956-330-0981 • 956-383-9113
ydriveinn@yahoo.com
District 2 • Herd No. 39053

Zachary Mancha

766 Church Dr. • Poteet, TX 78065
210-799-3026 • 210-852-9200
manchazachary@gmail.com
District 1 • Herd No. 100420

James & Helen Mcada

PO Box 1080 • Bay City, TX 77404
979-241-5097 • 979-245-5301
jmcada@mcadadrillingfluids.com
District 2 • Herd No. 39274

McLeon Farm

Richard & Patty McLeon
PO Box 698 • Henderson, TX 75653
903-646-0556 • 903-889-2731
richard@rcelectric.org
District 2 • Herd No. 5765

Jason Miller

PO Box 168 • Palacios, TX 77465
millerjason1227@gmail.com
District 2 • Herd No. 10560

David & Christy Moran

2901 Shadow Lawn St. • Brenham, TX 77833
979-251-0391
moran_fam4@yahoo.com
District 2 • Herd No. 102507

Micah Morgan

16137 US Hwy 155 N • Ore City, TX 75683
micahmorgan@gmail.com
District 2 • Herd No. 36244

Michael L. Powell

2350 Lindsey Dr. • Robstown, TX 78380
District 2 • Herd No. 3654

Morgan Richards

PO Box 1760 • Dickinson, TX 77539
832-561-1244 • elmoe31@earthlink.net
District 2 • Herd No. 38212

Mr. & Mrs. Gene E. Kubecka

Gene Kubecka
5475 FM 457 • Bay City, TX 77414
979-240-5311 • gkubecka@juno.com
District 2 • Herd No. 6417

Muegge Cattle

Melissa, Brett, Michael & Vicky Muegge
12409 FM 390 E • Brenham, TX 77833
979-277-2987 • 979-251-4868
District 2 • Herd No. 17449

My Place

Maebelle Yarbrough
PO Box 600 • Garrison, TX 75946
936-554-0851 • 936-347-5355
maebelle@windstream.com
District 2 • Herd No. 17863

Myers Cattle & Land Co.

Carroll Myers, Mark Myers & Lauren West
25821 State Hwy 6 S • Navasota, TX 77868
936-825-6544 • 713-299-1470
cdmyerscl@gmail.com
District 2 • Herd No. 6491

Neel Cattle Company

D. Cannon Neel
23106 Laneview Rd. • Hempstead, TX 77445
281-787-4854
cannon@cannonconstruction.co
District 2 • Herd No. 40483

Matthew Nichols

Po Box 88 • Axtell, TX 76624
940-393-2305 • mnichols1011@earthlink.net
District 2 • Herd No. 19321

Stephanie Nite

6343 Applewood Forest Dr. • Katy, TX 77494
979-219-2768 • stephanienite@hotmail.com
District 2 • Herd No. 101028

NK Land & Vine

Nickie & Kimra Plaisance
333 CR 276 Lot B • Tuscola, TX 79562
325-669-1953 • ngplaisance@gmail.com
District 2 • Herd No. 37130

Noles Farm

John Noles
2712 James • Denton, TX 76205
940-390-0602 • 940-566-0700
jbnoles1@yahoo.com
District 2 • Herd No. 18018

Olivarez Ranches

Ben & Kathy Olivarez
PO Box 829 • Mission, TX 78573
956-585-1661 • 956-330-7556
betterben@reagan.com
District 2 • Herd No. 439

Painted Ass Ranch, LLC

Kay Burkman & Robert Rhodes
560 Pioneer Rd. • Seguin, TX 78155
210-445-9536 • 210-378-1964
kadytexas@yahoo.com
District 2 • Herd No. 39011

Palecek Cattle Co.

Dan & Mary Jo Palecek
11339 FM 2015 • Tyler, TX 75708
903-533-8878 • 505-220-8019
palecekcattle@aol.com
District 2 • Herd No. 2723

Parish Ranch

Mason Parish
17374 Castlewood Dr. • Conroe, TX 77306
936-537-1985 • mrparish10@yahoo.com
District 2 • Herd No. 38682

Passion Farms

Frank Santos
4753 Soda Springs Rd. • Luling, TX 78648
830-351-0622 • 512-508-6747
franksantos202@yahoo.com
District 2 • Herd No. 101867

Pavo Real Ranch

William Peacock
PO Box 530098 • Harlingen, TX 78553
956-423-6733 • 956-279-2946
billpeacoc@hotmail.com
District 2 • Herd No. 39040

P-D Ranch

Duane Ermis
9772 CR 309 • Navasota, TX 77868
281-413-5181 • d.ermis@hotmail.com
District 2 • Herd No. 101961

Joel N. & Dora Pena

217 N Shary Blvd. • Alton, TX 78573
956-605-9089
District 2 • Herd No. 8962

Perry Bass-San Jose Cattle Co.

Wade Ruddock
PO Box 848 • Rockport, TX 78381
361-729-9551 • 361-386-5134
wruddock@sanjosecattle.net
District 2 • Herd No. 555

Pine Haven Farm

Annelle Fowler
19324 Fowler Ln. • Whitehouse, TX 75791
903-360-5331 • mauriciakemp@gmail.com
District 2 • Herd No. 17253

Pitchford Cattle Co.

Darrell & Shana Pitchford
8565 CR 3913 • Athens, TX 75752
903-388-2288 • 903-388-2386
pitchfordcattle@hotmail.com
District 2 • Herd No. 9519

Pleasant Hill Ranch

Beau Gervais
Po Box 343 • Lexington, TX 78947
979-773-4516 • 713-775-4016
gervaisbjg@gmail.com
District 2 • Herd No. 39845

Pohl Cattle Co.

Dan & Nancy Pohl
PO Box 781708 • San Antonio, TX 78278
979-743-9670 • dpland@att.net
District 2 • Herd No. 36045

Possum Walk Ranch

Buddy & Larue Smith
107 Bowden Rd. • Huntsville, TX 77340
936-291-1891 • 936-661-1446
District 2 • Herd No. 2000

Preston Cattle Company

Matt Preston
1641 CR 14760 • Paris, TX 75462
mcprest@gmail.com
District 2 • Herd No. 20357

Puesta Del Sol Ranch

Luis & Ninfa Velasquez
PO Box 968 • Hebronville, TX 78361
956-330-6228 • 361-527-9056
District 2 • Herd No. 40464

Quatro Cattle Co.

Allan & Jody Richards
PO Box 8556 • Waco, TX 76714
254-715-4784 • 830-598-6874
jrichards27@verizon.net
District 2 • Herd No. 12325

R & D Farms

Dickie & Rhonda Hargis
PO Box 1820 • Hemphill, TX 75948
409-579-3996 • dhargis22@yahoo.com
District 2 • Herd No. 19409

R C Cattle Co.

Rene Chapman
PO Box 261179 • Corpus Christi, TX 78426
361-438-6525 • 361-387-5395
sararenechapman@yahoo.com
District 2 • Herd No. 100115

R S R Ranch

Randy Hoyer
PO Box 23 • Gillett, TX 78116
210-275-4515 • rshoyerranch@yahoo.com
District 2 • Herd No. 35700

Rafter B Ranch

Tim Barta
PO Box 1356 • Needville, TX 77461
281-639-3897
District 2 • Herd No. 13394

Rancho Augustina

Rodolfo Mancha Sr. & Ana Lisa Mancha
766 Church Dr. • Poteet, TX 78065
210-852-9200 • rudymancha1@gmail.com
District 2 • Herd No. 8340

Rancho Blanco Cattle Co.

Patricia Dunlap-Vento
10277 FM 429 • Kaufman, TX 75142
956-245-8802 • patriciavento@att.net
District 2 • Herd No. 674

Rancho El Encino

Jose & Amelia Gonzalez
507 Hackberry Bend • Port Lavaca, TX 77979
361-746-0014 • 361-648-6310
amelia0rtiz61@gmail.com
District 2 • Herd No. 40478

Rancho El Pato

Charles Sellers
PO Box 1084 • Del Rio, TX 78841
015-286-1612
rancholaescondida@prodigy.net
District 2 • Herd No. 1959

Rancho La Escondida

Elizabeth Spence Fennell
2009 B Renee Dr. • Eagle Pass, TX 78852
830-703-9700
c_sellers07@hotmail.com
District 2 • Herd No. 2007

Rancho Los Abuelos

Rafael E. Reyna
2918 Westchester Ln. • Harlingen, TX 78550
956-342-9442 • rafael1lisa2@gmail.com
District 2 • Herd No. 102395

Rancho Salida Del Sol

John H. & Pamela Liford
PO Box 1739 • Gonzales, TX 78629
830-203-7125 • 830-672-2879
liford@gvec.net
District 2 • Herd No. 9020

Ean Reath

PO Box 1144 • Livingston, TX 77351
713-201-3579 • reath_ean@yahoo.com
District 2 • Herd No. 101264

Reese Ranch

Scott & Devlin Reese
PO Box 316 • Encinal, TX 78019
956-286-4232 • 956-286-4239
reese.ranch@yahoo.com
District 2 • Herd No. 100060

Samantha Regitano

1301 Wisdom Dr. • Deer Park, TX 77536
281-685-0101 • 281-479-5252
kregitano@att.net
District 2 • Herd No. 38143

Michael & Sally Richmond

16800 CR 2852 • Eustace, TX 75124
214-649-2705 • 214-263-4601
sallyrichmond@sbcglobal.net
District 2 • Herd No. 15427

Rockin 3T Ranch

801 Lakeview Dr. • Ennis, TX 75119
214-949-7084 • threetpallet@sbcglobal.net
District 2 • Herd No. 39031

Rockin T

Sam & Donna Thornton
578 CR 35050 • Honey Grove, TX 75446
903-378-7993 • 817-980-1011
rockintgerts@gmail.com
District 2 • Herd No. 37242

Rocking A Ranch

Allen & Cheryl Grainger
PO Box 2282 • Brenham, TX 77834
979-830-8785 • 979-337-4151
rockingacattle@gmail.com
District 2 • Herd No. 878

Rocking B Farms

Brad Bland
3966 FM 1956 • Nocona, TX 76255
817-991-2624 • bradbland116@gmail.com
District 2 • Herd No. 4038

Rocking S 6 Schuleman Cattle Company

Neale Schuleman Family
1409 Stacey • Navasota, TX 77868
936-825-6385 • nschuleman@yahoo.com
District 2 • Herd No. 39512

Casey Roe

6110 Taylor Rd. • Kaufman, TX 75142
972-948-9538 • 469-955-4919
caseyroe126@gmail.com
District 2 • Herd No. 38538

Cody Rogers

21318 Snappy Creek Ln. • Spring, TX 77388
832-818-8683 • 832-287-7523
allison@aarinc.net
District 2 • Herd No. 40168

Romines' Farm

Glenn Romines
PO Box 188 • Chico, TX 76431
940-393-6291
romines188@embarqmail.com
District 2 • Herd No. 36683

Romines Farm

Josh Romines
PO Box 188 • Chico, TX 76431
940-393-6291 • 940-210-8662
rominesjosh@gmail.com
District 2 • Herd No. 36525

Rose Hill Ranch

A.J. & Rosemary Gambino
PO Box 235 • Pattison, TX 77466
832-496-8836
rosemary.gambino@gmail.com
District 2 • Herd No. 17615

Ruddock River Ranch

Angie & Wade Ruddock
PO Box 1777 • Rockport, TX 78381
361-668-3177 • angie_ruddock@cis-ais.com
District 2 • Herd No. 40336

Running Z Ranch

David Zinnante
2550 CR 233 • Florence, TX 76527
910-551-9056
david.zinnante@utexas.edu
District 2 • Herd No. 37470

Alejandro Salinas Jr.

1805 E Ramseyer Rd. • Edinburg, TX 78542
956-207-7457
District 2 • Herd No. 101954

Santo Poco Ranch

Len & Sheila Custer
PO Box 240 • Kenedy, TX 78119
830-534-6664 • lenc@santopocoranch.com
District 2 • Herd No. 40605

Mary Ann Schirimer

C/O 33 Chapel Hill Cir. • San Antonio, TX 78240
District 2 • Herd No. 102099

Schuster Farms

Fred & Donna Schuster
6909 S Stewart • San Juan, TX 78589
956-330-0727 • 956-787-0286
schustercattle@aol.com
District 2 • Herd No. 371

SGBI

PO Box 1257 • Kingsville, TX 78364
361-592-8572
District 2 • Herd No. 34312

Siler Santa Gertrudis

David & Avanel Siler
PO Box 3 • Doole, TX 76836
325-483-5449 • 325-456-7881
dsiler@centex.net
District 2 • Herd No. 17038

Scott Singletary

203 Heath • Madisonville, TX 77864
936-348-4885
District 2 • Herd No. 40312

Gray Sloop

135 E Beckonvale Cir. • The Woodlands, TX 77382
gsloop@metalplate.com
District 2 • Herd No. 38540

Smith Family Farm

James Smith
12906 Dove Oaks Ct. • Houston, TX 77041
832-337-4933 • 832-530-9019
james_d_smith@me.com
District 2 • Herd No. 101080

Solid Rock Ranch

Matt Jones
PO Box 1291 • Franklin, TX 77856
979-777-7571 • mattj@solidrockranch.com
District 1 • Herd No. 101396

Darrell Sonntag

PO Box 748 • Meridian, TX 76665
254-435-2488
District 2 • Herd No. 4427

Sonrisa Grande Ranch

Bill & Dee Pennybacker
PO Box 2366 • Brenham, TX 77834
979-203-0004
sonrisagranderranch@gmail.com
District 2 • Herd No. 14131

Split Bar -M- Ranch

Leon & Carole Moore
11062 S Hwy 121 • Trenton, TX 75490
903-821-0350
District 2 • Herd No. 17774

Spriggs Cattle Company

Donnie Spriggs
5 Dan Michael Dr. • Texarkana, TX 75501
903-293-0658 • 903-277-3070
donniespriggs@yahoo.com
District 2 • Herd No. 40132

John Stacey

13929 FM 548 • Forney, TX 75126
District 2 • Herd No. 102128

Strait Ranches

Y.N. Strait
1465 CR 101 • Carrizo Springs, TX 78834
830-317-3310 • getgerts@gmail.com
District 2 • Herd No. 435

Strait Ranches

Cynthia Strait
1465 CR 101 • Carrizo Springs, TX 78834
830-317-3316 • cynthiastrait@gmail.com
District 2 • Herd No. 34144

Strait Ranches

Yancey N. Strait Jr.
3041 Brookgreen Ct. • Prosper, TX 75078
972-841-0989 • yancey_strait@yahoo.com
District 2 • Herd No. 16644

Stromen Cattle Co.

