



# THE *Galloway* DISPATCH

*GALLOWAY: MAKING CATTLE GREAT AGAIN*

## PROMOTING GALLOWAY CATTLE

February  
2021

The AGBA Promotional Committee, comprised of Susan Waples, Leslea Hodgson and Judy Decker, worked on a few projects during the late fall and winter months. We discussed what we see are the worn and tired catch phrases of the beef cattle advertising world today, and discussed ways to present the Galloway breed in a fresh light. Leslea had the idea to highlight the time-tested reality of our breed. Lots of collaborative emails later, this is the general purpose ad we came up with for use in future ad campaigns. We hope you'll like it. Photography and graphic design credit goes to Leslea. The ad's first insertion is in American Beef Producer, to buttress the lengthy focus on Galloways that appears in the February 2021 issue. More about that on page 2.

**"There are laws to protect the freedom of the press's speech, but none that are worth anything to protect the people from the press"**

~ Mark Twain



She's been in the  
beef business for  
400+ years.  
You could say  
it's in her DNA.

*Her ancestors called it survival.  
Today, you call efficiency.*

**www.AmericanGalloway.com**

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# Galloway Cattle Go Mainstream Media

You never know when a chance encounter may parlay into some top notch publicity. Twenty years ago when Brad and Leslea Hodgson, Fountain, MN, attended a forages field day, they met Jim Sample, who was the producer of a magazine called *Midwest Beef Producer*. He was visiting with attendees and networking, promoting his magazine. Brad and Jim ended up in a lengthy conversation, and through that time spent visiting Brad gained much appreciation for Jim's gregarious and upbeat demeanor. Through that conversation, the Hodgsons ended up on the mailing list for Sample's magazine, filled with beautiful bull ads and scores of bull sales by state and date. Leslea says that for about 16 of those 20 years she would say to Brad, while perusing the latest issue, "some day we should see if he would do a story on Galloway cattle." Sadly Jim passed away about a year ago, and son Derek took the reins. He eventually changed the publication's name to *American Beef Producer*, and began modifying the nature of the content, to include interviews and photos, with Derek being an accomplished photographer. Leslea noticed that the Spring 2020 issues had a lot of interesting photos and content, so she reached out to Derek about doing a breed spotlight on Galloways. He agreed, and the completed article, with ample photographs, is now available on the American Beef Producer website. Please see the links provided below to view the article online, and also for subscription information.

The Breed Spotlight is structured in an interview format, with questions that provide ample opportunity to expound on the Galloway breed's characteristics and strengths that have kept them viable for close to 500 years. Traits that are foundational to a functional cowherd today.

Page three has the article in 'teaser' format...but you can see that the layout is gorgeous, and the information within will not disappoint. Give it a look, share it with your friends and beef cattle acquaintances.

