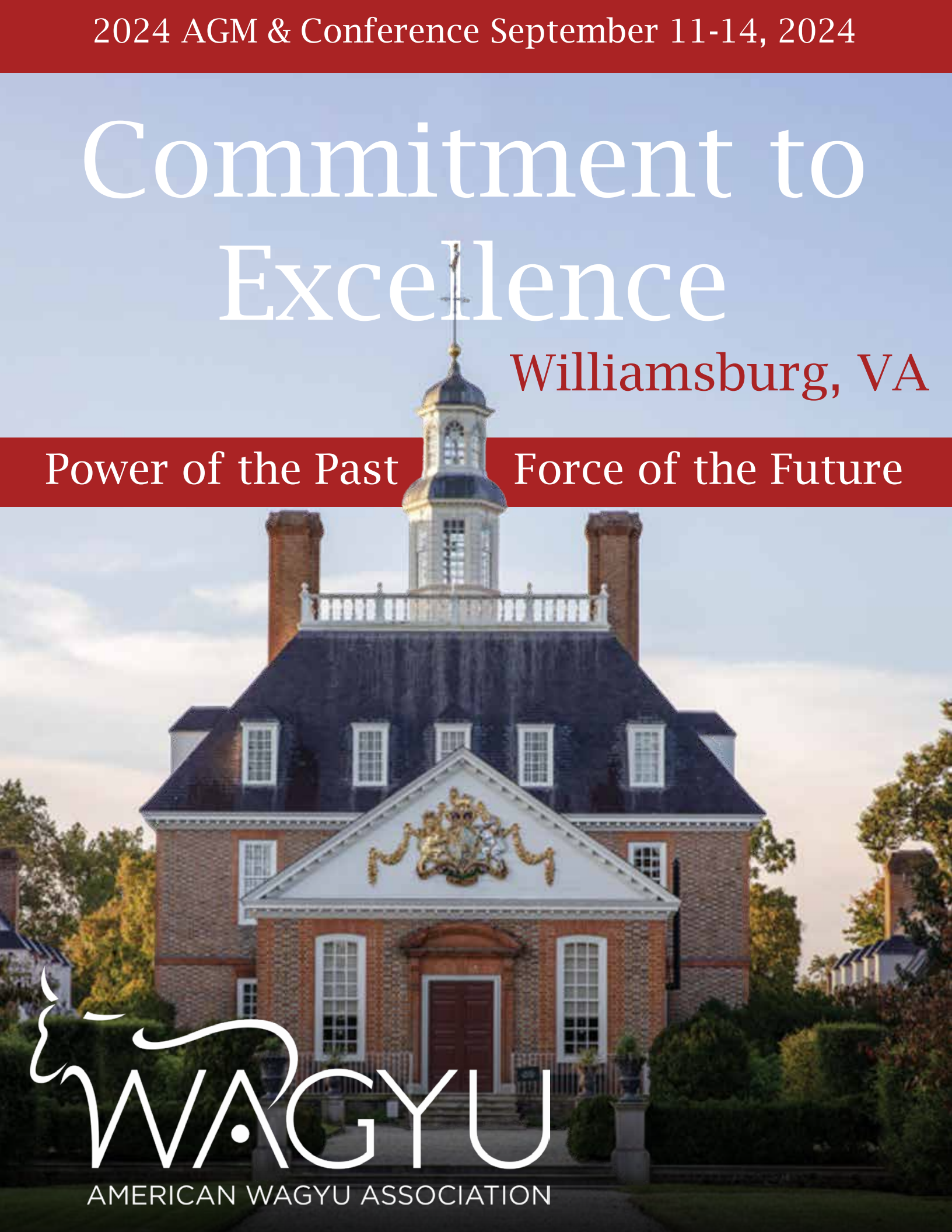
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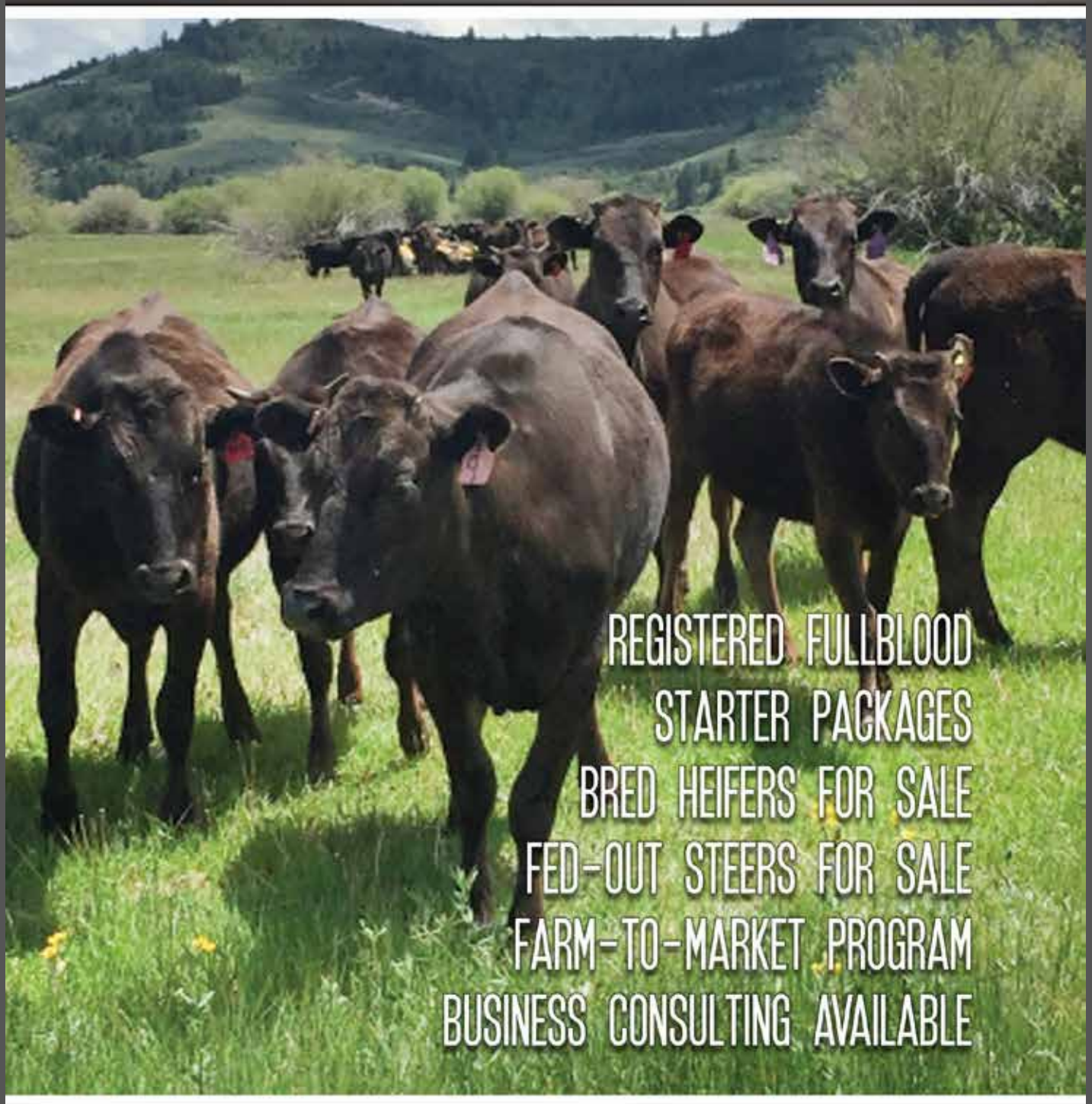


