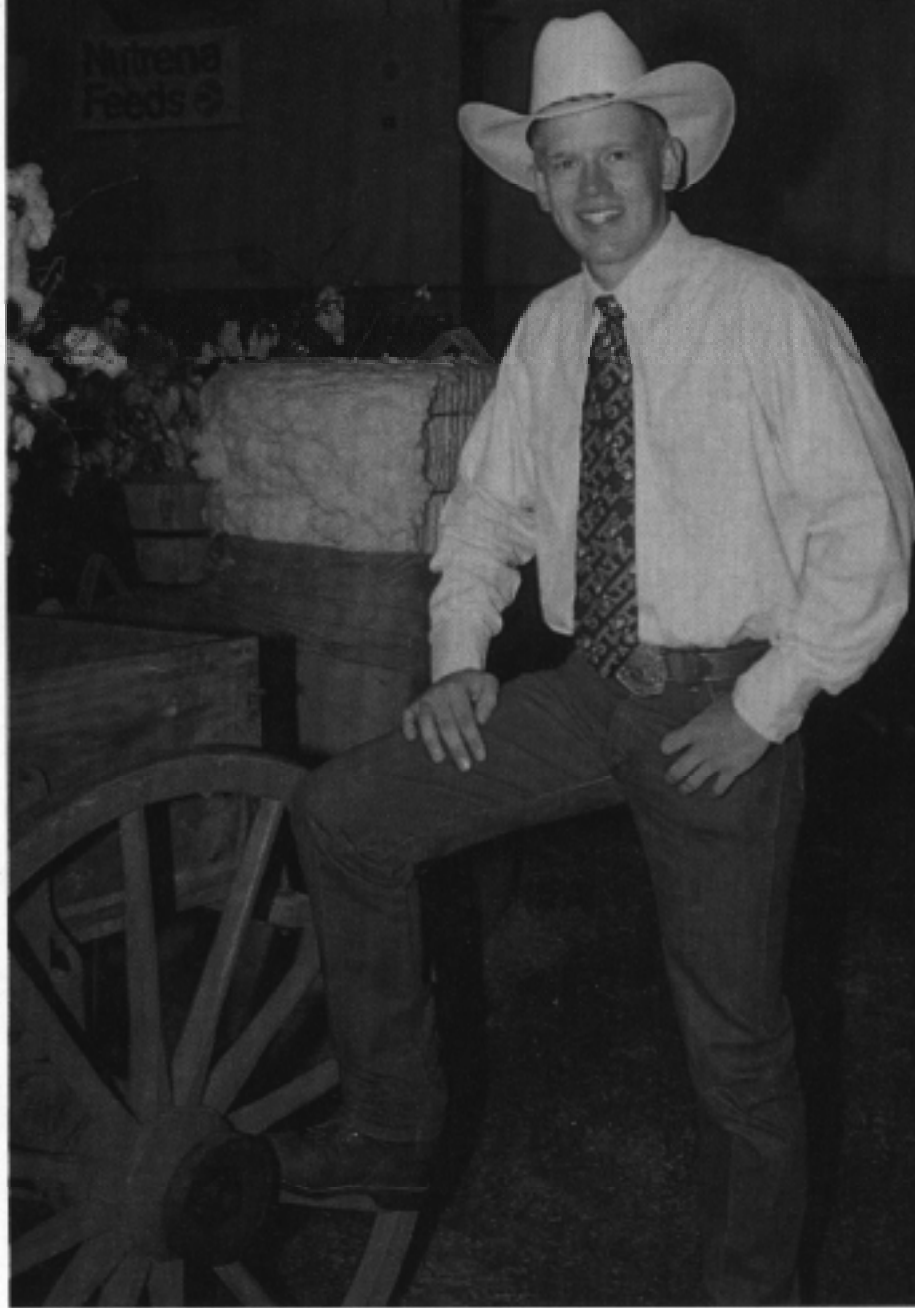


# GENUINE



# COWBOY

*This Oklahoma State University cowboy leads by example with a genuine love for the Angus business and Angus people.*

BY ANGIE STUMP DENTON

**H**e's not your typical National Junior Angus Association (NJAA)

Board member. Not born into the Angus breed, Jarrod Gillig, Odessa, Mo., developed a love and understanding of the breed after he decided to become a registered seedstock producer. Jarrod's success in the NJAA gives hope to all junior members wanting to run for the Junior Board who have the dedication, commitment and motivation to learn about and serve the Angus breed.

## A late bloomer

Jarrod's roots run deep in agriculture and the commercial cattle business, but he's a relative newcomer to the Angus business. In 1992 he wanted to start his own venture in the registered seedstock business so he presented the idea to his parents.