To view the article online: <https://www.abpmag.com/latest-issue/>

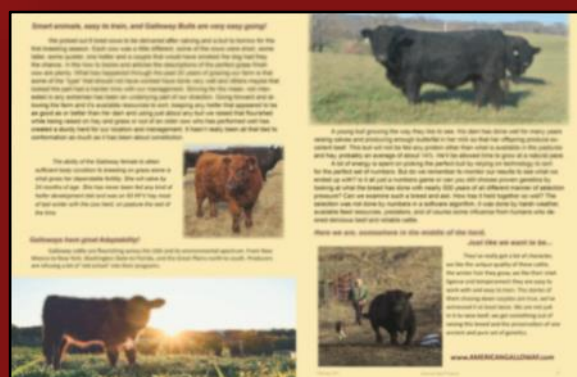
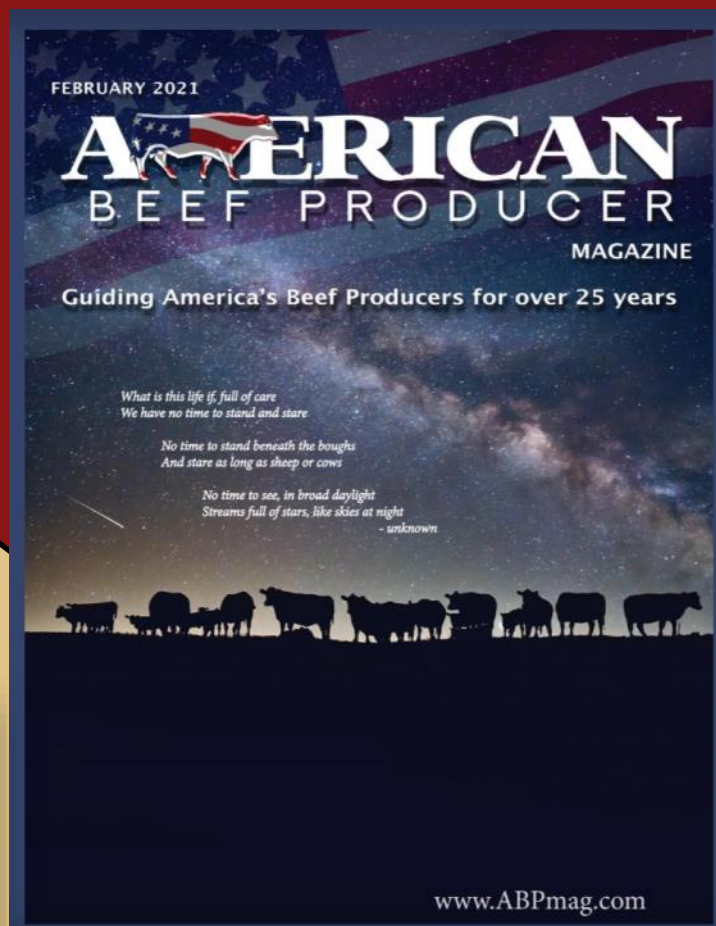
For subscription information: <https://www.abpmag.com/subscribe/>

## MARKETING MAGIC

GARNERING NATIONAL PUBLICITY FOR THE GALLOWAY BREED, AND/OR YOUR OWN FARM, MAY BE MORE ATTAINABLE THAN YOU THINK.

THIS IS THE STORY OF HOW ONE OF OUR BREEDERS, LESLEA HODGSON, WHO ALSO RECENTLY JOINED THE PROMOTIONAL COMMITTEE, PARLAYED A CASUAL ACQUAINTANCE WITH A BEEF MAGAZINE EDITOR INTO A 6 PAGE SPREAD THAT IS PUBLISHED IN THEIR FEBRUARY 2021 ISSUE.

# From The Promo Committee



Pages courtesy of American Beef Producer magazine.

An annual membership is \$30 and includes 4 classified ad insertions, both in print and online, and a hat! Can't beat that. (Oh, and those classified ads are shared on ABP's Facebook page too)



# Calling All Whites!



White Galloway cattle, that is! The August 2021 issue will have a section highlighting the White Galloway cattle. If you are a breeder of Whites, please work on getting some quality photos of your cattle in the coming months. Submit digital photos to me at [renfarms@osprey.net](mailto:renfarms@osprey.net). Subject line White Galloway Photos . Feel free to contact me sooner rather than later with information you feel should be included in a write up about the Whites!

Thank you, and talk with you soon.



**BERRY RANCH**  
GALLOWAYS  
Mora, Minnesota - 612-390-2249



2019 NWSS Grand Champion Bull  
Berry's Empire 128E sired by the  
Scottish Bull Ben Lomond Mhordhu

**5 Time Winner of NWSS  
Premiere Exhibitor and  
Breeder Awards**

Its time to make your 2021 breeding plans.  
We have semen available on these three bulls,  
plus others. Semen is stored and shipped from  
Hawkeye Breeders in Iowa.



**YY Contrail 529C**  
Canadian bull sired by  
Diamond B X-Ray 117X

Semen available on these and  
other bulls.

We also have bulls and females  
available now. Call us!



**Scottish Bull:**  
Braveheart of Galway,  
semen imported from  
Scotland

Give us a call, or send email to [eberryranch@gmail.com](mailto:eberryranch@gmail.com). We love talking Galloways.



# RENAISSANCE FARMS LTD

Bill and Judy Decker Emporia, KS [www.renfarms.com](http://www.renfarms.com) 620.343.6757 [galloway@renfarms.com](mailto:galloway@renfarms.com)

## Kaiser of Gnomes End



12 month  
old Kaiser  
daughters

Fall 2020  
Calves  
Available  
May 2021



**RFLTD Xenon**

**CSS Semen**  
**Available**



**Kaiser of Gnomes End**  
**Semen available Spring 2021**

# Ready to Collect That Bull?

In a breed such as ours, where purebred breeding herds are scattered far and wide geographically, collecting high quality bulls becomes even more important for keeping genetic diversity from contracting. Having a bull collected is fairly easy on your end, but you'll need to know your options.