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For the Love of Wagyu

Wednesday- September 11th

3:00 PM Registration Open
6:00 PM Reception- Meet Your Board of Directors (Ticketed Event Pay at Door)
Hors d'oeuvres donated by: Vermont Wagyu

Thursday- September 12th

9:00 AM Digital Beef 101- Martha Patterson & Lauren Merry
10:00 AM Michael Scott CEC AAC EWMCS & Gracie Smith- Underutilized Cuts of Wagyu
12:00 PM Registration Open- Trade Show Opening
3:00 PM Annual General Membership Meeting
6:00 PM Reception & Cash Bar.
Hors d'oeuvres donated by: Twin Oaks

Friday- September 13th

8:00 AM President's Report- Dr. Sheila Patinkin
8:00 AM Trade Show Opens
8:30 AM Executive Director Report- Jerry Cassady
9:00 AM World Wagyu Council Report- Richard Saunders
9:15 AM DNA Traceback in the US Market- Greg Peters, Ph.D.
10:00 AM BREAK
10:15 AM Authentic Wagyu Panel- Ginette Gottswiller, Keith Belk, Ph.D., Allison Buchanan & Bucky Gwartney, Ph.D.
11:00AM Trade Show-Meat Demonstration-Michael Scott CEC AAC EWMCS
11:15 AM Elevating Excellence: Digital Marketing for American Wagyu- Allison Buchanan
12:00 PM LUNCH BREAK
Lunch donated by: Diamond T Ranch
12:20 PM Lunch & Learn- Marketing Wagyu in the US with Dave Dreiling
1:00 PM Closer Focus on Embryo Health and IVF -Vitor Mercadante, Ph.D.
1:30 PM 4 under 40 panel- Jaclyn Smith, Cade Nichols Andy Pendergrass & Jordan Sparrowk.
2:30 PM BREAK
3:00 PM 2024 Signature Series 5.0 Sale
6:00 PM Tasters Whimsy/ Reception
Hors d'oeuvres donated by: Mishima Reserve

Schedule of Events

Saturday- September 14th

8:00 AM	Welcome
8:00 AM	Trade Show Opens
8:20 AM	Carcass Collection in the AWA- Hanna Ostrovski, Ph.D.
9:00 AM	Genomic Evaluation with the University of Georgia -Jorge Hidalgo, Ph.D.
10:00AM	BREAK
10:20 AM	Camera Technologies USDA- Bucky Gwartney, Ph.D.
11:00 AM	NeoGEN Sample Process- Lindsay Knight
12:00 PM	LUNCH BREAK Lunch donated by: Diamond T Ranch
12:15 PM	Lunch and Learn: Calf Disbudding & Castration Guidelines -Pam Armstrong, LVT
1:00 PM	Trade Show- Meat Fabrication with Michael Scott CEC AAC EWMCS
1:15 PM	Precision Agriculture for the Future- Robin White, Ph.D.
2:00 PM	Nutrition and Better RFI- Nathan Blake
2:45 PM	BREAK
3:00 PM	NCBA Policy Report- Kent Bacus
3:45 PM	The Cutting Edge of Phenotyping- Gota Morota, Ph.D.
5:30 PM	Reception & Cash Bar
7:00 PM	Gala Dinner Dinner donated by: First Class Imports & Lone Mountain Cattle



WAGYU

Schedule of Events

Letter from the President



I look forward to delivering this annual message with you in Colonial Williamsburg on September 12th. This time we are headed to one of the nation's early capitols of this country, a small city that stood among the seeds of our founding fathers' Declaration of Independence as well as a place for them to gather in the local taverns.

As our members gather in Williamsburg, we will connect, share and learn about our practices in the raising of Wagyu. I will tell you about the status of the association as our membership continues to grow. You will hear about our new programs and the evolution of Authentic Wagyu. And you will learn more about the intricacies of selling Wagyu meat in the US beef market with the challenges of increasing costs and a stronger dollar.