2503 Tabor Rd. • Bryan, TX 77803
979-255-2582 • bill@fdrservices.com
District 2 • Herd No. 2582

Super 8 Land & Cattle

Charles & Mary Lee Belcik
PO Box 683 • Yoakum, TX 77995
361-293-3919 • 361-407-0043
nanabelcik@yahoo.com
District 2 • Herd No. 40656

Swannderosa Ranch

Bill Swann
PO Box 1286 • Lampasas, TX 76550
512-423-9747 • bubaswann@gmail.com
District 2 • Herd No. 101916

Sycamore Creek Ranch

Linda Lindh David
Po Box 678 • Gainesville, TX 76241
940-665-5121 • 940-453-1401
wesleyandjanemartin@hotmail.com
District 2 • Herd No. 1004

T & S Farm

Tom Pellett
7400 FM 1650 • Gilmer, TX 75645
District 2 • Herd No. 101901

T 5 Bar Ranch

Kathryn Sue & Jim Timmons
PO Box 756 • San Saba, TX 76877
325-372-3145 • 325-372-1264
jimacktim@yahoo.com
District 2 • Herd No. 17358

Tac Land & Cattle

Chris & Slone Taliaferro
PO Box 9 • Rosser, TX 75157
972-486-3140 • 214-674-8064
ctaliaferro1@sbcglobal.net
District 2 • Herd No. 2583

Wylie & B.J. Taliaferro

Box 57 • Rosser, TX 75157
214-793-5111 • 469-644-1620
wylietaliaferro@yahoo.com
District 2 • Herd No. 3326

Tara Ranch

Curtis & Tamara Hudnall
PO Box 767 • Liberty, TX 77575
936-334-1188 • 936-334-4804
tamara@curtisandsonco.com
District 2 • Herd No. 38763

Terry Ranch

Ronald Terry & Tyler Terry
2807 Summer Tree Ln. • McKinney, TX 75071
469-667-2726 • 972-342-4394
terry.family@att.net
District 2 • Herd No. 101883

Texas Oaks Cattle Ranch

Gayla Lambert
5831 FM 389 • Brenham, TX 77833
979-203-9885 • 713-906-9001
rafterz@yahoo.com
District 2 • Herd No. 39914

The Danrick

Trey & Dana Daniel
7103 CR 427 • Marquez, TX 77865
936-349-6711 • thedanrickgerts@gmail.com
District 2 • Herd No. 12893

Thirteen Oaks Farm

Olena Cobb
PO Box 21775 • Waco, TX 76702
254-749-2587 • haroldccobb@gmail.com
District 2 • Herd No. 10403

Thunderbolt Farm

Sharen & Gary Edwards
17751 CR 566 • Nevada, TX 75173
214-803-8175 • tboltfarm@aol.com
District 2 • Herd No. 18975

T-J

Thomas Jones II
24031 Rockin Seven Dr. • Hockley, TX 77447
832-731-0522
District 2 • Herd No. 37703

Kade Thigpen

1630 Hwy 173 N • Hondo, TX 78861
830-426-1366 • 210-414-2493
thig9bb@yahoo.com
District 2 • Herd No. 100365

Townsend Cattle Company

Ivan & Debbie Townsend
PO Box 152 • Louise, TX 77455
979-648-2108 • 979-541-4989
townsendcattle81@gmail.com
District 2 • Herd No. 35782

Hillary Trant

17988 FM 244 • Lola, TX 77861
936-870-5405 • hjeannine05@hotmail.com
District 2 • Herd No. 35814

Trey Roach

409 Woodland Trl. • Keller, TX 76248
gtodash@verizon.net
District 2 • Herd No. 36830

Triple P Ranch

Mike & Kim Peppercorn
870 Barretts Landing • Trinity, TX 75862
713-703-8937 • 936-222-1164
kim.peppercorn@yahoo.com
District 2 • Herd No. 101378

True Gert Cattle

Linlea Wilson & Joe Shelby
5581 CR 79 • Robstown, TX 78380
361-877-4469 • 361-877-4463
truegertcc@aol.com
District 2 • Herd No. 440

Twin Creek Ranch

Wesley & Lou Hall
547 Woodcrest • San Antonio, TX 78209
713-871-1972 • 713-614-6209
wesley8561@att.net
District 2 • Herd No. 10873

TZ Cattle Company

Mike & Anne Wirtz
Box 1297 • Brenham, TX 77834
979-451-0708 • 979-451-0373
awtz@sbcglobal.net
District 2 • Herd No. 8810

Urbanosky Ranch

Jerome Urbanosky
14525 Urbanosky Ln. • Plantersville, TX 77363
713-896-9956 • 281-797-5715
jerome@ameritechsi.com
District 2 • Herd No. 2243

Blake & Danielle Urbanosky

14525 Urbanosky Ln. • Plantersville, TX 77363
936-870-5252
District 2 • Herd No. 14232

Cristi & Cole Urbanosky

14525 Urbanosky Ln. • Plantersville, TX 77363
936-870-8973 • 281-222-3184
District 2 • Herd No. 12898

Jerome Urbanosky III

Jerome & Leigh Urbanosky III
14525 Urbanosky Ln. • Plantersville, TX 77363
979-204-5719
District 2 • Herd No. 12897

Patti Urbanosky

Patti & Duane Urbanosky
14525 Urbanosky Ln. • Plantersville, TX 77363
936-870-6410 • pattiuurb77@yahoo.com
District 2 • Herd No. 11722

Burton A. Utley

466 CR 131 • Kenedy, TX 78119
District 2 • Herd No. 767

V8 Cattle Inc.

Jim S. Williams
PO Box 338 • Boling, TX 77420
979-657-2587
District 2 • Herd No. 100962

Vanguard Cattle

Steven & Wendy Neidigk
6310 Fox Hunt Dr. • Arlington, TX 76001
817-247-4776 • 817-2396-5125
vanguardcattle@gmail.com
District 2 • Herd No. 101957

Vesper Ranch

Kelly Vesper
Drawer 679 • Cotulla, TX 78014
903-436-3606 • 979-219-4599
District 2 • Herd No. 43

VZ Cattle

Scott & Tracy Vanzile
226 CR 4107 • New Boston, TX 75570
903-277-3601 • 903-832-7611
903-908-0505 • vzcattle@gmail.com
District 2 • Herd No. 39891

Antonio Weaver

9821 FM 803 • Los Fresnos, TX 78586
District 2 • Herd No. 100066

Wendt Ranches Partners, LLC

5475 FM 457 • Bay City, TX 77414
979-245-5100 • 979-240-5311
wendtranches@hotmail.com
District 2 • Herd No. 621

Wethington Cattle Company

Belinda Wethington
6995 Jubilee Trl. • Lola, TX 77861
wethingtoncattleco@yahoo.com
District 2 • Herd No. 102570

Rex Wilbanks

1332 CR 4840 • Mount Pleasant, TX 75455
903-285-0204
District 2 • Herd No. 9069

Judd & Heather Williamson

1203 Troy Johnson Rd. • Lukin, TX 75901
936-414-9630 • williamson.ha@gmail.com
District 2 • Herd No. 102453

David Willie

3730 Franklin • Waco, TX 76710
david.willie@ctwt.com
District 2 • Herd No. 34058

Wilson Livestock Company

Aaron Wilson
1277 CR 314 • El Campo, TX 77437
936-581-0734 • 979-543-6341
aaron_wilson_00@yahoo.com
District 2 • Herd No. 101693

Witte Agricultural Development, LLC

Tyler Witte
3242 FM 1144 • Karnes City, TX 78118
979-676-0904
District 2 • Herd No. 102385

Woman Hollerin Ranch

Rick & Betty McCormick
1211 Peach Ridge Rd. • Brookshire, TX 77423
281-375-6861 • 281-797-6355
bettysue1959@gmail.com
District 2 • Herd No. 9213

Wunderlich Farms

Dayne Wunderlich
1755 Lange Lake Rd. • Brenham, TX 77833
979-277-2838
District 2 • Herd No. 35706

Wunderlich Farms

Paul & Katy Wunderlich
PO Box 907 • Hempstead, TX 77445
979-277-2838
District 2 • Herd No. 19282

Wunderlich Farms

Peter & Kris Wunderlich
2870 Triangle Z Ln. • Brenham, TX 77833
979-836-4531 • 979-229-6811
pjwunderlich@hotmail.com
District 2 • Herd No. 18001

Wunderlich Farms

Terry & Nancy Wunderlich
1755 Lange Lake Rd. • Brenham, TX 77833
979-277-2838
n.wunderlich@hotmail.com
District 2 • Herd No. 34115

Pete & Clay Yorek

7221 FM 244 • Anderson, TX 77830
936-870-5596 • sgerts12@yahoo.com
District 2 • Herd No. 15329

Zajic Farms

Matt Zajic
1903 Alsdorf Rd. • Ennis, TX 75119
matt.zajic@gmail.com
District 2 • Herd No. 40616

Utah

McCollaum Santa Gertrudis

Paul J. McCollaum Jr.
7170 W 2500 N • Abraham, UT 84635
District 1 • Herd No. 9425

Virginia

F N P Cattle

Faron & Nikola Smith
10018 Verriersville Rd.
Rhoadesville, VA 22542
540-846-7112 • fnpcattle@yahoo.com
District 6 • Herd No. 102051

International

Ganadera Cortijo El Baden, S.A.

Gonzalo Sanchez
PO Box 456-3000 • San Francisco, Heredia,
Costa Rica 40103
506-2238-0687 • 506-8822-9890
gsj_53@hotmail.com
Herd No. 39268

T&T Angus La Muralla Spr De Ri De Cv

L. Rodolfo Terrazas
Parque Norte #3, Col. San Felipe •
Chihuahua, Chihuahua, Mexico 31203
lamurallasantagertrudis@gmail.com
Herd No. 40108

Alabama Jr.

Emma Claire Long

686 CR 23 • Clio, AL 36017
334-397-4318 • 334-402-0571
blong@dalecountybooc.org
District 3 • Herd No. 101729

Arkansas Jr.

Will Barton

2202 Columbia Rd. 78 • Magnolia, AR 71753
kellidyer.barton@gmail.com
District 2 • Herd No. 102483

Cole Cossey

2639 Gum Springs Rd. • Searcy, AR 72143
501-207-2272
District 2 • Herd No. 102413

Joseph Cossey

2635 Gum Springs Rd. • Searcy, AR 72143
501-207-2272
District 2 • Herd No. 102414

Caroline Daniel

2758 N Dudley Rd. • Magnolia, AR 71753
870-904-3070 • triple7farms@gmail.com
District 2 • Herd No. 100336

Erin Kay Daniel

2758 N Dudley Rd. • Magnolia, AR 71753
870-234-6177 • 870-904-3070
triple7farms@gmail.com
District 2 • Herd No. 40543

Patrick Daniel

2758 N Dudley Rd. • Magnolia, AR 71753
870-904-3070 • triple7farms@gmail.com
District 2 • Herd No. 39650

Cole Gonzales

PO Box 185 • Perryville, AR 72126
501-288-4634
District 2 • Herd No. 39156

Colby Krone

296 German Rd. • Perry, AR 72125
District 5 • Herd No. 102458

Madilynn Krone

296 German Rd. • Perry, AR 72125
District 2 • Herd No. 101734

Brittany Kunkel

4746 Hwy 58 • Poughkeepsie, AR 72569
501-412-5188 • ckunkel@cavacityschools.org
District 2 • Herd No. 37419

Dylan Leddy

550 Sunset Ridge • Cave City, AR 72521
870-613-1200 • 870-613-3116
luckyfarm12@gmail.com
District 2 • Herd No. 100350

Kaylee Leddy

550 Sunset Ridge • Cave City, AR 72521
870-613-3116
District 2 • Herd No. 102461

Maggie McDonald

2212 Columbia 87 • Magnolia, AR 71753
870-904-8431
robert@southerntitleclosing.com
District 2 • Herd No. 102243

Carley Morgan

PO Box 358 • Portia, AR 72457
870-759-1948 • 870-759-1947
ben.morgan@smalink.com
District 2 • Herd No. 40600

Josie O'Bar

5266 Barber Rd. • Booneville, AR 72927
479-675-6344 • joeobar@icloud.com
District 2 • Herd No. 102396

Tess Savell

PO Box 104 • Oxford, AR 72565
870-373-1991 • 870-258-3211
hsavell@hotmail.com
District 2 • Herd No. 100118

Emmalee Taylor

1870 Silver Hill Rd. • St. Joe, AR 72675
870-504-0629 • emmaleetaylor98@gmail.com
District 2 • Herd No. 37475

Jasmine Vaughn

Ernie Davis Rd. • Austin, AR 72007
superhauline@yahoo.com
District 2 • Herd No. 102459

California Jr.

Emma Bettancourt

PO Box 905 • Los Banos, CA 93635
District 5 • Herd No. 102543

JL Livestock

Jesse Ledezma
37715 Elm Ave. • Greenfield, CA 93927
District 5 • Herd No. 102544

Florida Jr.

Abbie Edenfield

PO Box 24 • Altha, FL 32421
850-762-8388 • fivebare@yahoo.com
District 4 • Herd No. 38697

Kelsie Edenfield

PO Box 24 • Altha, FL 32421
850-762-8388 • fivebare@yahoo.com
District 4 • Herd No. 38699

Brianna Edwards

6304 SW Busch St. • Palm City, FL 34990
772-216-6904 • edwa3331@att.net
District 4 • Herd No. 100288

Audrey Jones

220 SW Owens Dr. • Lake City, FL 32024
386-623-0273 • 386-623-2155
jonesmamato3@gmail.com
District 4 • Herd No. 100573

Bailey Jones

220 SW Owens Dr. • Lake City, FL 32024
386-623-0273 • 386-623-2155
jonesmamato3@gmail.com
District 4 • Herd No. 100504

Bo Jones

220 SW Owens Dr. • Lake City, FL 32024
386-623-2155 • btjones17@gmail.com
District 4 • Herd No. 101917

Carley Jones

3035 SW CR 240 • Lake City, FL 32024
386-623-9088 • 386-623-0301
cdwshower6@gmail.com
District 4 • Herd No. 100144

Jakob Jones

3035 SW CR 240 • Lake City, FL 32024
386-623-0301 • 386-623-9088
jbarfarms5@gmail.com
District 4 • Herd No. 37761

Trayce King

27440 State Rd. 71 N • Altha, FL 32421
850-762-8388 • fivebare@yahoo.com
District 4 • Herd No. 38698

Tristan King

27440 State Rd. 71 N • Altha, FL 32421
850-762-8388 • fivebare@yahoo.com
District 4 • Herd No. 38700

Georgia Jr.