## **Certified Semen Services: the gold seal of approval.**

In 1975 the National Association of Animal Breeders (NAAB) decided to introduce self-regulation into the semen collection business. Some of the reasons may seem obvious, such as a mechanism for preventing spread of disease and ensuring a quality, potent product. But also a means of standardizing semen identification, down to the collection batch. Out of this decision was born Certified Semen Services, Inc, (CSS) wholly owned by the NAAB. The foresight of their creation of CSS creates a standardized set of procedures and animal health checks, allowing the industry to self-regulate without government intervention.

Here's a breakdown of a typical CSS fee schedule:

### Collection Charges:

In-House bulls are collected twice a week

\$65.00/collection day if sample is kept

\$35.00/collection day if sample is NOT kept

\$2.00/straw

**CSS Health Testing = \$700.00** and bull must stay quarantined at collection facility for a minimum of 60 days at a daily housing fee. Expect that daily housing fee to be north of \$13/day.

**What you get** as a semen buyer is semen from a bull that has been tested a half dozen times for Trich, and twice over the course of their stay for several other diseases that are known to be transmitted via semen, namely: Tuberculosis, Brucellosis, Leptospirosis, and BVD. That's a lot of peace of mind for both buyer and seller. It does come with a hefty price tag, so one needs to run some numbers as to realistic sales volume versus the overhead of collection AND storage fees (more on that later). CSS testing is the starting point for collecting a bull for export. Other requirements will need to be met as well, depending on country of residence of the importer.

The more common collection option for semen sales is a non-CSS collection. The bull will be tested for the above diseases as a pre-entry requirement. The bulls are housed and collected once or twice a week until the desired number of straws are collected.

Finally there is the haul-in or on-farm collection, most commonly utilized to collect a bull for use by the producer on the farm. No health testing is required.

(Continues pg 7)



Collection from pg 5

Once you've had your bull collected for semen sales, storage is usually available at the collection facility, unless it is a smaller satellite collection station for a large outfit such as Hawkeye Breeders. Such a satellite site is available in north central Kansas, but as a smaller facility, this satellite operation is not set up for CSS certification. Hawkeye's main facility is in Adel, IA, as is their semen storage and shipping center. A quick internet search will show you the breeders services providers in your region. Semen storage fees are based on number of straws held in storage at a facility, billed monthly if the total number of units is over a certain threshold, usually around 251 units. So if you collect 600 straws from your bull, you can expect to be billed around 6 cents per unit per month, ballpark, depending on who you are working with. As your stockpile depletes through sales, your monthly storage fee decreases accordingly.

Shipping fees vary by geographic distance from shipping point. The special shipping containers are billed including the fees for the return trip of the unit to the point of origin. A flat fee for handling and shipping consumables (liquid N) are tacked onto the actual shipping rate charged by the shipper. UPS is a frequently used shipper for frozen semen.

Finally, its always a good idea to have some data on the bull, such as frame score, weight, and offspring birthweights, to help prospective buyers decide if he's a good fit for their needs. And finally, don't forget to take some really great photos of the bull for promotional purposes.



**The Coffee  
Pot is  
Always On!**

# BRASS RING GALLOWAYS

406-749-0818 Russ and Susan Waples 406-635-2114  
Box 544 Terry, MT 59349 brgalwap@midrivers.com

**One Stop Shopping.**

**We have Red Angus/Galloway steers and heifers...coming yearlings. Also yearling Galloway bulls and heifers. And one coming 2 year old black bull....red gene carrier.**

Galloway: A Move in the RIGHT Direction.

*Some call it the middle of nowhere...*

*We call it HOME*

Thank our advertisers...visit their websites or give them a call!

# GRANT GALLOWAYS

**JIM GRANT ~ HAZLETON, IDAHO**  
Galloway Since 1966

**PROVEN ON GRASS, PROVEN IN THE FEEDLOT**  
208.420.3977 (CELL) [jimgrantgalloway@gmail.com](mailto:jimgrantgalloway@gmail.com)



# Elections and Real World Consequences

The November 4, 2020 election is certainly one for the history books, and the proposed tax policies of the new administration have some pretty nitty gritty implications for we in the ag industry.