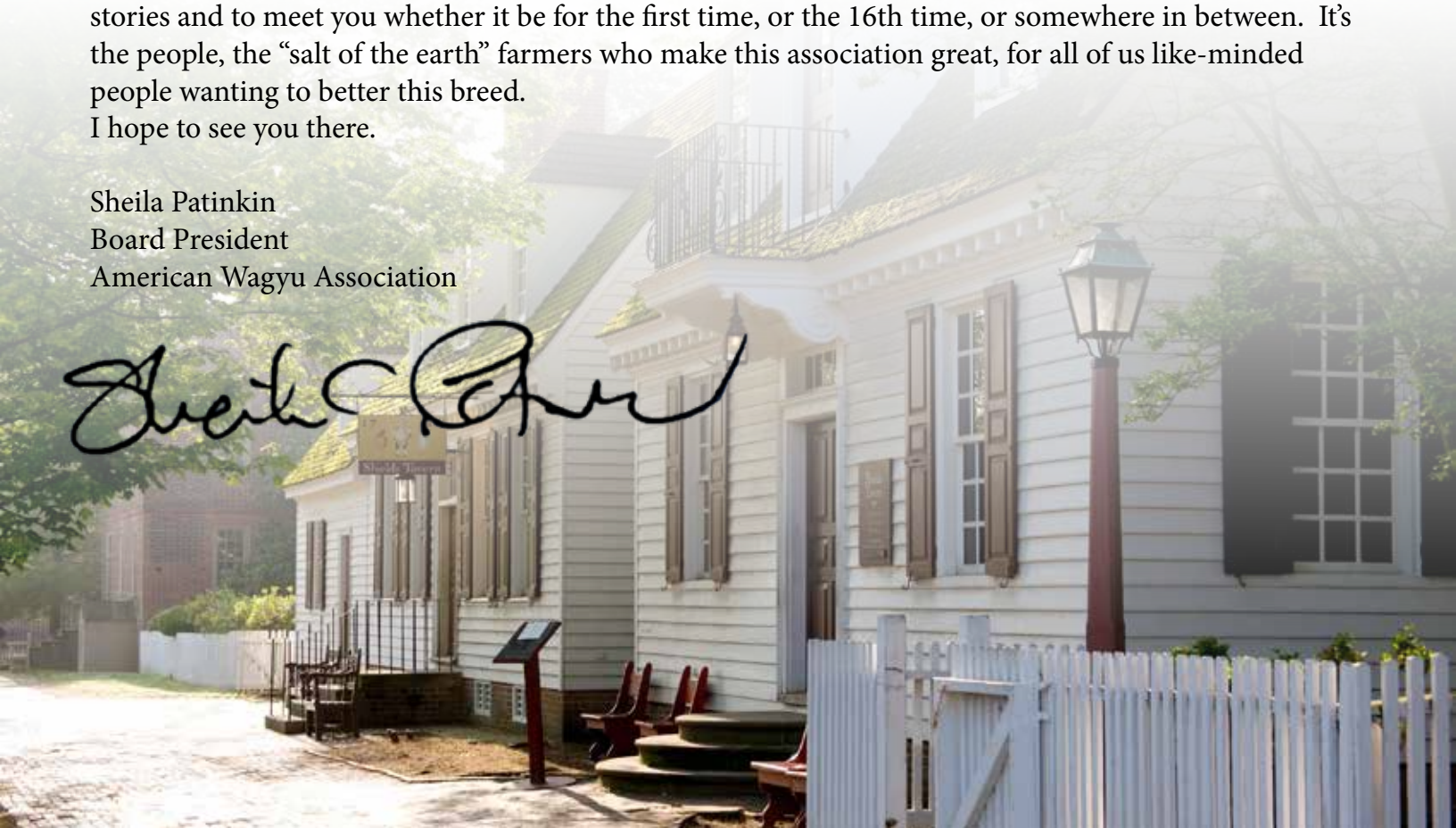
If you peruse the conference program, you will see a wide variety of speakers listed from breeding to raising and selling your livestock as well as the news within the USDA on camera grading and from the NCBA, there will be more on our latest policy reports. You will hear from our younger members bringing us the future of Wagyu and we will provide you with hands-on experiences using Digital Beef, where you can learn to form your own customized EPD reports.

It will be an opportunity to meet your new Executive Director, Jerry Cassady, and to gather with your board of directors and staff at one of those taverns frequented in Colonial Williamsburg over 200 years ago, down at Shields along the Duke of Gloucester Street. In these gatherings, future pathways of the AWA will be forged with the collaborations that include members from not just our original 13 American colonies, but from members around all 50 states. Awards will be shared, scholarships announced, and hands will be joined.

I will be there to greet you starting Sept 11th at Shield's Tavern. It will be my pleasure to hear your stories and to meet you whether it be for the first time, or the 16th time, or somewhere in between. It's the people, the "salt of the earth" farmers who make this association great, for all of us like-minded people wanting to better this breed.

I hope to see you there.

Sheila Patinkin
Board President
American Wagyu Association



Letter from the Executive Director



Greetings from your Executive Director. I am honored to send you this report representing the American Wagyu Association (AWA). May 1, 2024, was my start date with the AWA and these last four months have certainly been a flurry of activity and opportunity. During this time, I have learned so much about the breed, the unique product Wagyu producers provide for consumers, and have especially enjoyed meeting many members of this Association from across our great country. Although I am new to the breed, a hunger for knowledge and willingness to listen and learn from membership input will help me in solving challenges that members are facing, and better understand how Wagyu cattle best fit in today's industry.

Perhaps the one thing that has struck me the hardest in my short tenure is the enviable gate-to-plate relationship Wagyu members have with consumers. An advanced knowledge of all things related to beef and beef quality is common amongst the membership. This plays well in today's landscape with the ever-increasing demand for high quality beef.

As we navigate through the challenges and opportunities of the coming year, I wanted to take a moment to update you on your Association's progress and plans. Over the past few months, we have achieved several significant milestones. Highlights include the one-of-a-kind Authentic Wagyu PVP program, efforts in structured progeny testing and increased data submission, inter-office efficiencies and the first National Junior Wagyu Association (NJWA) Scholarship winners. These accomplishments are a testament to our shared commitment and the hard work of our members and staff.