Madi Carter

5669 Ice Plant Rd. • Willacoochee, GA 31650
912-534-5200 • hollyc.hc22@gmail.com
District 4 • Herd No. 101476

Luke Chastain

1435 Old Pleasant Valley Rd.
Talking Rock, GA 30175
706-889-0526 • mattc@ellijay.com
District 4 • Herd No. 100327

Will McDaniel

1325 Mid Broadwell Rd. • Alpharetta, GA 30004
770-475-0287 • 678-428-3342
whmcdaniel@gmail.com
District 4 • Herd No. 35585

Illinois Jr.

Nolan Heard

1689 Patriot Rd. • Centralia, IL 62801
618-231-5023 • nolanheard8@gmail.com
District 6 • Herd No. 6980

Indiana Jr.

Blaine Patterson

4250 W Olive Branch Rd. • Bloomfield, IN 47424
812-699-8748 • 812-384-7303
blaine_patterson11@yahoo.com
District 5 • Herd No. 40155

Kansas Jr.

Dawson Pope

20786 235th St. • Tonganoxie, KS 66086
913-416-0479 • dawsonpope61@gmail.com
District 2 • Herd No. 19566

Kentucky Jr.

Madeline Borden

696 Cundiff Ln. • Shepherdsville, KY 40165
502-718-5441
District 4 • Herd No. 101014

Canaan Eades

1475 Jonesville Rd. • Owenton, KY 40359
423-215-0943 • eadeslogging@gmail.com
District 4 • Herd No. 101855

Cody Heath

1338 Lacie Rd. • Turners Station, KY 40075
502-599-0934 • jheath1970@gmail.com
District 4 • Herd No. 6987

Jaycie Heath

1338 Lacie Rd. • Turners Station, KY 40075
502-599-0934
District 4 • Herd No. 36003

Kylee Meredith

696 Cundiff Ln. • Shepherdsville, KY 40165
District 4 • Herd No. 102166

Roten Smith

1501 Rebel Ridge Rd. • La Grange, KY 40031
502-222-9667
rodoridgerunner@bellsouth.net
District 4 • Herd No. 101166

Shelby Smith

1501 Rebel Ridge Rd. • La Grange, KY 40031
502-222-9667
rodoridgerunner@bellsouth.net
District 4 • Herd No. 101165

Louisiana Jr.

Collyn Arbour

5545 Kayleigh Ridge Ln. • Iowa, LA 70647
337-540-1054 • kerivick@yahoo.com
District 3 • Herd No. 101263

Brett Chenier

11558 Springfield Rd.
Denham Springs, LA 70706
District 3 • Herd No. 101848

Jameson Welch Curtis

11516 Springfield Rd.
Denham Springs, LA 70706
District 3 • Herd No. 102614

James Desselle

807 Backstep Rd. • Plaquemine, LA 71362
318-717-3180 • 318-359-8586
jamesdesselle59@gmail.com
District 3 • Herd No. 100307

Gracie Kathryn Doiron

11500 Springfield Rd.
Denham Springs, LA 70706
225-572-9040
District 3 • Herd No. 100607

Kash David Doiron

11500 Springfield Rd.
Denham Springs, LA 70706
District 3 • Herd No. 102613

Cole Forbes

30509 Hwy 441 • Holden, LA 70744
225-405-8835 • 225-936-2404
bigdogforbes3225@gmail.com
District 3 • Herd No. 100061

Jake Forbes

30509 Hwy 441 • Holden, LA 70744
225-936-2404 • tripleforbes@yahoo.com
District 3 • Herd No. 100127

Shelby Forbes

30509 Hwy 441 • Holden, LA 70744
225-405-8835 • 225-936-2404
pam.forbes@lpsb.org
District 3 • Herd No. 100062

Ella Funderburk

6656 Lost Ridge • Pineville, LA 71360
District 3 • Herd No. 102277

Kenzie Greathouse

7983 Greathouse Rd. • Lake Charles, LA 70607
337-540-0462
District 3 • Herd No. 102593

Cali Green

31256 Hwy 441 • Holden, LA 70744
225-405-3723 • 225-567-5970
johnng@demco.org
District 3 • Herd No. 100463

Jewelie Green

Circle G Farms
31256 Hwy 441 • Holden, LA 70744
225-405-3723
District 3 • Herd No. 101949

Landon Gremillion

371 Katie E Rd. • Plaquemine, LA 71363
District 3 • Herd No. 101256

Taylor Guidry

10627 LA Hwy 711 • Gueydan, LA 70542
337-523-9263 • 337-523-9986
guidrycattle@yahoo.com
District 3 • Herd No. 15680

Caiden McDowell

11961 Country Estates Ave. • Zachary, LA 70791
225-266-9677 • mcdowell753@gmail.com
District 3 • Herd No. 40556

Juliet McDowell

11961 Country Estates Ave. • Zachary, LA 70791
mcdowell753@gmail.com
District 3 • Herd No. 102423

Lucas McDowell

11961 Country Estate Ave. • Zachary, LA 70791
225-266-9677 • mcdowell753@gmail.com
District 3 • Herd No. 100628

Gage McKey

11558 Springfield Rd.
Denham Springs, LA 7076
District 3 • Herd No. 102316

Joe Shiffrar

2555 Effie Hwy • Deville, LA 71328
District 3 • Herd No. 102473

Megan Spence

11558 Springfield Rd.
Denham Springs, LA 70706
District 3 • Herd No. 102315

Ethan J. Wiley

155 Sayes Rd. • Deville, LA 71328
318-253-4364 • 318-481-8082
wileygerts@yahoo.com
District 3 • Herd No. 39833

Mia Wiley

155 Sayes Rd. • Deville, LA 71328
District 3 • Herd No. 101564

Mississippi Jr.**Cali Allison**

158 N Main St. • Pontotoc, MS 38863
662-279-3736 • jedwarddesignco@yahoo.com
District 3 • Herd No. 101535

Tyler Barlow

PO Box 1035 • Terry, MS 39170
District 3 • Herd No. 101376

Jamie Bryant

2759 Hwy 341 S • Pontotoc, MS 38863
662-419-1331 • 662-489-3198
jbryant1331@gmail.com
District 3 • Herd No. 12091

J.D. Chism

194 Gilmer Rd. S • Pontotoc, MS 38863
662-296-0432 • 662-419-1144
achismtrail@aol.com
District 3 • Herd No. 40340

McRae Clay

4522 Hwy 84 E • Meadville, MS 39653
601-850-9610 • mcraeclay@att.net
District 3 • Herd No. 37229

Will Clay

4522 Hwy 84 E • Meadville, MS 39653
601-850-9610 • 601-850-9611
District 3 • Herd No. 37228

John Dobson

352 Lake Coma Rd. • Laurel, MS 39443
601-428-1671 • dobsonfamily4@bellsouth.net
District 3 • Herd No. 101821

Leah Dobson

352 Lake Coma Rd. • Laurel, MS 39443
601-428-1671 • tdobson47@gmail.com
District 3 • Herd No. 101820

Tommy Dunaway

2345 Topsy Rd. • Randolph, MS 38864
662-296-0389 • 662-296-0589
District 3 • Herd No. 100992

Ernie Lee Easterling III

1270 SCR 578 • Morton, MS 39117
601-896-8574
ernie.easterling@puchettmachinery.com
District 3 • Herd No. 101940

Madelyn Easterling

1270 SCR 578 • Morton, MS 39117
601-896-8574
ernie.easterling@puchettmachinery.com
District 3 • Herd No. 102440

Gracyn Foster

177 CR 237 • Laurel, MS 39443
601-323-0512 • tcfoster0512@gmail.com
District 3 • Herd No. 102254

Caleb French

602 Henry Donald Rd. • Noxapater, MS 39346
circlewfarmssinc@yahoo.com
District 3 • Herd No. 102374

Jenna Fullington

PO Box 1035 • Terry, MS 39170
601-238-5242 • gerts@bellsouth.net
District 3 • Herd No. 34055

Wyatt Fullington

PO Box 1035 • Terry, MS 39170
601-238-5242 • gerts@bellsouth.net
District 3 • Herd No. 35417

Jayce Faith Grubbs

8973 Hwy 9 S • Pontotoc, MS 38863
amandagrubbs6020@gmail.com
District 3 • Herd No. 100976

Cole Knotts

23 Campo Rd. Extension • Laurel, MS 39443
601-344-8656 • amfoster@jones.k12.ms.us
District 3 • Herd No. 102484

Nicole Long

2345 Topsy Rd. • Randolph, MS 38864
District 3 • Herd No. 100751

Leighton McCulley

3101 River Ridge Rd. • Summit, MS 39666
601-248-7353 • mculley88@yahoo.com
District 3 • Herd No. 40286

Adam Pender

128 Oak View Dr. • Terry, MS 39170
District 3 • Herd No. 102610

Grace Randle

1200 Kierstons Ln. • Pontotoc, MS 38863
662-538-5300 • randle.leslie@yahoo.com
District 3 • Herd No. 101697

Anna H. Tyson

7114 Berrytown Rd. • Meadville, MS 39653
styson@ftcweb.net
District 3 • Herd No. 102136

Braden Tyson

7114 Berrytown Rd. • Meadville, MS 39653
601-384-7059 • styson@ftcweb.net
District 3 • Herd No. 102356

Hayden Zimmerman

1744 Bedford Tillman Rd. NW • Roxie, MS 39661
601-384-7011 • 601-384-1554
msurveyor65@yahoo.com
District 3 • Herd No. 101813

Missouri Jr.**Karli Buggs**

8501 Blackberry Rd. • Sarcocoxie, MO 64862
417-388-9941 • 417-388-9467
sbuggs30@yahoo.com
District 2 • Herd No. 100001

Sam Clark

5905 Big River Heights • De Soto, MO 63020
314-607-1076 • bud@cbarcranch.net
District 2 • Herd No. 101977

Will Clark

5905 Big River Heights • De Soto, MO 63020
314-607-1076 • bud@cbarcranch.net
District 2 • Herd No. 101978

Clint Franklin

202 Fowler St. • Hughesville, MO 65334
franklinclint@gmail.com
District 2 • Herd No. 101169

Payten L. Hampton

26855 Hwy 87 • California, MO 65018
573-796-5646 • 573-338-0721
District 2 • Herd No. 39682

Taylor J. Hampton

26855 Hwy 87 • California, MO 65018
573-796-5646 • 573-338-0721
District 2 • Herd No. 39243

Ellistin Morey

PO Box 24 • Golden City, MO 64748
417-438-8712
District 2 • Herd No. 102373

Quincy R. Nelson

3580 Unicorn Rd. • Sarcocoxie, MO 64862
417-548-2363 • 417-548-2273
District 2 • Herd No. 39635

Wyatt Nelson

3580 Unicorn Rd. • Sarcocoxie, MO 64862
417-850-9652
District 2 • Herd No. 38762

Ashley Osborne

10496 SW Hwy 116 • Lathrop, MO 64465
859-991-9409 • stgertgirl@aol.com
District 2 • Herd No. 38329

Dalton Osborne

10496 SW Hwy 116 • Lathrop, MO 64465
859-991-9867 • stgert96@aol.com
District 2 • Herd No. 36763

Cheyenne Watson

17994 State Rte. BB • St. James, MO 65559
573-263-0565 • 573-263-4736
trish.n.watson@gmail.com
District 2 • Herd No. 100555

New Mexico Jr.**Raye Ven Griego**

20 Spiers • Belen, NM 87002
505-916-4128 • raygrieg58@gmail.com
District 5 • Herd No. 102448

Braxton Sanchez

PO Box 721 • Bosque, NM 87006
505-463-1993 • alicia@justiceins.com
District 5 • Herd No. 102231

Carlos Sanchez

PO Box 721 • Bosque, NM 87006
505-463-1993 • alicia@justiceins.com
District 5 • Herd No. 102232

Javid Sanchez

PO Box 721 • Bosque, NM 87006
505-463-1993 • alicia@justiceins.com
District 5 • Herd No. 100980

Oklahoma Jr.**Morgan Barrow Bennett**

227 W Simmons Rd. • Edmond, OK 73034
morganbbarrow@gmail.com
District 2 • Herd No. 36953

Mackenzie Hicks

9640 Cedar Rd. • Okmulgee, OK 74447
918-759-8590
kenziedawnhicks@gmail.com
District 2 • Herd No. 101802

Steve Sanders

2408 S Midwest Blvd. • Guthrie, OK 73044
405-201-9462 • amberlee1023@gmail.com
District 2 • Herd No. 102253

Texas Jr.**Mikayla Alcorn**

PO Box 211 • Santa Fe, TX 77517
281-731-5903 • deana.alcorn@verizon.net
District 1 • Herd No. 101569

Johnathan Amaya-Salinas

8822 Covent Garden St. • Houston, TX 77031
jojosalinas60@gmail.com
District 1 • Herd No. 101546

Mallory Anderson

83 Drover Dr. • Keller, TX 76244
District 1 • Herd No. 102137

Matthew Aparicio

525 CR 317 • Palacios, TX 77465
361-404-1126
aparicio_matthew@yahoo.com
District 1 • Herd No. 101631

Dalton Bailey

470 CR 3204 • Jacksonville, TX 75766
dbail07@icloud.com
District 1 • Herd No. 100245

Garrett Baker

5318 Linda Ln. • Katy, TX 77493
832-392-7125 • garrettbaker99@yahoo.com
District 1 • Herd No. 102357

Cory James Barrett

2126 Gebhardt • Sealy, TX 77474
lheinbarrett@gmail.com
District 1 • Herd No. 40395

Natalie Marie Bennett

4572 CR 103 • Kaufman, TX 75142
District 1 • Herd No. 102011

Layne Berry

11695 Old Fannett Rd. • Beaumont, TX 77705
409-718-2058 • layneberry02@gmail.com
District 1 • Herd No. 102082

Faith Ann Bice

40598 Day Ln. • Hempstead, TX 77445
281-685-0319 • faithffa4@gmail.com
District 1 • Herd No. 102442

Jaycie Bice

40598 Day Ln. • Hempstead, TX 77445
281-685-0319 • faithffa4@gmail.com
District 1 • Herd No. 102441

Bailee Bishop

PO Box 65 • Alba, TX 75410
903-714-7267 • wrightl@agisd.org
District 1 • Herd No. 101619