Chief among those is how much of your estate can be passed to your heirs before estate taxes are triggered.

Under the current structure, land and assets are assigned a 'stepped up' value, meaning whatever their value is on the day the parent dies, that is the value assigned to it for estate tax calculations. So, say your parents bought land 30 years ago for \$500/acre, 100 acres total. The cost of that parcel was \$50,000. The current estate tax laws allow the heirs to receive property with a valuation based on its value *the day the last parent died*. This is significant, since through 30 years of normal land appreciation, that parcel is now worth, say, \$3000/acre, or \$300,000. So if the heirs opt to sell the property a few months down the road, for \$320,000, their capital gains basis is \$20,000, and tax would be figured using capital gains tables and their included exemptions.

President Biden campaigned on a proposed estate tax law which would make two important changes. First, it would remove the 'stepped up' valuation, causing the heirs to inherit the assets at their original purchase price. In our example above, the heirs now receive property with a basis of \$50,000. If they liquidate the land for \$320,000, they now owe capital gains taxes on \$280,000. In other words, the Biden tax plan seeks to classify capital gains as 'realized' whenever an asset or property changes hands.

The second ominous change the Biden tax plan proposes is to reduce the estate and gift tax exemption limits. For 2020 those exemptions (the amount of capital gains exempt from estate taxes) are \$11.58 million per individual, and \$23.16 million for married couples (if

Year	Estate Tax Exemption
2017	\$5.49 million
2018	\$11.18 million
2019	\$11.4 million
2020	\$11.58 million

one spouse dies, the surviving spouse acquires the deceased spouse's exemption, preserving the \$23.16 million exemption). It is important to know that the current exemptions are from the *Tax Cuts and Jobs Act of 2017* and will sunset in 2026 if no further action is taken. The Biden

plan seeks to reduce the estate exemption to \$3.5 million (and also to raise the maximum estate tax rate to 45%). Its important to note that coupled with the removal of the



# President's Corner

John Goetzinger

During these cold winter days, it's good to set goals and the direction of our farm for the upcoming year. It is a time to look back on the previous year and see what we learned and figure out what adjustments might be necessary for our social sanity, economic viability and environmental improvement. Perhaps a starting point would be to figure out "why" you are farming/ranching the way you have, is it profitable to continue the enterprise in that same manner, how can the enterprise be tweaked, or should you even be farming if it doesn't answer your "why". I have had the privilege of teaching at the local Technical College trying to help farmers/ranchers to utilize financial tools that could help them run their businesses more efficiently. I have observed that most farmers don't enjoy looking deeply at the finances of their businesses. It can be laborious answering questions like:

"How much is it costing me to have this cow on the farm?"

"Does it make sense to finish animals or sell them as feeders or sell the calves?"

"How and where can I sell my products to generate some cash flow?"

"Should I raise sheep, goats, pigs, chickens, turkeys instead of cattle or all of them together?"

"Should I invest or maintain all my haying equipment or just buy hay?"

"What is the true cost to me of making a ton of hay?"

"What is the true cost of degrading my soils, groundwater or surface water?"

"Does it make sense to grow more corn and beans?"

"How truly profitable is it growing so much row crop?"

"Who is truly profiting from the enterprise I am choosing? Agribusiness or me?"

"Is it profitable to imitate nature in our farming practices?"

"Is it better to have very high production or very high profit?"

"Am I farming for production bragging rights or profit?"

"Is it economical to make 3 passes with a piece of equipment when one pass (no-till planter) will do?"

"Is it economical to plant cover crops with my row crop system?"

Continues pg 14



# Meet the Directors

## Terry Marcotte, Central Time Zone Director Secretary- Treasurer AGBA

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I have been involved with agriculture for many years, having grown up on a cattle/grain farm in western Kansas and worked for 30 years as a Manager of a national Livestock Feed Production Facility. My grandfather was a great influence for my agricultural interests, purchasing a farm in 1904, of which I am proud to be part-owner today. My wife, Annette, is a mostly retired food animal and pet Veterinarian.