With Jarrod's proposition, his family sold their commercial herd, Jarrod then applied for a State of Missouri agriculture loan to finance his project.

Before buying his foundation females, Jarrod contacted several of the breed associations, including the American Angus Association, requesting information.

"As I got information on the different breeds, I thought Angus was the obvious choice," Jarrod recalls. Together his family visited 15-20 Angus operations evaluating their cattle and breeding programs. After much deliberation, Jarrod purchased six Angus females to start his herd.

The next year, 1993, Jarrod attended his first National Junior Angus Show in Wichita, Kan. It was there where he first saw the green jackets donned by NJAA Board members. As he watched the Board members that week, and the next three years, he set a goal to one day wear one of those green jackets.

Three years later in Kansas City, Mo., at the 1996 National Junior Angus Show, Jarrod was elected to serve as an NJAA Director.

ANGIE STUMP DENTON PHOTO

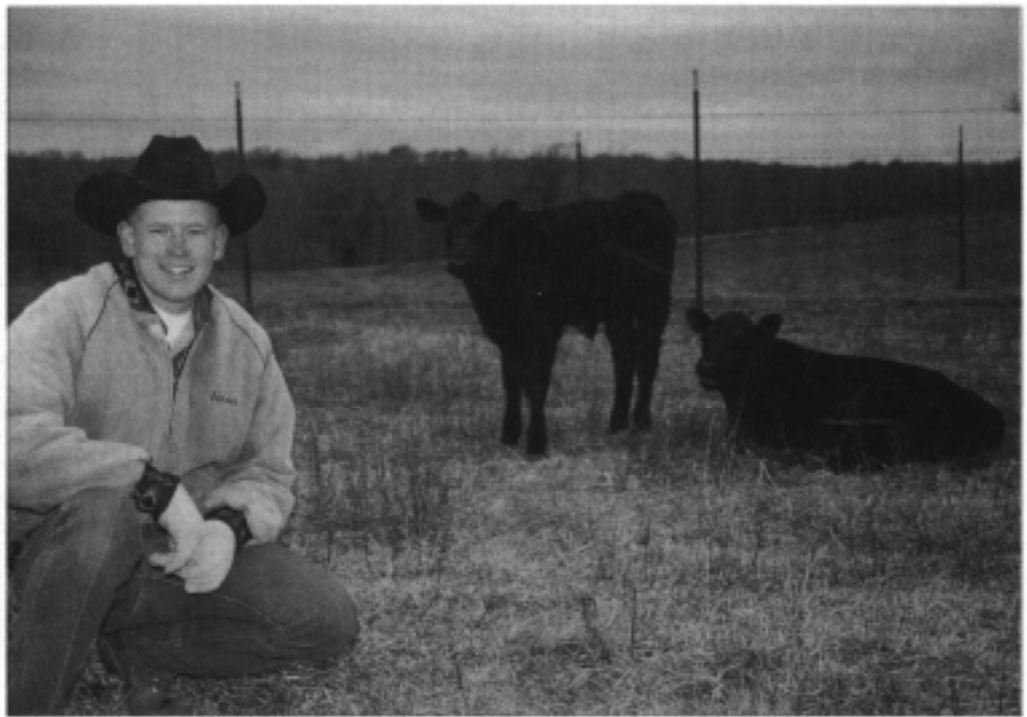


### Positive contribution

New to the seedstock business, Jarrod lacked leadership experience in junior cattle associations when he was elected to the NJAA Board. James Fisher, director of junior activities, says Jarrod has found other ways to contribute to the Board using the skills he gained participating in other activities.

Growing up in the first farming community outside of Kansas City, Jarrod was very active in 4-H, serving as an officer in both his local club and the county council. He was also active in several school clubs and activities.

"Jarrod has taken what was a negative and made it a positive," says Fisher. "He's jumped in feet first gathering as much knowledge about the Angus industry as he can."



The Gillig family uses estrous synchronization to enable Jarrod to artificially inseminate their cows while he is home from college during Thanksgiving vacation. In 1996 he had a 100% pregnancy rate inseminating 30 cows.



### Leader within

"Gilligan (Jarrod's Board-given nickname) is a thinker, challenger and a motivator," explains Monica Feeser of Taneytown, Md., a past NJAA Board member. "He is always eager to learn and enjoys working with others."

Since his election to the Board, one of Jarrod's goals has been to increase the interaction between NJAA Board members and state associations. "Our team wants to break down the barriers and open the links of communication with the membership," he explains.