The AWA has recently updated Expected Progeny Differences (EPDs) for over 80,000 registered animals, all genotyped for parent verification. The integration of new data from various grading cameras and ultrasound phenotypes continues to improve the accuracy of the carcass EPDs. These EPDs and accuracies are reported using the Beef Improvement Federation (BIF) standards, the gold standard in genetic evaluations. BIF accuracies are more conservative to avoid over-promising on animal performance. Know there is a difference.

I want to express my gratitude for your continued support and dedication to the AWA and the Wagyu breed in the United States. Your dedication and involvement are crucial to our collective success, and it's inspiring to see how our membership can come together to achieve our goals. Remember, your input and participation will be invaluable as we move forward. I encourage you to share your ideas and any concerns you may have.

As a beef breed association, we face hurdles and navigate through challenges that will test our resilience and commitment as members. Let me be clear: these challenges are not roadblocks; they are opportunities for growth and positive change. As we move forward, we do so with a spirit of innovation, determination, and unity. There is no breed association strong enough to survive the result of civil unrest. As President Lincoln put it, "A house divided against itself cannot stand." We will face uncertainty, but we overcome these obstacles, and can emerge stronger than ever. I am truly excited about the possibilities for the Wagyu breed in the US and what can be achieved. The opportunity is now!

Jerry Cassady
Executive Director
American Wagyu Association



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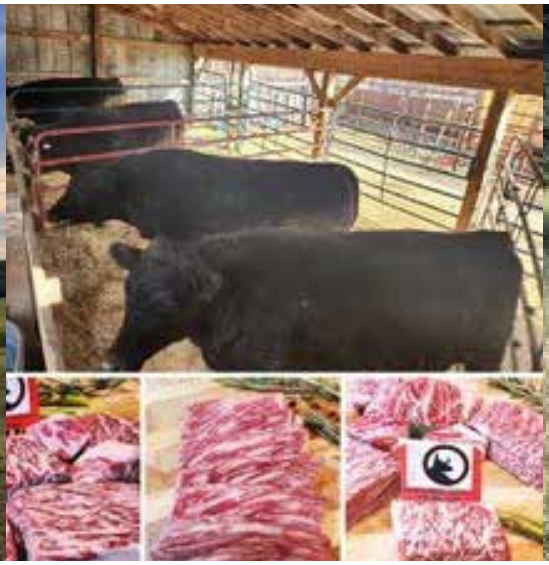
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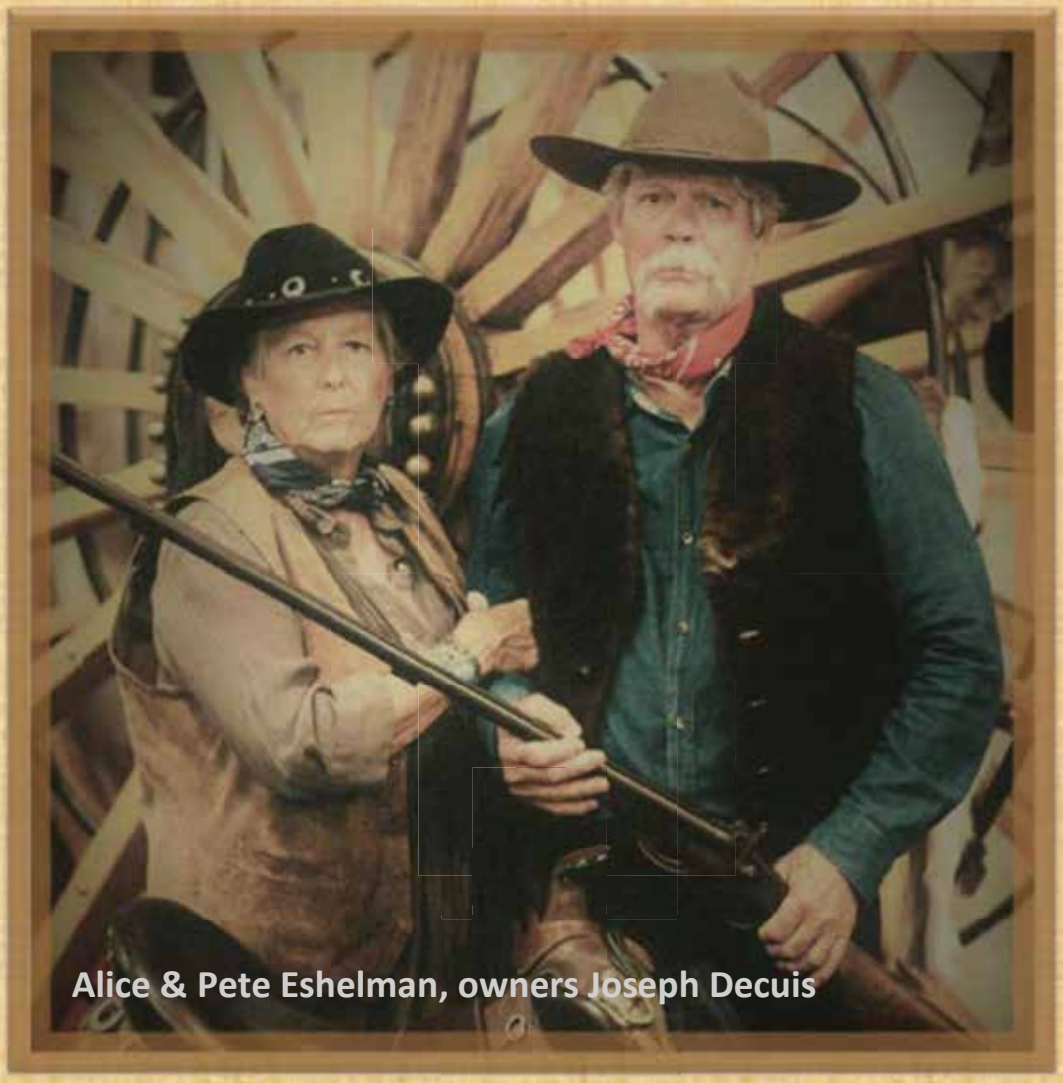
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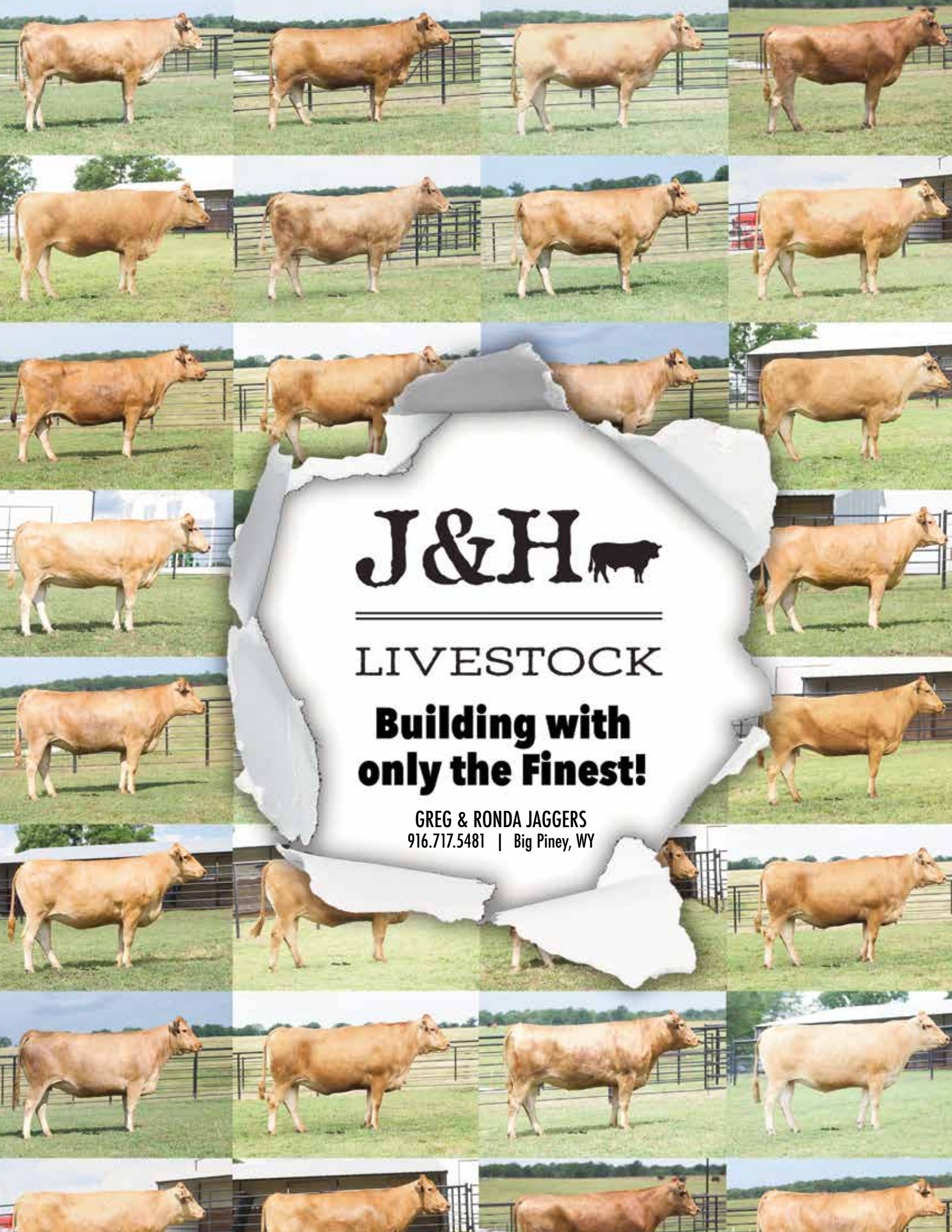
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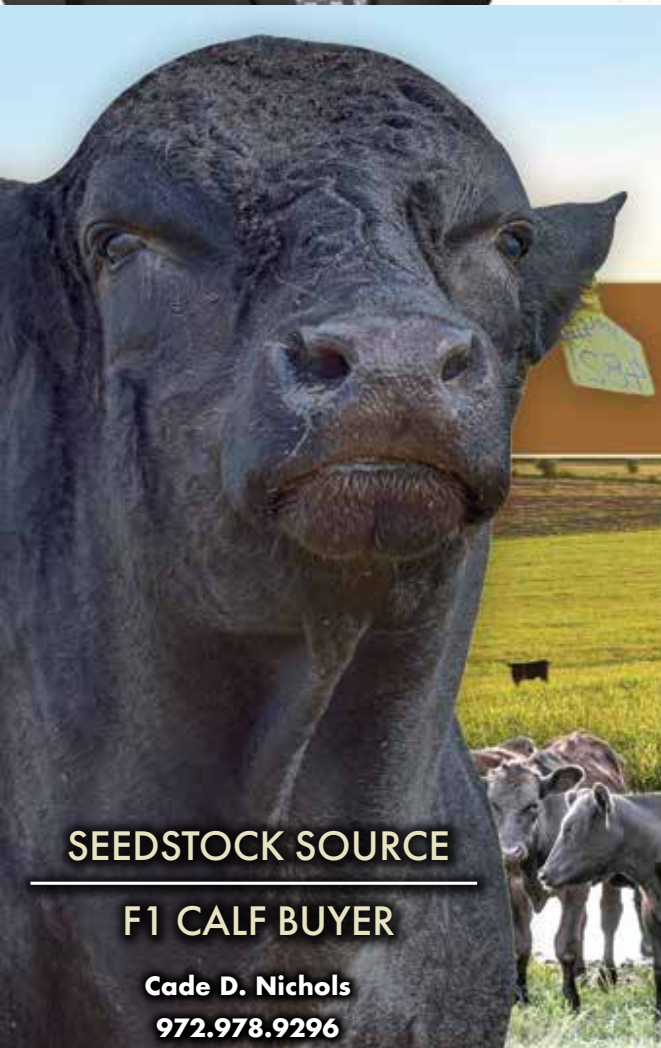
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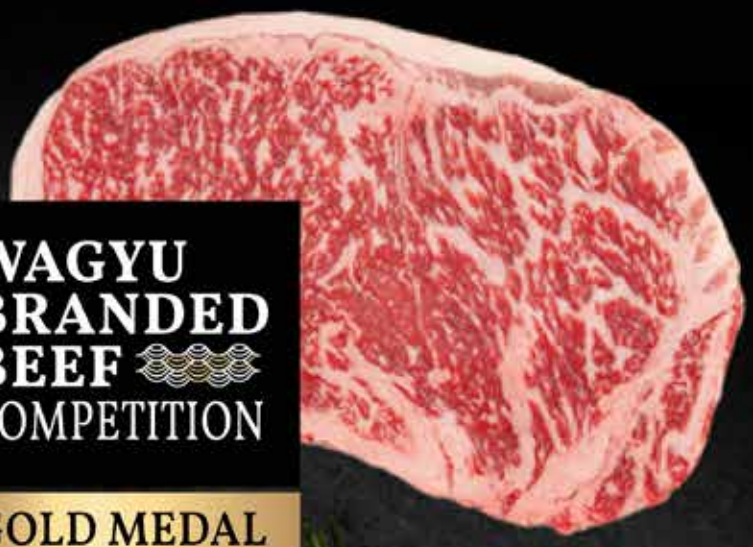
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July (Run 2) 2024 Wagyu BREEDPLAN														
	Gestation Length (Days)	Birth Wt kg)	200 Day Wt (kg)	400 Day Wt (kg)	600 Day Wt (kg)	Mat Cow Wt (kg)	Milk (kg)	Scrotal Size (kg)	Carcase Wt (kg)	Eye Muscle Area (sq cm)	Rump Fat (mm)	Retail Beef Yield (%)	Marble Score	Marble Fineness (%)
EBV	-1.0	-1.1	+4	+7	+7	-3	0	-1.3	+11	+11.3	+2.2	+0.7	+4.0	+0.51
Accuracy	89%	94%	88%	88%	82%	71%	61%	67%	76%	69%	68%	56%	68%	60%
Breed Avg. EBV's for 2022 Born Calves														
EBV	-0.2	+1.3	+11	+18	+25	+25	+0	-0.2	+20	+2.9	-0.1	+0.3	+1.2	+0.21