Caydi Blaha

333 CR 359 • El Campo, TX 77437
979-543-9922 • 979-578-1105
cblaha61@hotmail.com
District 1 • Herd No. 39541

Kelsey Bordovsky

PO Box 8 • Riviera, TX 78379
361-294-5360 • 361-522-1320
edwardb@elcoyote.com
District 1 • Herd No. 100903

Kurt Bordovsky

PO Box 8 • Riviera, TX 78379
361-294-5360 • 361-522-1320
edwardb@elcoyote.com
District 1 • Herd No. 100902

Allyson Boyd

PO Box 730 • Omaha, TX 75571
903-556-3385 • belindab3385@gmail.com
District 1 • Herd No. 101170

Ashtyn Boyd

PO Box 730 • Omaha, TX 75571
903-556-3385 • bnnboyd72@yahoo.com
District 1 • Herd No. 102472

Caleb Bram

PO Box 104 • Louise, TX 77455
979-541-3409 • townsend30@yahoo.com
District 1 • Herd No. 101809

Jacob Brandon

4115 Falcon Crest Ln. • Cleveland, TX 77328
281-592-3351 • 832-527-4451
tijhbrandon@sbcglobal.net
District 1 • Herd No. 40010

Amy Brewer

176 James Rd. • Tivoli, TX 77990
361-229-3631 • 361-729-2436
mbrewer1971@gmail.com
District 1 • Herd No. 100884

Adelyn Bronikowski

35310 Bell Rd. • Waller, TX 77484
936-499-5742 • dwayneandtonya@yahoo.com
District 1 • Herd No. 102383

Peyton Bronikowski

35310 Bell Rd. • Waller, TX 77484
936-499-5742
dwayneandtonya@gmail.com
District 1 • Herd No. 102384

Carson Brooks

PO Box 905 • Palacios, TX 77465
979-479-0036 • pbrooks@mehop.org
District 1 • Herd No. 102224

Hadley Brooks

11861 Riek Rd. • Krum, TX 76249
940-597-8356 • 940-597-7937
jbrooks@nrsworld.com
District 1 • Herd No. 100405

Kennedy Brooks

11861 Riek Rd. • Krum, TX 76249
940-597-7356 • 940-597-7937
jbrooks@nrsworld.com
District 1 • Herd No. 100572

Adam Brown

3193 FM 17 • Grand Saline, TX 75140
903-962-7526 • 903-962-7418
abrown@grandsalineisd.net
District 1 • Herd No. 101741

Pamela Brown

13710 Peters Rd. • Needville, TX 77461
281-204-3062 • 281-239-1813
brownbunch2@aol.com
District 1 • Herd No. 101648

Katie Michelle Buegeler

15305 Bluff Rd. • Washington, TX 77880
tlpowell1970@gmail.com
District 1 • Herd No. 3655

Randy Buegeler

15305 Bluff Rd. • Washington, TX 77880
361-389-3784 • tlpowell1970@gmail.com
District 1 • Herd No. 40000

Stephanie Bullard

PO Box 1291 • Carrizo Springs, TX 78834
830-876-5387 • 830-275-6894
stephaniebullard578@yahoo.com
District 1 • Herd No. 39545

Harrison Burks

PO Box 705 • Poth, TX 78147
830-660-7216 • 830-391-4501
kburks@fisd.us
District 1 • Herd No. 37050

Brooks Burton

2711 S Branch Rd. • Krum, TX 76249
817-224-5898 • 817-454-9821
jessica.burton@daimler.com
District 1 • Herd No. 100467

Hannah Burrough

PO Box 2556 • Weatherford, TX 76086
817-649-0879 • 817-994-6596
hannahburrough@gmail.com
District 1 • Herd No. 39028

Kyle Burrough

PO Box 2556 • Weatherford, TX 76086
682-229-4807 • 817-994-6596
kyleburrough2@gmail.com
District 1 • Herd No. 39027

Keaton Bush

PO Box 279 • Timpson, TX 75975
936-332-1229 • keatonbush@yahoo.com
District 1 • Herd No. 40062

Morgan Callaway

17989 Hales Rd. • Batson, TX 77519
936-346-1321 • jmcallway@gmail.com
District 1 • Herd No. 100117

Gage Campbell

1705 Goodwin Rd. • Hooks, TX 75561
903-547-1857 • 903-748-8391
ranchman12f@valornet.com
District 1 • Herd No. 102451

Maddie Campbell

1705 Goodwin Rd. • Hooks, TX 75561
903-748-8391 • ranchman128@valornet.com
District 1 • Herd No. 101830

Briana Cantu

PO Box 943 • San Juan, TX 78589
956-702-7334 • luisjcan2@gmail.com
District 1 • Herd No. 100252

Camila Isabel Cantu

412 Jonquil • McAllen, TX 78501
956-648-2043 • jgc0110@yahoo.com
District 1 • Herd No. 38991

Abbie Lynn Cates

103 Lark Dr. • Enchanted Oaks, TX 75126
District 1 • Herd No. 39164

Cooper Cates

103 Lark Dr. • Enchanted Oaks, TX 75156
District 1 • Herd No. 39684

Sadie Colin Cates

103 Lark Dr. • Enchanted Oaks, TX 75126
District 1 • Herd No. 39165

Gavin Caylor

497 CB 2141 • Telephone, TX 75488
903-664-2501 • 903-227-3165
l.caylor@yahoo.com
District 1 • Herd No. 101781

Alison Chaney

10893 FM 17 • Grand Saline, TX 75140
903-962-6973 • 214-803-1573
chaney52000@gmail.com
District 1 • Herd No. 102167

Kayla Clampitt

702 Decatur St. • Alvord, TX 76225
940-389-4180 • bj_c_1968@yahoo.com
District 1 • Herd No. 100452

Shane Clewis

5501 Commanche Dr. • Godley, TX 76044
District 1 • Herd No. 101011

Nathan Coates Jr.

713 Quigley • Sinton, TX 78387
361-687-8633 • circlecshowgoats@yahoo.com
District 1 • Herd No. 102449

Chad Coker

22227 Magnolia Hills Dr. • Magnolia, TX 77354
281-384-1171 • j_coker@sbcglobal.net
District 1 • Herd No. 101175

Jessie Coker

22227 Magnolia Hills Dr. • Magnolia, TX 77354
281-384-1171 • cokersl@sbcglobal.net
District 1 • Herd No. 101763

Saige Combs

1409 Stacey • Navasota, TX 77868
512-540-1088 • saige1698@gmail.com
District 1 • Herd No. 38066

Zoe Kate Compian

9034 CR 121 • Iola, TX 77861
979-219-1299 • 979-220-5288
kcompian@gmail.com
District 1 • Herd No. 37183

Cale Cornelius

PO Box 615 • Timpson, TX 75975
713-478-0756 • s.k.cornelius@att.net
District 1 • Herd No. 101955

Braylee Cowan

PO Box 212 • Dodd City, TX 75438
903-583-0115
matt@bigwheelconnection.com
District 1 • Herd No. 100009

Joshua Cramer

847 FM 1696 Rd. W • Huntsville, TX 77320
832-588-3686 • 281-744-4530
twistedmlivestock@gmail.com
District 1 • Herd No. 101767

Blake Creasser

10202 Double R Ln. • Fairchild, TX 77461
District 1 • Herd No. 101501

Grace Curry

PO Box 1023 • Yorktown, TX 78164
District 1 • Herd No. 100736

Taylor Curry

PO Box 1023 • Yorktown, TX 78164
361-645-9118
rstgcurry@yahoo.com
District 1 • Herd No. 100741

Adelace Davidson

901 Ridgecrest • Angleton, TX 77515
979-709-1136 • ace121699@gmail.com
District 1 • Herd No. 102407

Haden Davis

1459 CR 2445 • Decatur, TX 76234
214-918-4981 • hadendavis2@gmail.com
District 1 • Herd No. 101053

Caleb Denmon

237 CR 819 • Buna, TX 77612
409-594-2203 • 409-239-9424
calebdenmon15@gmail.com
District 1 • Herd No. 102105

Cora Denmon

237 CR 819 • Buna, TX 77612
District 1 • Herd No. 102317

Catalina Marie Diaz

7145 Mile 15 Rd. N • Edcouch, TX 78538
956-330-1095 • ncdazy025@gmail.com
District 1 • Herd No. 101322

Corley Dilbeck

8385 CR 1325 • Warren, TX 77664
justindilbeck@hotmail.com
District 1 • Herd No. 102319

Jayden Dilbeck

8385 CR 1325 • Warren, TX 77664
409-350-8708 • justindilbeck@hotmail.com
District 1 • Herd No. 102591

Kaden Douglas

3743 S Hwy 78 • Bonham, TX 75418
903-227-7873 • 469-247-9919
sdouglas621@me.com
District 1 • Herd No. 40675

Madisyn Douglas

3743 S Hwy 78 • Bonham, TX 75418
903-227-7873 • 214-514-6145
douglasterry1029@yahoo.com
District 1 • Herd No. 100813

Jordyn Dozier

415 Penick Rd. • Waller, TX 77484
713-292-8487 • brandi_dozier@att.net
District 1 • Herd No. 102101

Kaelyn Dozier

415 Penick Rd. • Waller, TX 77484
936-672-2535 • 713-292-8487
kaelyndozier@icloud.com
District 1 • Herd No. 102003

Loghyn Dozier

415 Penick Rd. • Waller, TX 77484
913-292-8487 • 936-672-2535
brandi_dozier@att.net
District 1 • Herd No. 102380

Kelsey Drane

PO Box 1063 • Huntsville, TX 77342
jdlitz93@yahoo.com
District 1 • Herd No. 102080

Ashlyn Dueitt

26431 Mock Ln. • Montgomery, TX 77356
936-788-3251 • jbxley@consolidated.net
District 1 • Herd No. 100338

Baylee Edwards

586 CR 4102 • New Boston, TX 75570
903-293-1059 • fiveefarms@gmail.com
District 1 • Herd No. 101538

Kyleigh Edwards

586 CR 4102 • New Boston, TX 75570
903-293-1059 • mistyusaf@gmail.com
District 1 • Herd No. 101633

Macie Lee Edwards

17071 CR 603 • Farmersville, TX 75442
469-516-2252 • 214-384-5825
macieedwards@icloud.com
District 1 • Herd No. 39656

Casie Ellard

9615 Sandy Ln. • Manvel, TX 77578
832-285-2814 • crellard@gmail.com
District 1 • Herd No. 102159

Cody Ellison

18421 TX Hwy 11 E • Winnsboro, TX 75494
903-439-2435
jaime.ellison@winnsboroisd.org
District 1 • Herd No. 101451

Kaylee Enloe

21722 Punkin St. • New Caney, TX 77357
832-647-9919 • 832-443-6349
planet362@gmail.com
District 1 • Herd No. 40636

Wyatt Ennis

9626 Hwy 36 • Jones Creek, TX 77541
979-235-9913 • snk7704@yahoo.com
District 1 • Herd No. 101800

Daniel Esquivel

216 Oakdale • Pasadena, TX 75066
281-831-6840 • 832-419-3624
nina-pan@att.net
District 1 • Herd No. 102059

Evelyn Esquivel

216 Oakdale • Pasadena, TX 75066
281-831-6840 • 281-940-8453
evelynesquivel1601@gmail.com
District 1 • Herd No. 101625

Tad Estes

106 W Lake Rd. • Texarkana, TX 75501
903-748-2770 • 903-556-4213
estes.dustin@yahoo.com
District 1 • Herd No. 102078

Savannah Evans

509 N Bowie • New Boston, TX 75570
903-701-0683 • evansk@hookisd.net
District 1 • Herd No. 100328

Shelby Ferguson

1342 Malmaison Ridge Dr. • Spring, TX 77379
832-499-4612 • 281-430-4370
shelbyf12@yahoo.com
District 1 • Herd No. 100740

Emma Finley

16800 CR 2852 • Eustace, TX 75124
214-649-2705 • sallyrichmond@sbcglobal.net
District 1 • Herd No. 101714

Bayli Fisher

PO Box 2 • Carrizo Springs, TX 78834
830-352-2186 • 4fishgerts@gmail.com
District 1 • Herd No. 37187

Sage Fisher

PO Box 2 • Carrizo Springs, TX 78834
830-352-5219 • 4fishgerts@gmail.com
District 1 • Herd No. 37188

Blaine Flemens

1315 CR 4759 • Sulphur Springs, TX 75482
903-438-6236 • flemensb@gmail.com
District 1 • Herd No. 101666

Micah Flemens

1315 CR 4759 • Sulphur Springs, TX 75482
903-438-6922 • mmflemens@gmail.com
District 1 • Herd No. 102019

Jon Floyd

1212 CR 13500 W • Paris, TX 75462
903-739-3763 • 93floyd@gmail.com
District 1 • Herd No. 102600

Jarrold Fowler

PO Box 973 • New Boston, TX 75570
903-490-1569 • 903-306-4864
rickygffowler@gmail.com
District 1 • Herd No. 100079

Reagan Fox

PO Box 56 • Bishop, TX 78343
361-779-4977 • mary.sappington@stx.rr.com
District 1 • Herd No. 102157