We chose the Galloway breed several years ago because of their many attributes: easy calving, good mothers, longevity, gentle disposition, and excellent grass-fed meat quality. As both my wife and myself were working away from the farm weekdays, we needed quality cattle that could take care of themselves. Having raised other cattle breeds, we appreciated the easy management of the Galloways. With the changes in the beef cattle industry, smaller producers are at a disadvantage to profitably compete with large operations, so the growing consumer driven demand for grass-fed beef fit our operation. Moderately framed cattle also allow us to graze more cows per acre, which helps manage pastures and ultimately produce beef efficiently.

We are enjoying our growing herd and feel that Galloway breeders are some of the best people in the world, and their help and advice is always appreciated.

*Terry Marcotte*



Editor's Note: A big shout out to Terry for agreeing to take the reins of the Sec/Treas position in our association. We have been so fortunate to have volunteers manage this position over the years, including recent outgoing Sec/Treas Richard Serr, and prior to his stint, Joyce Jones. Your association functions because of volunteers spending their time and efforts to keep it operating within the legal guidelines according to law.

## In Memoriam

Long time Galloway breeder and promoter Dorothy Orts, age 73, of Oriska, ND, died Saturday, November 14th at her home.

Among her accomplishments in the cattle world, Dorothy was the first woman to be on the NDSU Livestock Judging Team and first woman to graduate from NDSU with an Animal Science degree. She went on to write for the Dakota Farmer where she met a handsome young extension agent on a story she was doing. On December 27, 1969, she married Jack Orts, and together they went on to develop their Galloway genetics program in Oriska, ND which endured for several decades. In fact it was just this past fall when the Orts finally sold off the last of their beloved Galloway cattle.

Our condolences to Dorothy's family. And Dorothy, may your decades of selecting Galloway genetics carry on.



*Calves out in their green grass only like to run around and play. We know this well from walking the pastures with them every day.*

*Already at a few farms the calving pens are ready for the little fellers, and where the farmers are awaiting the cow's tell tale "Hello, I'm your momma" beller.*

*Wish we could have some calves on the double but summer calving is a little less trouble, so alas, we'll be waiting for a spring day in May.*

### Root Prairie Galloways

Fountain, MN

507-993-3765

[hodgsonranch@aol.com](mailto:hodgsonranch@aol.com)

[www.rootprairiegalloways.com](http://www.rootprairiegalloways.com)

**Forage only herd  
raised in a  
low input  
managed grazing  
system.**



Estate Taxes, from pg 9

stepped up basis, the act of passing on your life's work to the next generation becomes a tricky proposition.

Keeping an ear to the ground and knowing what changes make it into the final tax law, and as importantly, when those changes will be phased in, can buy you time as you consult with an estate planning attorney who can dazzle you with awesome terms such as SLATs, GRATS, SLANTs, dynasty trusts, and of course the ever popular split-annuity trust. 😊

There are scores of articles available on the internet regarding the implications of changes to the estate tax, as well as to capital gains taxes in general. Ignorance is not bliss, it is expensive. Be cognizant of your estate's net worth, especially when appreciable assets such as land are involved. Have a plan for passing it on to your heirs as intact as you possibly can. (Unless you just naturally love giving money to the government).

By educating yourself before you meet with an estate planning expert you're sure to get a lot more out of that first meeting.



## HANG 5 GALLOWAYS



**Our Red Program is  
Going Strong**

Blacks

Reds

Duns

Whites

Sarah Bowman  
778 Pass Creek Rd  
Parkman WY 82838  
307-752-7457 307-655-9848  
hang5branch@msn.com

## Your Dues Matter

**You love your Galloway cattle. But do you love them enough to make sure the breed remains a recognized breed? This requires registration of good animals. If we don't preserve the lineage of animals in written form, the breed will eventually be lost.**

**Your annual dues allow you to register your animals at a modest price, and you'll receive the AGBA newsletter, as well as fund promotional projects.**

**Can you say "Trifecta"???**

# Remember your 2021 Dues

Prez Address from pg 10

“What do I truly want out of this farm life? Financial security, emotional security or.....?”

“WHY am I even doing any of this and what’s the point anyway?”

“Can I interest the next generation of farmers with the way that I am financially managing or mismanaging this business?”

“Do I even enjoy this enterprise and way of life anymore?”