Traits Analysed: BWT, 200WT (x2), Genomics | Statistics: Number of Herds: 20, Progeny Analysed: 156, Scan Progeny: 7

SELECTION INDEX VALUES		
Market Target	Index Value	Breed Average
Self Replacing Index ($)	+$ 359	+$ 175
Fullblood Terminal Index ($)	+$ 329	+$ 149
F1 Terminal Index ($)	+$ 327	+$ 136
Breeder Feeder Index ($)	+$ 518	+$ 182

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-Kaitlin Lavender-

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- Cattle Showmanship Clinic
- Cattle Livestock Judging
- Meat Judging (Wagyu vs. other)
- Feedyard Tour
-Wagyu Nutrition
-Presentation from Dr. Jimmy Horner
- Wagyu meals



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- Back Cover
- Inside Back Cover
- Inside Front Cover
- Middle Two Page Spread

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Post Conference Tour



Martha Patterson

Martha Patterson started her career with the American Wagyu Association in July of 2011. During this time, she has worked in every department for the corporation, including Receptionist, Registrar, Genetic Testing, Human Resources, Accounting, Board of Directors Clerk, and Member Services. Currently she is our Office Manager, Human Resource Manager and International Registration Specialist. Martha has a Bachelor of Science degree from San Diego State University in Liberal Studies with a concentration in Math and Science. Martha spent many years as co-leader of her daughter's sheep, beef, and horse 4-H club activities.

She also served on the Board of Directors for the Oregon State University Extension Services which ran the 4H program for all Central Oregon.

Prior to joining the "Wagyu family", Martha was a Project Manager in the Log Home and Timber Frame industry for over 20 years. She served as Treasurer on the Board of Directors for the International Log Builders Association and worked on many fun projects such as Disney's Fort Wilderness Lodge in Orlando, FL, and the Grand Californian Hotel at Disneyland.



Lauren Merry

Lauren is originally from Spokane, WA, but has called Post Falls home for the past 11 years, where she moved to raise her family. She graduated from Washington State University in 2012 with a Bachelor of Science in Animal Sciences with a focus in pre vet med and animal behavior. She also graduated with a minor in Music Performance.

She had worked for several years in the companion animal industry before starting with the American Wagyu Association in late 2017. She initially started as the Accounts Manager in 2017, but quickly delved into the DNA related positions of the Association. She currently serves as the Herdbook Administrator, and also manages DNA results and herd searches.



Hanna Ostrovski, Ph.D.

Hanna Ostrovski is the Director of Research, Education and Programs at the American Wagyu Association. She was born and raised in Lincoln NE and graduated University of Nebraska-Lincoln with a bachelor's degree in animal science. Her undergraduate research in pig nutrition led her to pursue a graduate degree at North Carolina State University where she received a master's degree in animal breeding and genetics. She obtained her PhD in animal breeding and genetics at Michigan State University. Her PhD work was focused on exploration of breeding programs in high-quality cattle; from creating real-time, on-site sequencing to estimating the accuracy of genetic prediction between cattle populations. Her passions lie in the application of new technology and bridging the gap between research and industry.

Conference Speakers



Gracie Smith

Gracie is originally from Happy, TX. Her family farmed and ran a commercial cattle operation in the area, allowing Gracie to have a deep rooted appreciation for the industry.

Gracie's educational journey led her to Lubbock, TX, where she earned both her bachelor's and master's degrees from Texas Tech University.

In September 2023, Gracie transitioned into her current role as Director of Marketing and Promotions at the American Wagyu Association. She now resides in Post Falls, Idaho. Her background in agriculture combined with her education in marketing makes her a great fit at the AWA.