Emily Freeman

905 Park Rd. • Chico, TX 76433
District 1 • Herd No. 102536

Hayden Garrett

PO Box 792 • Omaha, TX 75571
903-720-7197
District 1 • Herd No. 101106

Adrian Rene Garza

318 Sapphire • Edinburg, TX 78539
956-206-1244 • lrgarza1@aol.com
District 1 • Herd No. 8614

Gracie Garza

9318 Ave. C • Liverpool, TX 77577
832-340-4486 • tiggkjg@gmail.com
District 1 • Herd No. 101016

Itza Garza

2212 Kings Dr. • Edinburg, TX 78539
956-778-6277 • 956-648-1465
District 1 • Herd No. 37929

Omar Garza

4407 E Iowa Rd. • Edinburg, TX 78542
956-270-8929 • 956-207-7110
eg2377@yahoo.com
District 1 • Herd No. 100343

Blaine Gibson

268 Windmill Trl. • Paradise, TX 76073
817-471-7907
srgibson22@sbcglobal.net
District 1 • Herd No. 101029

Raven Girgan

1501 Michael St. • Kingsville, TX 78363
912-409-0498 • ravengirgan@gmail.com
District 1 • Herd No. 102173

Mason Gisler

6918 Lower Mission Valley Rd.
Victoria, TX 77905
361-935-9046 • 361-935-0137
gisler1811@yahoo.com
District 1 • Herd No. 102211

Gerardo Gonzalez

2015 Dorothy St. • Pasadena, TX 77502
832-202-8449 • 832-732-1805
jmilolajchak@pasadenaisd.org
District 1 • Herd No. 101945

Calli Gordon

4349 FM 2265 • Chico, TX 76431
lynn.gordon@patenergy.com
District 1 • Herd No. 40401

Cullen Greak

578 CR 2278 • Cleveland, TX 77327
936-641-2040 • daniel@greakfence.com
District 1 • Herd No. 101183

Nathan Greak

578 CR 2278 • Cleveland, TX 77327
936-641-2040 • daniel@greakfence.com
District 1 • Herd No. 101231

Whitnee Green

397 CR 2102 • New Boston, TX 75570
903-255-5714 • micaela.hadaway@gmail.com
District 1 • Herd No. 101915

Mackenzie Groce

PO Box 503 • Snook, TX 77878
979-218-1210 • 979-272-1153
g4gravel@aol.com
District 1 • Herd No. 100400

Victoria A. Gutierrez

402 W Mahl St. • Edinburg, TX 78539
956-802-8688 • 956-802-5994
victoriagutierrez96@yahoo.com
District 1 • Herd No. 39509

Madeline Hachtel

PO Box 11 • Mt. Enterprise, TX 75681
903-822-3647 • kristi_hachtel@yahoo.com
District 1 • Herd No. 100996

Ryan Hachtel

PO Box 11 • Mt. Enterprise, TX 75681
903-822-3647 • kristi_hachtel@yahoo.com
District 1 • Herd No. 101511

Joe Hackleman

PO Box 928 • Nash, TX 75503
903-276-2656 • hackleman75@gmail.com
District 1 • Herd No. 102447

Coby Hagan

496 Scenic Loop • Hawkins, TX 75765
903-520-4994 • 903-316-2120
cobyhagan@me.com
District 1 • Herd No. 101161

Mayson Harbison

1959 FM 1970 N • Timpson, TX 75975
936-591-5152
District 1 • Herd No. 101678

Bryce Hardy

2308 Riverside Dr. • Kaufman, TX 75142
steven@hardyautocare.com
District 1 • Herd No. 102454

Harpold Farms

Carley Harpold
631 CR 2111 • Hooks, TX 75561
903-293-8995 • 903-547-6270
carcarlizzy1747@gmail.com
District 1 • Herd No. 101732

Demi Harrington

14826 Urbanosky Ln. • Plantersville, TX 77363
281-222-3184 • cristi.harrington@gmail.com
District 1 • Herd No. 100138

Josh Hass

PO Box 120 • Alba, TX 75410
903-765-3333 • phass@twu.edu
District 1 • Herd No. 100323

Cayci De'Layne Hatley

7526 VZ CR 3504 • Wills Point, TX 75169
District 1 • Herd No. 100424

James Hayes

204 S 19H St. • Carrizo Springs, TX 78834
830-876-6551 • 830-876-2431
lhayes@langleybanack.com
District 1 • Herd No. 101932

Kenyon Hedrick

PO Box 481 • Chico, TX 76431
903-436-3441 • shedrick@chicoisdtx.net
District 1 • Herd No. 100032

Jenna Hein

811 FM 3013 • Sealy, TX 77474
979-885-8629 • jennahein@tamu.edu
District 1 • Herd No. 102419

Meghan Hein

811 FM 3013 Rd. • Sealy, TX 77474
District 1 • Herd No. 102603

Samantha Elizabeth Henke

PO Box 10 • Hallettsville, TX 77964
979-578-1760 • cthenke@hotmail.com
District 1 • Herd No. 100725

Jena Herndon

1531 FM 2817 Rd. • Wharton, TX 77488
979-533-4962
russ.sharon.herndon@gmail.com
District 1 • Herd No. 100627

Abbie Hesler

PO Box 682 • Little River Academy, TX 76554
254-231-8748 • agrod1275@gmail.com
District 1 • Herd No. 102521

Jordan Hess

750 Shelly Ln. • Stephenville, TX 76401
254-592-7245 • 254-592-8693
robbie@coldwellbankeretherath.com
District 1 • Herd No. 38943

Ryan Hess

750 Shelly Ln. • Stephenville, TX 76401
254-592-7245 • 254-592-8693
robbie@coldwellbankeretherath.com
District 1 • Herd No. 40259

Caitlyn Hobbs

1239 FM 899 • Mt. Pleasant, TX 75455
903-466-3529 • thehobbsfour@hotmail.com
District 1 • Herd No. 102504

Hannah Hubbard

704 Heritage Oaks Dr. • Angleton, TX 77515
979-997-7109 • kghubbard1@yahoo.com
District 1 • Herd No. 101271

Isabel Hubert

722 E CR 2300 • Riviera, TX 78379
361-720-0809 • jhnhubertesq@gmail.com
District 1 • Herd No. 102629

Kathryn Hudman

141 CR 3859 • Mineola, TX 75773
903-268-9054 • denea@deneahudman.com
District 1 • Herd No. 102605

Cal Huff

PO Box 261179 • Corpus Christi, TX 78426
361-438-6525 • 361-813-9902
sararenechapman@yahoo.com
District 1 • Herd No. 39961

John Hughes

5032 Old Peveto Rd. • Orange, TX 77632
District 1 • Herd No. 101496

Nathan Hughes

5032 Old Peveto Rd. • Orange, TX 77632
District 1 • Herd No. 101495

Mackenzie Husband

1144 CR 146 • Alvin, TX 77511
281-235-2424 • jlt1626@gmail.com
District 1 • Herd No. 101329

Nathan D. Jackson

6343 FM 2149 • Maud, TX 75567
903-293-8153 • wddswt@aol.com
District 1 • Herd No. 101944

Taylor Janssen

749 CR 335 • Palacios, TX 77465
979-943-2708 • djanssen@tisd.net
District 1 • Herd No. 101632

Mackenley Johnson

6235 FM 2609 • Nacogdoches, TX 75965
936-554-2528
District 1 • Herd No. 102018

Alyssa Jones

PO Box 593 • Louise, TX 77455
979-578-2351 • momjones@ymail.com
District 1 • Herd No. 101646

Canyon Jones

PO Box 593 • Louise, TX 77455
979-541-9031 • momjones@ymail.com
District 1 • Herd No. 102038

Chase Allen Jones

11520 Michaels Ln. • Aubrey, TX 76227
940-395-5777 • 940-395-1041
chase_jones0113@yahoo.com
District 1 • Herd No. 102209

Hayden Jones

PO Box 593 • Louise, TX 77455
979-541-9031 • momjones@ymail.com
District 1 • Herd No. 102037

Katherine Jones

103 Tabor Ln. • Chico, TX 76431
940-577-4957 • 940-644-2949
jmdebjones@embarqmail.com
District 1 • Herd No. 40402

William Jones

103 Tabor Ln. • Chico, TX 76431
940-644-2949 • 940-577-4968
jmdebjones@embarqmail.com
District 1 • Herd No. 100318

Jana Marie Justiss

302 Willie Blank Rd. • Yoakum, TX 77995
361-293-2674 • 361-772-0301
jjustiss@gvec.net
District 1 • Herd No. 39586

Casey T. Kelly

23306 Bailey Dr. • Spring, TX 77373
832-515-1899 • 281-355-1460
District 1 • Herd No. 102058

Harrison Kimble

1480 Meyer Rd. • Kingsbury, TX 78638
210-744-8100 • harkimble@gmail.com
District 1 • Herd No. 39499

Kalli Kimble

1480 Meyer Rd. • Kingsbury, TX 78638
210-744-8100 • heathershomes@ymail.com
District 1 • Herd No. 39964

Ally Kimbro

PO Box 204 • Timpson, TX 75975
936-554-5289 • 936-554-0783
brendamackey@sbcglobal.net
District 1 • Herd No. 100130

Baylor Kimbro

PO Box 204 • Timpson, TX 75975
936-554-5289 • 936-554-0783
brendamackey@sbcglobal.net
District 1 • Herd No. 100505

Brecken Kimbro

PO Box 204 • Timpson, TX 75975
936-254-3939 • 936-554-0783
brendamackey@sbcglobal.net
District 1 • Herd No. 102445

Kenley Kincannon

PO Box 745 • West Columbia, TX 77486
District 1 • Herd No. 101665

Kiley Ann Kizziah

3818 Glenwood Dr. • Richmond, TX 77406
281-507-9930 • janieraek@comcast.net
District 1 • Herd No. 100016

Hannah Kleypas

26200 Century Oaks Blvd. • Hockley, TX 77447
936-931-0058 • 281-536-7348
rkleypas@sbcglobal.net
District 1 • Herd No. 102064

Dawson Kline

PO Box 118 • Saint Jo, TX 76265
940-768-9084
brandon.kline@basiconenergyservices.com
District 1 • Herd No. 101338

Madison Kobersky

2066 Lepper St. • Alvin, TX 77511
mddi.kobersky@icloud.com
District 1 • Herd No. 102083

Sydney Lackey

PO Box 563 • Lissie, TX 77454
979 215-4115 • 14.lackey@gmail.com
District 1 • Herd No. 39930

Tanner Lawrence

5505 Lonesome Dove • Robstown, TX 78380
361-813-8843 • amanda.howze@yahoo.com
District 1 • Herd No. 102481

Cacie Lennon

3036 RSCR 3485 • Alba, TX 75410
903-714-7866
District 1 • Herd No. 101791

Carter Lennon

3036 RSCR 3485 • Alba, TX 75410
903-787-2332
District 1 • Herd No. 100271

Clayton Lennon

3036 RSCR 3485 • Alba, TX 75410
903-787-0169
District 1 • Herd No. 101628

Kaden Leonard

PO Box 134 • Plantersville, TX 77363
979-571-2850 • leonardjoni@yahoo.com
District 1 • Herd No. 101311

Kaylee Leonard

PO Box 134 • Plantersville, TX 77363
979-676-3326 • 936-571-2850
leonardkaylee@yahoo.com
District 1 • Herd No. 100585

Kyleigh Lock

17335 CR 3155 S • Mt. Enterprise, TX 75681
903-822-3352 • 903-392-3471
klock99@yahoo.com
District 1 • Herd No. 102612

Penelope Jane Loden

218 Morningside Dr. • San Antonio, TX 78209
210-837-1199
District 1 • Herd No. 100802

Piper Louise Loden

218 Morningside Dr. • San Antonio, TX 78209
210-837-1199
District 1 • Herd No. 40569

Dawson Lowe

1700 W Tucker Blvd. • Arlington, TX 76013
817-734-9183 • 817-504-5442
tan1daw2@hotmail.com
District 1 • Herd No. 39773

Seth Lyness

PO Box 442 • Ben Wheeler, TX 75754
903-833-5191 • 214-229-8048
rlyness@terrellglassandmirror.com
District 1 • Herd No. 37729

Ayissa Maldonado

6258 E Hwy 107 • Edinburg, TX 78542
956-330-0981 • 956-330-4479
District 1 • Herd No. 38573

Clarissa Maldonado

6258 E Hwy 107 • Edinburg, TX 78542
956-330-0981
District 1 • Herd No. 37677

Logan Mason

4345 Wonderhill Rd. • Chappell Hill, TX 77426
979-255-3339
District 1 • Herd No. 101026

Parker Mason

4345 Wonderhill Rd. • Chappell Hill, TX 77426
979-540-7878 • 979-255-3339
cmason@ybnrenhamk-12.net
District 1 • Herd No. 100013

Emma McKown

21439 CR 104 • Iola, TX 77861
936-355-1030 • wendy21439@yahoo.com
District 1 • Herd No. 102081

Luke Melton

2806 VZ CR 1222 • Grand Saline, TX 75140
District 1 • Herd No. 100010

Alexis Meyerhoff

14924 Pine St. • Santa Fe, TX 77517
832-561-5553
divalexi2003@yahoo.com
District 1 • Herd No. 101531

MH Ranch

Emily Nicole Morales
PO Box 1254 • San Juan, TX 78589
956-802-3835 • 956-330-9961
mmayo53@yahoo.com
District 1 • Herd No. 39514

Fernando San Miguel Jr.