Although Jarrod is chairman of the largest junior breed association, he hasn't let the title go to his head. "He tries to make all juniors feel important," says his team member, Brent Scarlett, Snow Camp, N.C. "He wants each junior member to believe they are truly a part of the National Junior Angus Association and that their thoughts and ideas are important."

The dedicated Angus enthusiast takes charge of the Board meetings, keeping the other Directors on track.

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Jarrod Gillig, National Junior Angus Association chairman, says a little kid's smile is the best reward for his efforts as an NJAA Director.

*What has impressed me about Jarrod Gillig is that he's done all of his own work. He's very sincere and dedicated at what he does. He leads by doing instead of just talking about it.*

— Don Laughlin,  
American Angus Association  
regional manager

“During the meetings Jarrod has the ability to take in what everyone is saying and then get the group to focus on what needs to be done,” says Scarlett,

Fisher echoes Scarlett’s observations of Jarrod’s leadership style. “He’s effective as a leader because people see how genuine he is and how much he really does care about the Association and its success,” Fisher says. “He expects more of himself, and doesn’t expect his teammates to do anything he wouldn’t do himself.”

### **U Family project**

What started as a junior project has today become a family project. After graduating from high school Jarrod enrolled in Northeastern Oklahoma A&M (NEO), Miami, leaving his mom and dad with the duty to manage the herd in his absence. The Gilligs have built their herd of Angus to 35 registered cows and 5 recipients.

After graduating from NEO he transferred to Oklahoma State University (OSU), Stillwater, where he is currently a senior.

Although Jarrod is several hours away from home, he still has an active role in the management of the cow herd. He continues to be the Gillig family’s artificial insemination (AI) technician. His dad synchronizes the cow herd to come in heat during Jarrod’s Thanksgiving vacation.

Jarrod enjoys watching his herd improve both phenotypically and genetically. When selecting sires and buying or retaining replacements he uses expected progeny differences (EPDs) in his decision making. He collects growth data on his herd and reports the information to the Angus Herd Improvement Record (AHIR) program.



### **Honing his skills**

New to the seedstock and Angus business, Jarrod says he’s

relied on the advice from breeders with experience. At shows and other Angus events he enjoys visiting with cattle producers about the Angus business.

One of Jarrod’s mentors has been Dallas Woltemath of Woltemath Angus Ranch, Lone Jack, Mo. Over the years Jarrod has consulted with him when making genetic decisions.

Jarrod has worked for Valley Oaks Angus near Oak Grove, Mo., for the last five years helping with the breeding and management of their cow herd. “I learned a lot about my herd by working with theirs,” he adds.

During his college years Jarrod has continued to refine his cattle knowledge. He says participating on the NEO livestock judging team improved his public speaking and leadership skills and taught him discipline.

While at OSU Jarrod chose not to participate on the judging team; but, he has gained a lot of experience outside the classroom in other areas. He has been working at the OSU beef unit and a stocker operation near Orlando, Okla. At the beef unit he helps with the daily feeding and works with the show cattle. For the stocker operation he assists in working and sorting calves when they arrive, pulling sick calves and dealing with day-to-day activities such as fixing fence.



### **Preparing for the future**

Jarrod will graduate in May from OSU where he has been majoring in agricultural economics with an emphasis in marketing and business.

As he chooses his career path his goal is to get established in the beef industry, learning about each sector and how it affects the seedstock business. While doing so, he plans to continue building his herd and saving money to buy land. Jarrod’s long-term goal is to farm/ranch full time, building his herd to 150-200 cows.



Jarrod Gillig is not alone in his cattle business venture. While he’s away at school or fulfilling Junior Board responsibilities at a junior Angus show, his mom and dad, Ron and Jean, are always there to help in his absence.

## **The NJAA Board election process**

Each year at the National Junior Angus Show (NJAS) six National Junior Angus Association (NJAA) members are elected to serve a two-year term on the NJAA Board of Directors.

Candidates for the Board are nominated by their state junior Angus association prior to the NJAS. Each candidate may send one letter of introduction along with a résumé to the Junior Activities Department. Prior to the NJAS, a packet, including the candidate’s letters and résumés, is sent to each state’s two voting delegates.

At the NJAS, candidates have the opportunity to give a 2- to 3-minute introductory speech at the candidate-delegate dinner. The candidates are also asked two questions in front of the entire delegate body.

Following the dinner, candidates rotate to round-table interview groups. The election takes place during the NJAA Annual Meeting and the new Board members are announced at the Awards Function.

Board members serving their second year on the Board are elected to officer positions. Before the new directors are announced, the previous year’s Board elects a chairman, vice chairman, communication director, foundation director, leadership director and membership/information director to serve during the upcoming year.