Dr. Sheila Patinkin

With a history spanning diverse careers, Sheila Patinkin possesses a broad spectrum of skills that traverse various fields. From tending to her farm and breeding Wagyu, to providing pediatric medical care, conducting genetic research, excelling in marketing, and driving business development, she approaches each venture with resolute dedication. Beyond her professional pursuits, she is a devoted parent, raising four children and nine grandchildren. She graduated as a Chief Resident following her Pediatric Residency at Lutheran General Hospital in Park Ridge, IL, earning her MD from Northwestern Medical School in 1995. Her academic foundation was laid with a BA in Economics from the College of the University of Chicago, marked by General Honors in 1975. An American Field Service (AFS) Scholarship in 1970-1971 allowed her to immerse herself in Sweden's customs and culture, shaping a transformative experience.

Her professional journey encompasses roles such as a Private Group Physician at Sanders Court Pediatrics from 1999 to 2012, and earlier, a pediatric resident and subsequently Chief Pediatric Resident at Lutheran General Hospital from 1994 to 1999. During this period, she played a pivotal role in genetic research, investigating human chromosomal regions for DNA deletions and insertions among Autistic children through FISH analysis. Corporate engagement is also part of her story, with tenure at Quaker Oats Co. from 1976 to 1982, contributing to new product development and market research. Her involvement with the US Energy Research and Development Association involved economic cost-benefit analyses of US Nuclear Materials Management systems within domestic laboratories from 1975 to 1976.



Allison Buchanan

Allison has been at the helm of The Focus Group as its strategic and creative leader since 2011. Since then the company has grown from having a few local clients to a portfolio of clients across the U.S. Under her leadership the company has evolved into a full-service marketing firm focused on results and ROI for clients.

She is involved on the business development side while overseeing the strategic and creative output of the company. She stays involved in the day-to-day to keep her skills sharp, develop employees and provide guidance and keep the company a step ahead of its competition. On top of bigger picture direction, she is a skilled writer and strategic and creative thinker who enjoys developing the team, she is well-versed in research, content strategy, social and digital media, integrated marketing, public relations, events and more.

Conference Speakers



Pamela Armstrong

World-renowned author of "The Wagyu Breeders' Handbook", AWA Treasurer, and Licensed Veterinary Technician, Pam Armstrong is the owner and operator of Maple Row Stock Farm and New York Wagyu in Clarence, NY. Her background in finance, management, veterinary technology and agriculture prepared her for embarkment into the cattle industry, where she successfully built her Wagyu cow/calf and freezer beef operation. Pam will be sharing her veterinary knowledge as it pertains to calf castration and disbudding methods as recommended in the American Association of Bovine Practitioners guidelines.



Jerry Cassady

Jerry is the Executive Director of the American Wagyu Association. Jerry and his wife Ellen both grew up in Central Illinois on seed stock beef cattle operations. Jerry received both his bachelor's and master's degree in animal science where his thesis focused on performance traits in beef cattle. Ellen was raised on a successful Charolais operation and is currently a certified general real estate appraiser practicing for over 25 years. Jerry has over 30 years of breed association experience in the cattle industry. Jerry and Ellen have a small ranch in southwest Missouri where they continue to raise purebred seed stock for the beef industry.



Dave Dreiling

Described as a "hard core" entrepreneur since the age of six, Dave Dreiling grew up in the small towns of Smith Center and Concordia, Kansas, where he spent every spare moment learning how business worked in his parents' family clothing stores.

Upon completion of his degree in Marketing from Kansas State University in 1989, Dave and a partner launched "It's Greek To Me" by selling decorated sportswear out of their van to fraternities and sororities from Indiana to California. The business averaged a 25% annual growth rate for 27 years and became known as GTM Sportswear, which became the largest private employer in Manhattan with over 600 team members. Its growth culminated in the sale of the business to Hanes Bands in September of 2016.

Along the way, Dave's boredom/ADD led to dabbling in the restaurant business with a Quizno's franchise in 2001. The 6 Quizno's are now gone, but in their place is a restaurant holding company, HCI, that owns and/or manages 40 Freddy's Steakburgers and Frozen Custard covering five states, along with local eateries such as JC's, Cox Bros BBQ and Powercat Sports Grill. HCI employs over 2000 employees. Most recently, Dave's latest venture is Booth Creek Wagyu, a vertically integrated luxury beef company that opened its first meat market retail location in Manhattan, Kansas in December 2021. In August of 2023, Dave opened his second meat market location in Overland Park, Kansas and in December 2023 he acquired The Seafood Shop in Wichita, which now sells seafood and Wagyu.

In addition to serving on numerous nonprofit local, regional, and national entities, Dave's primary passion centers around Kansas State University and mentoring students. In 2008 he instigated the development of the Entrepreneurship Center at K-State and he carves out time in the classroom and with students on a weekly basis. Dave resides in Manhattan, Kansas with his wife, Kristen. They have two grown children, Tyler and Morgan, who are both K-State graduates, and grandson Otto and granddaughter Nora. When not spending time with his wife, children and grandchildren, his passions include reading, K-State sports, hunting and fishing.

Conference Speakers



Keith Belk, Ph.D.

Keith Belk serves as Professor and Holder of the Monfort Endowed Chair, Center for Meat Safety & Quality, Colorado State University (CSU), and as an Adjunct Professor in the Colorado School of Public Health. Previously, he served as Professor and Head of the Department of Animal Sciences at CSU. He earned B.S. and M.S. degrees from CSU, and a Ph.D. from Texas A&M University. He has been employed in the private sector as a buyer by Safeway, Inc., and by the USDA Agricultural Marketing Service in Washington, DC, as an International Marketing Specialist. At CSU since 1995, he has authored or co-authored >260 refereed scientific journal articles, provided over 530 invited presentations, generated >$22M in extramural research funding, and was the primary inventor on two patents. He served as the state Meat Extension Specialist between 1995 and 2000, on the Editorial Board for the Journal of Animal Science in 1997-2000, on the Board of Directors for the American Meat Science Association (AMSA) between 2003-2005, and as President of AMSA in 2009-2010. He currently serves on the International Committee for the National Western Stock Show, the Board of Directors for the International Stockmen's Educational Foundation, on the Academic Advisory Committee for the North American Meat Institute Protein PACT, and on the Global Technical Advisory Committee for JBS.