504 Jackson Ave. • Clute, TX 77531
979-299-58103
sanmiguel@comcast.net
District 1 • Herd No. 101810

Myka Mikolajchak

5359 CR 397 • Alvin, TX 77511
979-203-3300 • 979-277-5435
jehaarmeyer971@hotmail.com
District 1 • Herd No. 102424

Colton Miller

231 Navarro Crossing • Seguin, TX 78155
830-305-5858 • 512-705-5934
District 1 • Herd No. 102155

Faith E. Morales

PO Box 1254 • San Juan, TX 78589
956-330-9961 • mmayo53@yahoo.com
District 1 • Herd No. 100765

Dawson Moran

2901 Shadow Lawn St. • Brenham, TX 77833
979-251-0391 • 979-203-0433
moran_fam4@yahoo.com
District 1 • Herd No. 101749

Madison Moran

2901 Shadow Lawn St. • Brenham, TX 77833
979-203-0433 • 979-251-0391
moran_fam4@yahoo.com
District 1 • Herd No. 100444

Michael Morgan

602 Ave. B • Sweeny, TX 77480
979-373-7944 • michael13064@gmail.com
District 1 • Herd No. 102017

Colby Mullins

PO Box 271 • New Baden, TX 77870
979-324-0337 • emmullins2003@yahoo.com
District 1 • Herd No. 102439

Cheyenne Neal

138 Gourd Creek Dr. • Huntsville, TX 77340
936-648-9090 • 936-648-9117
neal.chey21@gmail.com
District 1 • Herd No. 101081

Kyle Nelson

1219 Honea Egypt Rd. • Magnolia, TX 77354
713-249-8489 • kanelson1215@gmail.com
District 1 • Herd No. 101629

Levi Nelson

7749 Jackson Rd. • Krum, TX 76249
940-391-3870
District 1 • Herd No. 100379

Luke Nelson

7749 Jackson Rd. • Krum, TX 76249
940-391-3870
District 1 • Herd No. 101013

Natalie Nichols

497 CR 2141 • Telephone, TX 75488
903-664-2508 • 903-227-4636
l.caylor@yahoo.com
District 1 • Herd No. 101627

Berkley Noles

3497 Sauls Rd. • Aubrey, TX 76227
940-391-3870 • 940-566-0700
noles2624@yahoo.com
District 2 • Herd No. 17166

Sawyer Noles

3497 Sauls Rd. • Aubrey, TX 76227
940-391-4374 • noles2624@yahoo.com
District 1 • Herd No. 17165

Hadleigh Novosad

1122 FM 166 • Caldwell, TX 77836
979-567-4184 • h.r.novosad@gmail.com
District 1 • Herd No. 102313

Kyle Oliver

14218 Tower Glen Dr. • Conroe, TX 77306
936-443-6305 • 832-656-3772
charytie74@gmail.com
District 1 • Herd No. 100712

Matthew Payne

951 Mulberry Ln. • Dayton, TX 77535
281-851-9727 • 936-402-7972
spayne35@att.net
District 1 • Herd No. 100979

Steven Payne

951 Mulberry Ln. • Dayton, TX 77535
936-258-5868 • 281-851-9727
spayne35@att.net
District 1 • Herd No. 101095

Sean Penry

1470 Cooks Rd. • Silsbee, TX 77656
409-790-2276 • scpenry@att.net
District 1 • Herd No. 102386

Mary Tate Peppercorn

870 Barretts Landing • Trinity, TX 75862
281-825-8459 • 936-222-1164
tatepeppercorn@yahoo.com
District 1 • Herd No. 40538

Lyndsie Petrosky

728 Betty St. • Angerton, TX 77515
District 1 • Herd No. 102068

Carson Petty

1200 State Hwy 173 N • Hondo, TX 78861
210-414-2493 • 830-741-0803
t12volt@aol.com
District 1 • Herd No. 34084

Harper Louise Petty

1200 State Hwy 173 N • Hondo, TX 78861
210-414-2493 • t12volt@aol.com
District 1 • Herd No. 38968

Addyson Phillips

14693 FM 39 S • Normangee, TX 77871
936-396-3111 • girlboss1978@gmail.com
District 1 • Herd No. 102027

Kamryn Phillips

14693 FM 39S • Normangee, TX 77871
979-218-7090 • 979-218-6334
tphillips@normangeeis.org
District 1 • Herd No. 100699

Casey Pitchford

2416 S 13T St., Apt. 314 • Temple, TX 76504
903-477-6191 • caseyaustin15@hotmail.com
District 1 • Herd No. 20692

Gracey Pitchford

8565 CR 3913 • Athens, TX 75752
903-388-2288 • 903-681-3446
District 1 • Herd No. 39894

Bret Pittman

3361 Amyx Hill Rd. • Ponder, TX 76259
940-594-2079 • 940-367-5963
floyd@aeroaac.com
District 1 • Herd No. 101773

Kymber Pitman

3043 FM 1815 • Nocona, TX 76255
kkrsmom3@gmail.com
District 1 • Herd No. 101340

Nicholas Pitman

PO Box 872 • Hooks, TX 75561
903-277-8609 • smp899@windstream.net
District 1 • Herd No. 101313

Trisha Pittman

PO Box 261229 • Corpus Christi, TX 78462
361-242-5363 • 361-548-0669
owen.pittman17@gmail.com
District 1 • Herd No. 40632

Haley Pollard

PO Box 851 • Chico, TX 76431
940-391-9033 • 940-577-2759
landralou1222@yahoo.com
District 1 • Herd No. 101063

Hayden Pulliam

5920 US Hwy 271 N • Gilmer, TX 75644
District 1 • Herd No. 102632

April Ramsey

654 N 4th St. • Timpson, TX 75975
936-615-3132 • pramsey@timpsonisd.com
District 1 • Herd No. 100326

Justin Rasco

2432 CR 602 • Burleson, TX 76028
817-944-5615 • 817-657-0272
kellybillue@sbcglobal.net
District 1 • Herd No. 101036

Meagan Reiter

411 Twin Oaks Ave. • Hooks, TX 75561
meaganreiter@me.com
District 1 • Herd No. 101846

Newt Richmond

16800 CR 2852 • Eustace, TX 75124
214-649-2705
District 1 • Herd No. 101897

Brianna Rios

110 Eugene Ln. • Tivoli, TX 77990
361-648-8863 • shelly-nichole@hotmail.com
District 1 • Herd No. 100702

Hollyann V. Roach

409 Woodland Trl. • Keller, TX 76248
gtodash@verizon.net
District 1 • Herd No. 37898

Courtney Roberts

PO Box 339 • Charlotte, TX 78011
rockindhunting75@gmail.com
District 1 • Herd No. 100697

Emaline Robinson

1465 CR 610 • Dayton, TX 77535
936-585-0088 • 936-332-0628
emalinerobinson88@gmail.com
District 1 • Herd No. 37471

Jaclyn Robinson

1465 CR 610 • Dayton, TX 77535
936-553-4953
jaclyn.robinson.1995@gmail.com
District 1 • Herd No. 37344

Tatom Robinson

PO Box 255 • Ector, TX 75439
903-640-3043
District 1 • Herd No. 102213

Alexia Rodriguez

23046 CR 1038 • Mathis, TX 78368
361-816-9443 • 361-364-1812
camandnel@aol.com
District 1 • Herd No. 101580

Savannah Roessler

628 S Lindsay • Gainesville, TX 76240
469-628-6454 • angela.roessler@yahoo.com
District 1 • Herd No. 102345

Mason Rumsey

4613 CR 805 • Joshua, TX 76058
817-880-5500 • 817-312-1456
crumsey3@sbcglobal.net
District 1 • Herd No. 101608

Amber M. Salinas

1805 E Ramseyer Rd. • Edinburg, TX 78542
956-207-7457 • 956-207-7458
ramseyergold@gmail.com
District 1 • Herd No. 100388

April M. Salinas

1805 E Ramseyer Rd. • Edinburg, TX 78542
956-207-7457 • 956-207-7458
ramseyergold@gmail.com
District 1 • Herd No. 40659

Savannah Saxe

11190 Ridgemoor Estate Ln. • Conroe, TX 77385
832-704-8427 • sesaxe@att.net
District 1 • Herd No. 100686

Macie Scarborough

6178 CR 12 • Bishop, TX 78343
361-215-4338 • 361-215-1347
shannontobin5@gmail.com
District 1 • Herd No. 100412

Klayten Schmitt

PO Box 187 • Fayetteville, TX 78940
979-966-8641 • mark.schmitt70@yahoo.com
District 1 • Herd No. 101997

Kole Schmitt

PO Box 187 • Fayetteville, TX 78940
979-966-8641 • mark.schmitt70@yahoo.com
District 1 • Herd No. 101996

Logan Scott

998 CR 3103 • New Boston, TX 75570
903-278-0967 • 903-826-3443
gregoryscott831@gmail.com
District 1 • Herd No. 102143

Hagan Sebesta

PO Box 504 • Snook, TX 77878
979-272-2415
lmsebesta@gmail.com
District 1 • Herd No. 101919

Sierra Sebesta

PO Box 504 • Snook, TX 77878
979-220-1169 • 979-272-2415
sebestas2002@gmail.com
District 1 • Herd No. 101105

Carter Sechelski

9034 CR 121 • Iola, TX 77861
979-220-5288 • kcompian@gmail.com
District 1 • Herd No. 102550

Cammi Selby

13875 CR 4041 • Scurry, TX 75158
sandymiller15@yahoo.com
District 1 • Herd No. 36528

Jacob Shipper

323 Old Boone Prairie Rd. • Franklin, TX 77856
979-218-4284 • kimber3623@gmail.com
District 1 • Herd No. 102408

Karli Shupak

5495 CR 146 • Somerville, TX 77879
979-224-4877 • lrshupak@yahoo.com
District 1 • Herd No. 101082

Nathan Ryan Skalitsky

2453 E Mile 13 ½ N • Donna, TX 78537
jgskal@aol.com
District 1 • Herd No. 102117

Stephen Bryan Skalitsky

2453 E Mile 13 ½ N • Donna, TX 78537
956-975-1697 • stephenskaly@aol.com
District 1 • Herd No. 102116

Harlea Smith

23106 Laneview Rd. • Hempstead, TX 77445
281-253-2883 • kasienburger@yahoo.com
District 1 • Herd No. 102389

Meagan Smith

589 CR 765 • Nacogdoches, TX 75964
936-560-0719 • 936-645-1511
meagansmith428@gmail.com
District 1 • Herd No. 102015

Thomas Wyatt Smith

2768 FM 1540 • Sandia, TX 78383
361-947-0847 • 361-207-8090
mlscattle@aol.com
District 1 • Herd No. 16788

Dash Snyder

256 Lilliantie • New Braunfels, TX 78130
830-534-6664
lenc@santopocoranch.com
District 1 • Herd No. 102498

Josh Spaniel

416 S Cooke Rd. • Ennis, TX 75119
972-351-1760 • lspaniel@att.net
District 1 • Herd No. 101487

Justin Spaniel

416 Cooke Rd. • Ennis, TX 75119
972-351-2889 • justin.spaniel@yahoo.com
District 1 • Herd No. 101334

Joseph Trey Stegint

9602 Carraway McKinney Ln.
Plantersville, TX 77363
832-474-3662 • 832-289-9494
aggie94@embarqmail.com
District 1 • Herd No. 101012

Landon Stem

PO Box 770 • Anderson, TX 77830
936-870-6410 • patttiurb77@yahoo.com
District 1 • Herd No. 40117

Heather Stenson

15746 Fern Basin • Houston, TX 77084
281-728-3948 • 281-728-9616
kathy_stenson@comcast.net
District 1 • Herd No. 100537

Kristin Storey

PO Box 95 • Adkins, TX 78101
210-639-7656 • 210-748-8992
chsmith611@yahoo.com
District 1 • Herd No. 373

Arden Strait

3041 Brookgreen Ct. • Prosper, TX 75078
972-841-0989
District 1 • Herd No. 40568

Avery Elizabeth Strait

3041 Brockgreen Ct. • Prosper, TX 75078
972-841-0989
District 1 • Herd No. 40567

Weston Streit

10010 Flippin Rd. • Electra, TX 76360
940-733-9095
District 1 • Herd No. 101713

Whitney Rae Stults

2400 Monterrey • Arlington, TX 76015
heatherstults19@hotmail.com
District 1 • Herd No. 39449

Ryan Suarez

752 N 3rd St. • Raymondville, TX 78580
956-245-7503 • srze00@aol.com
District 1 • Herd No. 102589

Emily Sweet

632 CR 1005 • Savoy, TX 75479
903-583-1057 • 903-345-8067
jsweet@aceweb.com
District 1 • Herd No. 101701

Bonnie Blair Swinnea

804 S Mignonette • Kosse, TX 76653
254-747-1455 • rapkosse@yahoo.com
District 1 • Herd No. 101605

Erin Jo Sword

1946 Myrna Ln. • Katy, TX 77493
District 1 • Herd No. 102497

Ty Wylie Taliaferro

PO Box 9 • Rosser, TX 75157
972-486-3140 • 214-674-8064
ctaliaferro1@sbcglobal.net
District 1 • Herd No. 1427

Taylor Terry

PO Box 3064 • Denton, TX 76202
940-382-3611 • esterry@hotmail.com
District 1 • Herd No. 13196

Makenzie Thames

1088 Old Hwy 71 • Columbus, TX 78934
979-253-2169 • makenziethames@gmail.com
District 1 • Herd No. 102390

Grace Thomas

3822 Roberts Blvd. • Baytown, TX 77521
713-576-0251 • graceleedell1@gmail.com
District 1 • Herd No. 102516

Wallace Thomas

3822 Roberts Blvd. • Baytown, TX 77521
713-516-0251 • jhthomas53511@gmail.com
District 1 • Herd No. 102602

Montana Threlkeld

1815 Tri-State Rd. • Texarkana, TX 75501
903-280-4570 • jtterral22@yahoo.com
District 1 • Herd No. 102197

Garret Tims

8441 FM 1181 • Ennis, TX 75119
972-351-6011 • gwtims1941@gmail.com
District 1 • Herd No. 102532

Jordyn Trant

17988 FM 244 • Iola, TX 77861
936-387-0540 • jkrsmmomr05@hotmail.com
District 1 • Herd No. 101206

Rylan Trant

13715 FM 244 • Iola, TX 77861
District 1 • Herd No. 102165

Madisen Trojacek

PO Box 548 • Corsicana, TX 75151
903-875-4337 • gregtrojacek@yahoo.com
District 1 • Herd No. 101316

Blake Tucker

1773 LCR 120 • Mt. Calm, TX 76673
254-749-3993 • nbt3678@aol.com
District 1 • Herd No. 40635

Lanae Tucker

1033 FM 521 • Palacios, TX 77465
979-241-5054 • dsltucker@hughes.net
District 1 • Herd No. 101757

Savannah Tucker

49 Heritage Lake Rd. • Hooks, TX 75561
District 2 • Herd No. 102588

Brooke Vandenberg

PO Box 421 • Palacios, TX 77465
361-920-9122 • landrav@gmail.com
District 1 • Herd No. 101347

Rylee Vandenberg

PO Box 421 • Palacios, TX 77465
361-920-9122 • landrav@gmail.com
District 1 • Herd No. 101993