These are just some of the questions we can tackle with the right tools and introspection. These are meant to get all of us thinking about the financial, social and environmental direction of our farms. I think most of us know that resource protection (resource enhancement) and finances are intricately woven together. It’s hard to have one without the other. For the longest time, farmers have focused solely on resource protection but mostly ignored the finances. Coming from the business world I can tell you that it is exactly the opposite there. There, finances are of the utmost importance while they ignore the other aspects of business that would make their businesses long lasting and contributory to their communities. Everyone’s farm and situation is different so the way forward is different for everyone. My goal is to empower YOU to make these decisions and run your own enterprise budget analysis in the future. Getting some help to go through the process tends to demystify and take some of the fear away from looking at the finances. Many of the country’s large universities have developed tools that are free of charge to help farmers/ranchers go through this process of reflection and analysis. Two that are very good are found on the University of Iowa’s website (<https://guides.lib.uiowa.edu/az.php?s=29833>) and the University of Minnesota’s website (umn.edu). The U.S.

Continues back page

## DIRECTORS

Harley Blegen - MT -VP	406-323-4815
Eli Berry - MN -	612-390-2249
Judy Decker -KS	620-343-6757
John Goetzinger - WI - Pres.	608-462-7766
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Terry Marcotte - KS-Sec	785-614-2271
Joan Hoffman - MI	517-627-2310
Joe Schumacher -MT	406-799-0276
Joyce Jones - PA	724-924-2938
Richard Serr - WA	509-258-6776
Madison Schumacher - MT	
Tom Wilder - WA	360-581-3700

## Mailing Address

Memberships dues are now handled by CLRC. Therefore....

**Mail Registrations, Transfers  
and Membership  
Dues to:**

CLRC  
2417 Holly Lane  
Ottawa, Ontario K1V 0M7  
CANADA



1st Class postage  
to Canada is  
\$1.15





**J**

**Is your tattoo  
letter for 2021**

Did You Know...  
You can easily share  
this newsletter with  
your inquiry list by  
simply going to  
americangalloway.com,  
click on the  
Library tab,  
and then copy the url  
link for The Galloway  
Dispatch into an email.

## Questions about, or Suggestions for the AGBA?

Great! Please contact the Director for your region, and discuss your ideas with them. You are a vital part of this organization, and each one of you brings a unique viewpoint to the AGBA. So please, don't be shy, and don't procrastinate. Same thing goes for any questions you may be mulling over about the Association, and its mission and duties. There's no such thing as a 'dumb' question!

## Attention Annual Members:

If you are an Annual Member in good standing, your farm should be listed on the AGBA website under the Galloway Breeders tab. Go there and look! If your name and farm information are not listed, kindly send all pertinent information to **Richard Serr at [raserr@aol.com](mailto:raserr@aol.com)**. Just the basics, look over a few of the other entries for the general idea of it. Also, if your address or email address change, contact Richard for website changes, and cc myself for changes to the Dispatch mailing list... [renfarms@osprey.net](mailto:renfarms@osprey.net)

## Are you receiving AGBA EMAILS???

We want all active AGBA members to be on our AGBA EMAIL List! If you are a current, paid up member you should be on the AGBA Email list. Please email Judy at [renfarms@osprey.net](mailto:renfarms@osprey.net), subject line AGBA Email List.

If you are a **member** and do not receive the Galloway Dispatch and view it online only, kindly send your information to Judy : [renfarms@osprey.net](mailto:renfarms@osprey.net) and include your mailing address.

## DISPATCH ADVERTISING RATES

CLASSIFIED.....\$10  
(30 WORDS OR LESS, NO IMAGES)  
BIZ CARD.....\$25  
QUARTER PAGE.....\$50  
HALF PAGE.....\$90  
FULL PAGE.....\$150

*PREPAY 4 INSERTIONS AND  
SAVE 10%*

Judy K Decker, editor  
1800 E. 18th  
Emporia, KS 66801

Prez address from pg 14

government also has some great tools on the subject. ([https://catalog.data.gov/dataset?groups=agriculture8571#topic=food\\_navigation](https://catalog.data.gov/dataset?groups=agriculture8571#topic=food_navigation)). A book that I have found to be very helpful is “***Fearless Farm Finances, Farm Financial Management Demystified***” copyright 2012. One to two hours during these slow winter months might be a good investment of your time to set the course for 2021 and beyond. I look forward to hearing from you.

Until then, stay warm everyone!!

***John Goetzinger***