Macie Villanueva

1901 CR 152 • Alvin, TX 77511
District 1 • Herd No. 101336

Re'Ana Villanueva

1901 CR 152 • Alvin, TX 77511
979-549-7821 • 979-849-7546
vmcattle1@gmail.com
District 1 • Herd No. 102387

Tate Villanueva

1901 CR 152 • Alvin, TX 77511
979-549-7821 • showmomgale@yahoo.com
District 1 • Herd No. 40124

Kadie Wilson

209 VZ CR 2313 • Canton, TX 75103
903-603-1996 • summerwilsonm@gmail.com
District 1 • Herd No. 100331

Nathan Wolfe

256 Rail Ride Rd. • Angleton, TX 77515
979-215-1979 • 832-978-1253
everacountry@yahoo.com
District 1 • Herd No. 102375

Hannah Wright

5912 CR 42A • Robstown, TX 78380
361-215-4822 • w7cc@msn.com
District 1 • Herd No. 101684

Calvin Wunderlich

2870 Triangle Z Ln. • Brenham, TX 77833
979-204-5015 • 979-229-6811
wunderlichherd@gmail.com
District 1 • Herd No. 40006

Nolan Wunderlich

2870 Triangle Z • Brenham, TX 77833
979-277-3828 • 979-204-5015
wunderlichherd@gmail.com
District 1 • Herd No. 100038

Nate Wyatt

903 N FM Rd. 730 • Decatur, TX 76234
940-389-1977 • 940-389-6977
District 1 • Herd No. 100205

Chase Young

3650 California Ave. • Cleveland, TX 77328
936-520-0088
leslieyoung1971@gmail.com
District 1 • Herd No. 102195

Laura Zibilski

3150 Zibilski Rd. • Burton, TX 77835
979-203-9849 • lzbilski@yahoo.com
District 1 • Herd No. 100811

Elizabeth Zwillenberg

8044 FM 1827 • McKinney, TX 75071
972-965-2564 • zwilly@netzero.com
District 1 • Herd No. 40227

Commercial Alabama

Jacob O. Gist

206 Hwy. 46 • Russellville, AL 35653
256-627-4577
District 4 • Herd No. 102598

Mulberry Bend Cattle Farm

Kyle Morris
751 CR 617 • Hanceville, AL 35077
256-590-4830
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SANTA GERTRUDIS *Production*

WE DON'T HAVE TO FEED HAY ... BUT MOST OF US DO

By Randy L. Stanko, Ph.D., Texas A&M University-Kingsville



According to Texas A&M University AgriLife researchers and Extension specialists, there are many ways to ensure cattle are well fed during winter other than putting out round bales. To avoid relying on round bales as the major source of forage, cattle producers will need plenty of extra pastures and/or farm implements. For those producers who have neither, purchasing and feeding round bales over the winter (or during

periods of less rainfall) is a reality that we deal with annually. Feeding hay to cattle is not a bad thing as long as costs are accounted for and justified, and waste is minimized. Not all cattle producers have access to extra pastures or have a desire to become a farmer.

A good rule of thumb is do not procure hay more than 50 miles from the ranch. Hauling hay farther than that is not economical. Moreover, "hire it" to be done. You do what you do best and let others do what they do best. This summer, a good friend of mine purchased some beautiful hay-grazer round bales about 100 miles south of his ranch. Two loaded-down, gooseneck, flatbed trailers later, he and his son-in-law were on the road headed home. Long story short, it took eight hours and \$1,000 worth of blown tires, plus a roadside service charge to get 50 round bales home. He would have been better off hiring two semitrucks to haul even more bales.



How do you avoid feeding hay? According to Larry Redmon, Ph.D., Extension program leader, and Monte Rouquette, Ph.D., professor of forage physiology, both with Texas AgriLife Research and Extension, a 12-month grazing plan or system is the first step. Grazing 12 months per year will require multiple pastures that will support different cattle-production stages and forage species during different

months.

The 12-month plan will definitely include actively growing warm season grasses *(Bermuda or similar; graze April to November); deferred grazing of stockpiled warm-season grasses (graze late October to end of January); and either cool-season grasses (tall fescue, north of I-20 up to I-40), combining annual clovers (crimson, arrowleaf, ball, white) with Bermuda or Bahiagrass sod (graze clover February/March to May), or over-seeding and/or establishing a prepared seedbed for small grains (wheat, oat, rye; graze December/January to May) or annual ryegrass (graze mid-winter to mid-May). Some cattle producers may be in a position and location to use several of the above suggestions.

How can a 12-month grazing plan be successful? First, I think it would be wise to have at least a one-month hay supply on hand in case of an emergency. If stored properly, the hay should not lose much quality and could be used over several years. Second, a producer must know the active growing period for the warm-season grasses, which will serve as the base for this 12-month grazing plan. Third, what other forages and small grains are available to complement and offset seasonal forage production? Fourth, how many pastures (acres) will be needed for proper stocking rates, for the ability to stockpile warm-season grass, to establish a prepared seedbed or to sod-seed a winter forage? Fifth, does it make economic sense to prepare, establish and maintain (fertilize) a seedbed pasture for small grains, or do you currently own the proper implements?

Rouquette has provided estimated costs to create a small grain pasture: site prep/planting costs \$25 per acre; seed (100 pounds per acre) costs \$40 per acre; and nitrogen fertilizer (two applications) costs \$60 per acre. Rouquette's estimated total cost is \$125-\$175 per acre.

A **hay-less** beef cattle management system may not work for your particular beef operation, but it is worth pondering. Your ranch's location will dictate the diversity of forage types available (more is better). There is no doubt this management system will require more pastures and possibly more land to graze the current herd (more land does not equal more cattle).

The overall goal of this grazing system is to match the nutritional needs of the herd with realistic seasonal forage production. A 12-month grazing system must be flexible and have emergency and contingency plans ready to implement. Buying hay each year is obviously easier but may not be economically prudent. Regardless, we need to consider all possible alternatives to buying and feeding hay because it may mean more money in our pockets. 🐄

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LACKEY RANCH CONTINUED FROM PAGE 12

the association needs to disseminate the collective gathering of information formatted in a way that breeders can utilize in breeding and purchasing decisions."

Franke says that he has seen other breeds out-sell Santa Gertrudis cattle over the years, but he also sees that changing and, with SGBI's help, people are once again showing enthusiasm in the overlooked, hardy breed. That, along with a promise to Saunders that the ranch would always raise Santa Gertrudis cattle, is why the ranch continues to raise Santa Gertrudis.

"Page was all about pounds of meat to sell," Franke says. "She studied ranch-to-rail results in detail."

To Saunders, weaning weights and milk were important, but so were conformation and structural soundness. "She liked big cows and gave them plenty of acres to graze, with very little supplementation."

The climate in South Texas is hot and dry, but most years, Franke says, they receive more rainfall than other parts of Texas.

"Where we are, most of it is rolling hills," ranch manager Curry says. "About 75 percent of the ranch is open pastures, and the other part is creek bottoms or brush mop that we have strategically left in places."

Because of the amount of land that the ranch has and its many seasonal creeks, Curry always plans for a drought and stocks his pastures accordingly, running a pair on about 10-15 acres.

"That way I never overstock in good years and then have to cut back on cattle," Curry says. "We try to manage for the cattle first and foremost; that was always Page's big thing. She wanted to take care of the land and make sure the cattle had what they needed."

Managing the brush is one of the Lackey Ranch's biggest challenges, though. For years, brush had taken over, and they continue the constant battle of reclaiming pastures to grassland.

"We are currently using two skid steers with tree shears and mulching heads to combat the ever invasive huisache and mesquite," Franke says. In attempts to easily move cattle through pastures with minimum labor, Franke

explains they made alleyways through pastures, adding that in such cases, "a cube feeder is magic."

Stewardship of the land and cattle has always been important to Saunders, something she passed on to the next generation. In addition to limiting the overgrowth of quickly growing species, the ranch practices rotational grazing and works to limit monoculture pastures, making the pastures good for both cattle and wildlife, while restoring land that was depleted of fertility after it was used to grow cotton many years ago.

Just as the ranch is working to better their stewardship of the land, they continually work to better their cow herd by using embryo transfer and artificial insemination. Although lack of skills and proximity to such businesses make it difficult, Franke says they are working to upgrade facilities where needed.

The ranch breeds for fertility first, as having a live calf on the ground is the most important, but Franke says they also cull any cows who give birth to low weaning weight calves.

"Page was always big on heavy weaning weights," Curry says. "When

CONTINUED ON PAGE 56 ►

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2018-2022 LONG RANGE STRATEGIC PLAN

The Santa Gertrudis Breeders International 2018-2022 Long Range Strategic Plan functions as a continuation of the 2013-2017 long range planning effort titled *Roadmap for Success*. The *Roadmap for Success* served as a catalyst, moving the association to the forefront of the industry as a leader in the area of genetic technology. During plan development in 2012, SGBI members noted that an investment in genomics and the association's genetic evaluation provided an opportunity for breed growth. Since the release of the 2013-2017 document, SGBI members have embraced genetic technology and the use of genomic and phenotypic data to validate animal performance. In 2013, SGBI was the first *Bos indicus*-influenced breed to provide genomically enhanced EPDs and the first beef breed association to use the powerful single-step method of incorporating DNA information into the breed's genetic evaluation.

The 2018-2022 plan is the result of an 18-month effort by Long Range Planning (LRP) Committee members to collect data and information from association members, industry partners and members of academia. During the development process, the LRP Committee utilized surveys, focus groups and a strategic planning workshop. The input was interesting, insightful and valuable. The most challenging aspect of the process was condensing the feedback into a simple, yet focused plan.

The following is the result of the committee's 18-month effort. The 2018-2022 plan builds on the solid foundation set by the 2013-2017 *Roadmap for Success*. Moving forward, changing industry dynamics will test small beef breed registries that are competing for increased market share in a competitive seedstock landscape. However, this carefully crafted, grass-roots-developed plan provides the association with a clear path for continued success.

EDUCATION

How does Santa Gertrudis Breeders International explain the value of our product? How do Santa Gertrudis breeders contend with stubbornly entrenched perceptions, misinformation and significant competitors? How does Santa Gertrudis Breeders International help association members, industry partners and consumers sort through the vast amounts of information, misinformation and conflicting reports that are conveyed to the beef community from countless sources? The answer is to educate all stakeholders on the value of the breed's genetic package.

GOAL

- ➔ Santa Gertrudis Breeders International will provide the leadership needed to develop and implement a long-term, comprehensive effort designed to educate industry stakeholders about the value of Santa Gertrudis genetics.

OBJECTIVES

- ➔ Place greater emphasis and increased focus on member (Active and Junior) knowledge and adoption of the association's selection and breeding decision-making tools.
- ➔ Foster relationships with academia in order to develop breed-specific research and educational outreach opportunities.
- ➔ Strengthen information and data sharing alliances with all beef industry stakeholders.
- ➔ Strengthen member awareness of association and industry interaction, stressing the business aspect of the beef business.
- ➔ Increase emphasis on Junior Association learning opportunities with a focus on commercial beef production.

BREED IMPROVEMENT

Over the last five years, Santa Gertrudis Breeders International has made tremendous genetic progress due to the association's aggressive and innovative approach to data collection that documents breed performance from birth to harvest. Data sets have been utilized to improve genetic characteristics such as fertility, weaning weight, marbling and other economically relevant traits. In 2013, SGBI was the first *Bos indicus*-influenced breed association to provide genomically enhanced EPDs. SGBI was also the first beef breed to use the powerful single-step method for incorporating DNA into the association's genetic evaluation.

However, genomic technology is advancing rapidly and has progressed to the point that it's now widely used in making seedstock and commercial cow-calf breeding decisions. To remain viable, Santa Gertrudis Breeders Interna-

tional members must readily adopt cutting-edge technology and use sound scientific principles that increase breed inventory while producing the type and kind of cattle demanded by the industry.

GOAL

- ➔ Santa Gertrudis Breeders International will focus on increasing and offering profitable genetics packaged in an industry-acceptable phenotype. Membership will utilize the association's tools, as well as additional proven management and decision-making tools to identify and replicate economically relevant traits that strengthen the breed's genetic package, resulting in increased animal value.

OBJECTIVES

- ➔ Utilizing association tools, Santa Gertrudis breeders will aggressively identify and validate profitable performance, proving that any prior (real or perceived) breed issues have been corrected.
- ➔ Place greater emphasis on the collection of reliable data ensuring that SGBI's genetic evaluation is consistent, accurate and valid.
- ➔ Stay on the forefront of genetic technology, adopting technologies that better position members to meet anticipated demand for high-quality beef.
- ➔ Study the feasibility of adopting Whole Herd Reporting.
- ➔ Place an emphasis on the use of visual appraisal as a selection tool to be utilized in the identification of physical traits that serve as structural-soundness and performance indicators.

MARKET EXPANSION

GOAL

- ➔ Santa Gertrudis Breeders International members will understand the factors that drive customer (domestic and foreign) profitability by implementing programs and activities that will enhance the marketability of customers' calves, whether retained in the herd, sold at weaning, retained through the stocker phase or retained through finishing and harvest.

OBJECTIVES

- ➔ Increase commercial market share, emphasizing the importance of SGBI's two products – the cattle and the associated data.
- ➔ Collaborate with industry members to document the value of Santa Gertrudis genetics.
- ➔ Examine the potential for industry alliances (sale barns, feeders, packers, retailers) that will create "pull-through" demand for Santa Gertrudis and Santa Gertrudis-influenced cattle.
- ➔ Explore avenues to create cooperative marketing opportunities for members and their commercial cattle-buying customers.
- ➔ Market SGBI technology and performance-validating tools globally.

IMPLEMENTATION

Successful implementation of the 2018-2022 Long Range Plan is dependent on the support of the association's Board of Directors, committee involvement, affiliate assistance and

member participation. Annually, SGBI committees, working in a collaborative manner, will be charged with developing detailed action items to achieve the desired objectives, initiatives and measures.

Plan success is also a function of simplicity; the entire strategic plan is synthesized into three target areas – Education, Breed Improvement and Market Expansion. Simplicity ensures the plan's focus is crystal clear to all association members. Finally, communication is critical for the successful implementation of the strategic plan. SGBI leadership must clearly convey the importance of member "buy-in" in order for Santa Gertrudis Breeders International to remain a viable competitor in the beef seedstock sector.

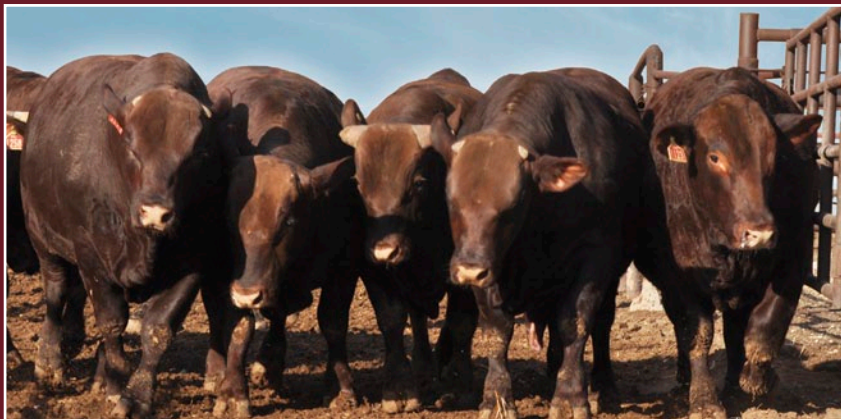
It is important to mention that the 2018-2022 plan does not include a financial component. The association is currently applying financial tactics identified in the *2016 Santa Gertrudis Breeders International Financial Plan*, prepared by Victoria Salin, Ph.D., Texas A&M University, College Station, Texas. Many times throughout the planning process, LRP Committee members noted that a sound financial strategy is critical for successful plan implementation and long-term association viability. The committee also stressed the need for a staff succession strategy.

It is highly probable that two key association positions will become available in the next three to five years. Formulating and implementing a succession plan will increase the likelihood that capable individuals have been identified and are prepared to assume key roles.

It's important that Santa Gertrudis Breeders International has a plan to assist the association as it moves into the future. The 2018-2022 Long Range Plan is a continuation of the 2013-2017 SGBI *Roadmap for Success* and provides direction for the next five years. The plan is a fluid, living document designed to address emerging issues without losing sight of the association's goal of improving member and customer profitability, sustainability and satisfaction. 🐄



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See page ____ of this issue for a membership application.

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MAKING HIS MOVE

Former Junior Leader Transitions to Breeder, Mentor

By Macey Mueller, Freelance Writer

A simple desire to raise Santa Gertrudis cattle like his cousin led Micah Morgan to more than just the show ring – he quickly developed a passion for service and leadership within the breed and beyond.

The Ore City, Texas, native began showing Santa Gertrudis cattle as a freshman in high school. As he continued to experience success on the Texas Club Calf Association circuit and at major shows in Fort Worth, Houston and San Antonio, Morgan knew he wanted to get further involved with the National Junior Santa Gertrudis Association (NJSGA).

Like a lot of families in the livestock community, the Morgans began forgoing summer vacations to attend the National Junior Santa Gertrudis Show (NJSGS) each year. After exhibiting at his first national show in Brenham, Texas, in 2004, Morgan says, being around others who were passionate

about the Santa Gertrudis breed made a lasting impact on him.

“As I was participating in these shows, I would see the Junior Board members in their blue blazers, and I aspired to be one of them someday,” he says. “As I started acquiring more cattle and attending more shows, I met more people in the breed who inspired me to take on a leadership position and

serve the members of the organization.”

By his senior year of high school, Morgan was highly involved in FFA, participating in poultry judging and several leadership activities. The summer after graduation, he was elected to represent District 1 on the NJSGA Board of Directors and ended up serving a total of four years, eventually serving as president in 2010. He says the experience he gained serving the membership was invaluable as he matured into a young adult.

“I had always been a pretty quiet and introverted kid, but my involvement with NJSGA and FFA really improved my communication skills and my confidence,” he says. “There were a lot of things I wasn’t good at but being in the show ring is where I found that I could shine.”

“I grew to enjoy public speaking and other competitions at the NJSGS, and I worked very hard to be competitive in those areas.”

During Morgan’s last year as a junior member, he earned the Byron Thoms High Point Award for his showmanship abilities and his stellar performance in several leadership contests during the national junior show in Kingsville, Texas.

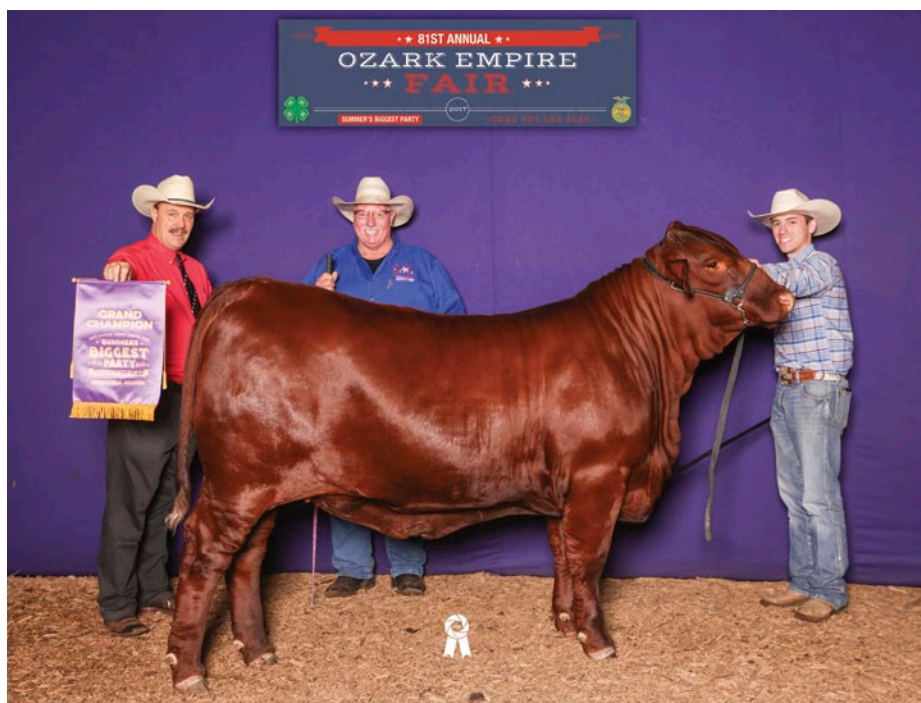
Spending time on the NJSGA Board also exposed Morgan to the extensive amount of work being done within Santa Gertrudis Breeders International. One of the highlights of his junior career was getting to work with staff and SGBI Board members whom Morgan greatly admired and respected. He was

CONTINUED ON PAGE 56

Morgan exhibits his first Santa Gertrudis heifer purchased from David Harris at the 2004 Houston Livestock Show. After experiencing success in the show ring early in his career, he has been striving to stay competitive ever since.



Morgan and his mentor and fellow Santa Gertrudis breeder, Ira Barrow, proudly display their success at the 2017 Ozark Empire Fair in Springfield, Mo.



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MICAH MORGAN

CONTINUED FROM PAGE 54

especially impressed with the level of professionalism and responsibility they exhibited.

"As president of NJSGA, I attended SGBI committee meetings and worked closely with several leaders from the SGBI Board, so it was really my first introduction into working with adults and understanding that, although we didn't always agree with each other, there could still be unity within our diversified group" Morgan says. "Members don't always understand just how much is done behind the scenes to make SGBI and NJSGA successful. It takes a lot of manpower to organize shows and contests and to promote the breed, and Board members volunteer to take a lot of that on."

After his junior career ended, Morgan went on to earn a Bachelor of Business Administration in marketing with honors from the University of Texas at Tyler. He now works as senior project manager for Mueller, Inc., selling metal buildings, metal roofs and different steel components.

Morgan also serves as a youth minister at the Ore City Church of Christ and believes his time spent serving the NJSGA helped shape him into this role.

"One of the greatest responsibilities as a Junior Board member is to set a positive example for the membership and to mentor younger members," he says. "Similar to my role as a youth minister, I was able to help make an impact in other juniors' lives and ensure they had the same meaningful opportunities I was given. The cattle are just a means by which we develop young people."

"It was an awesome experience to set a goal for myself to one day be on the Junior Board and then work hard to meet it, and that's what we want to replicate in kids."

In addition to his mission of service, Morgan's love for Santa Gertrudis cattle also continues. He said producers like Ira Barrow and Darrell Pitchford helped with his efforts to transition from junior member to breeder.

He began by breeding his former show heifers and selling their offspring with great success, but like many young adults, he made the tough decision to sell his herd to purchase his first home. Since settling on his new acreage outside of Ore City and becoming more established in his career, Morgan has spent the past three years accumulating new genetics to rebuild his herd. He has also exhibited his cattle extensively at open shows to demonstrate the quality and performance he has been able to produce. Combined with his success as a junior, Morgan has built a reputable name for himself on the show circuit and among fellow breeders.

"The only thing I enjoy more than showing my cattle is watching a junior member show my cattle," he says. "I've always had a desire to help mentor younger showmen, and I enjoy helping them learn and experience success with these animals."

"The U.S. cattle industry stands to greatly benefit from Santa Gertrudis genetics, and I am always glad to watch as junior members develop the same type of passion I have for the breed."

Morgan says he is especially fond of Santa Gertrudis cattle because of the parasite resistance and adaptabil-

ity qualities they offer producers. He also appreciates the breed's excellent maternal instinct.

"I think the Santa Gertrudis female is the best mama cow out there," he says. "It is bred into her to be an outstanding brood cow."

That same appreciation extends to SGBI and the extensive work they do to promote the breed and build membership within the organization.

Morgan says advancements in expected progeny difference profiles and performance data for Santa Gertrudis genetics have helped the breed gain popularity in the last 10 years, especially in the Southeastern United States where cattle with Brahman influence thrive.

"The exposure we've received as a breed and the increased use of Santa Gertrudis genetics – both in commercial herds and seedstock operations – is a direct result of the hard work being done by SGBI staff and Board members," he says. "As breeders, it is vital we support the organization through membership, committee work and other volunteer opportunities so we can continue building on our breed's success."

As a former NJSGA member who has now made the transition to SGBI, Morgan hopes current junior members will also consider the importance of participating in the association.

"Junior members matter, and their future in this breed is critical to our continuing legacy and heritage," he says. "I would encourage them to find ways to pour into the association the same selfless investment that was given to them." 🐄

LACKEY RANCH

CONTINUED FROM PAGE 45

I look at expected progeny differences [EPDs], it has to be bulls with higher EPDs for weaning weights [and] yearling weights, and then they have to be the correct phenotype; they have to look like a Gert."

As far as Saunders was concerned, pedigrees don't mean a thing as long as the animal performed well and produced a calf.

Most of the females sell private treaty, for the time being. Thanks to Saunders' connections in the Santa Gertrudis world, whenever Curry has extra females to sell it doesn't take more than a few phone calls to find a buyer.

"In the future, we plan on marketing bulls, and in the near future we also hope to have a production sale of our own between the Santa Gertrudis, Santa Gertrudis-cross and Brangus females," Curry says.

Usually steer calves are taken to the local auction barn, but soon, Curry says, the ranch will be backgrounding them and raising them through the fall, then selling load lots off the ranch.

Despite having lofty goals on the horizon, the biggest goal right now is to decrease the commercial Santa Gertrudis herd and increase the registered herd.

"We have customers waiting for solid red Gert heifers and need to fill orders,"

Franke says. "With a large purebred Gert herd, we can turn our attention to the buyers' wants in nine months."

The future of Santa Gertrudis cattle seems bright for now, according to Franke, but he says that breeders can't lose traction, especially after seeing many breeds come in and out of fashion over the years.

"I think the future was made in the past," he says. "Generations of hard work has already been done. The cattle nowadays are the survivors of rigorous culling. You don't have to reinvent the wheel, just shine it up and package it correctly for the consumer today. Get buyers, feeders and packers the data they need to buy with confidence." 🐄

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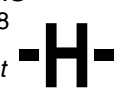
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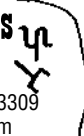
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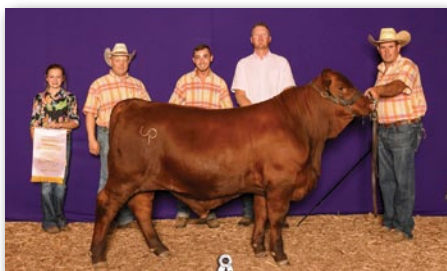
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Aug. 5, 2018 | Springfield, Mo. | Judge: Jeff Paulson



SF Mojito, shown by
Top Shelf Cattle Co., La Russell, Mo.



SP Vegas 790, shown by
Santa Poco Ranch, Kennedy, Texas



Miss Shatira, shown by Ellistin Morey,
Golden City, Mo.



Miss Big Star, shown by Karli Buggs,
Carthage, Mo.



TF Autumn, shown by Emmalee Taylor,
St. Joe, Ark.



TF Winona, shown by
Emmalee Taylor, St. Joe, Ark.

Aug. 7, 2018 | Indianapolis, Ind. | Judge: Ryan Rash



QV Redemption 60E1, shown by
Quail Valley Farms, Oneonta, Ala.



Rushmore 141, shown by Tinney Farms
and Circle A Farm, Hanceville, Ala.



777 Gambler, shown by 777 Farms and
Circle A Farm, Williamsport, Tenn.



Miss TT 107, shown by Cody Heath,
Turners Station, Ky.



QV Summer Sage, shown by
Tinney Farms, Hanceville, Ala.



Heaths Miss BFS, shown by Cody
Heath, Turners Station, Ky.

No Photo Available

Shakers Ava, shown by
Ashley Osborne, Lathrop, Mo.

KENTUCKY STATE FAIR

Aug. 26, 2018 | Louisville, Ky. | Judge: Scott Burks



GRAND CHAMPION BULL AND BEST OF POLLED
777 Gambler, shown by 777 Farms and Circle A Farm, Williamsport, Tenn.



RESERVE GRAND CHAMPION BULL
QV Redemption 60E1, shown by Quail Valley Farms, Oneonta, Ala.



RESERVE GRAND CHAMPION FEMALE
Top Shelf Rum Chata, shown by Top Shelf Cattle Co., La Russell, Mo.

No Photo Available

BEST OF POLLED FEMALE
Miss TT 107, shown by Cody Heath, Turners Station, Ky.

GRAND CHAMPION STAR 5 FEMALE >
Heaths Miss BFS, shown by Cody Heath, Turners Station, Ky.



GRAND CHAMPION FEMALE
LCS 10/6, shown by Cody Heath, Turners Station, Ky.



RESERVE GRAND CHAMPION STAR 5
Elizabeth, shown by Cannan Eades, Owenton, Ky.



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