Kent Bacus

Kent Bacus serves as Executive Director, Government Affairs, for the National Cattlemen's Beef Association (NCBA). Kent leads the Business Policy team that manages issues such as tax, credit, international trade, and cattle markets. For several years, Kent has served as NCBA's lead on international trade policy where he worked with Congress, the Biden Administration, and foreign governments to advance the U.S. cattle and beef industry's trade priorities and expand U.S. beef access to foreign markets. Bacus continues to represent NCBA as a cleared advisor on the USDA Agricultural Technical Advisory Committee for Trade in Animals and Animal Products, and he also holds leadership positions in the International Meat Secretariat where he represents NCBA in international forums. Bacus also leads NCBA's policy efforts on tax and financial services issues.



Vitor Mercadante, Ph.D.

Originally from Brazil, Vitor R. G. Mercadante comes from a family with a strong agricultural history. Dr. Mercadante has a DVM from São Paulo State University, and a MS and PhD degrees from the University of Florida, with an emphasis in strategies to improve fertility and reproductive efficiency of cattle. He joined Virginia Tech in the Spring of 2016 and is currently an Associate Professor and Extension Specialist of Beef Production Systems in the School of Animal Sciences. He also holds an appointment as Associate Professor in the VA-MD College of Veterinary Medicine, Large Animal Clinical Sciences. His research and extension program focus on bovine reproductive physiology, bio-technologies, and management strategies to improve reproductive efficiency. Dr. Mercadante serves as chair of the Beef Reproduction Task Force, and Secretary of the American Society of Animal Sciences-Southern Section. His program has secured over $4.9 million in research grants, published 47 peer-reviewed manuscripts, 4 book chapters and hundreds of scientific abstracts, extension articles and proceedings.

Conference Speakers



Robin White, Ph.D.

Robin earned B.S. and Ph.D. degrees from the Department of Animal Sciences at Washington State University, she then completed postdoctoral fellowships with the National Animal Nutrition Program and as an AFRI-ELI Postdoctoral Fellow. White is currently an Associate Professor of Animal Systems Management and Associate Director of the Center for Advanced Innovation in Agriculture at Virginia Tech. Her team focuses on improving understanding of ruminant nutrition, and leveraging nutrition and technology as strategies to enhance sustainability by exploring basic mechanisms governing rumen fermentation; applying models and technologies to enhance feed efficiency; and characterizing strategies to enhance food system sustainability.



Ginette Gottswiller

Ginette Gottswiller lives in Northwest Missouri and operates an Agriculture consulting/marketing company while along with her family assists on their diversified cattle and crop operation. She completed 30 years of service with the American Angus Association. Some of the positions held included director of verification services and director of commercial relations. She was instrumental in launching and directing the Association's Process Verified Program (PVP) portfolio. Gottswiller brought her marketing experience from her previous position at Angus Production Inc. She holds a BS in both Animal Science/Ag Economics from Missouri Western State University.



Michael Scott CEC AAC EWMCS

Award-Winning Executive Chef Michael Scott brings over 40 years of culinary training to the table. Chef Scott's culinary career began at the age of 13 and he later trained under Master Chef Shoji Yano in Tokyo, Japan. He is an Award-Winning World Class Master Chef, currently serving as Vice-President of the World Master Chef Society.

He recently took his team to the Culinary Olympics in Germany where he won three medals: one silver and two bronze. Michael is currently teaching a class in Advanced Culinary Competition.

Conference Speakers



Greg Peters, Ph.D.

Greg leads the North American Technical Accounts team for DNA TraceBack® at Merck Animal Health, formerly IdentiGEN. In this role he works with customers to design and implement traceability systems for finished products in protein production. Prior to joining IdentiGEN, Greg was the Director of Regulatory Affairs at National Beef Packing Company. Greg completed his B.S. in Animal Science from the University of Nebraska, and a M.S. in Genetics from Texas A&M University. He then returned to Texas A&M and completed an MBA focused on Marketing and Finance. In his free time, Greg enjoys spending time with his family, ranching, and hunting.



Jorge Hidalgo, Ph.D.

Jorge Hidalgo is an Assistant professor in the Animal and Dairy Science Department at the University of Georgia. He earned his Bachelor's degree from the Universidad Autónoma Chapingo, followed by a Master's in Animal Breeding and Genetics from the same institution in Mexico. His pursuit of excellence led him to the United States, where he obtained his Ph.D. in Animal Breeding and Genetics from the University of Georgia. Jorge Hidalgo has positioned himself as a prominent figure who has contributed to advancing knowledge in animal genetics. His research program is focused on conducting large-scale genomic evaluations for livestock and breeding programs for beef-on-dairy.



Nathan Blake

Nathan Blake is a PhD candidate at West Virginia University, specializing in animal science. His research primarily focuses on modeling ruminant intakes to optimize feeding strategies and enhance the efficiency of livestock production. By leveraging machine learning techniques, Nathan aims to improve the selection of animals with lower environmental footprints, thereby contributing to more sustainable and eco-friendly practices in animal agriculture. His work involves developing predictive models that help identify key factors influencing ruminant nutrition and utilizing data-driven approaches to select animals that are not only productive but also environmentally efficient.



Conference Speakers



Gota Morota, Ph.D.

Gota Morota is an Associate Professor of Quantitive Genetics at Virginia Polytechnic Institite and State University. Morota is a quantitative geneticist dedicated to advancing the study of animal and plant genetics in the omics era. His work focuses on integrating statistics, machine learning, bioinformatics, and high-throughput phenotyping data. They aim to bridge the theory of statistical quantitative genetics with contemporary molecular information. His primary interest lies in developing statistical methods for predicting complex traits using whole-genome molecular markers. Recognizing the importance of phenotypic data collection in quantitative genetics, they incorporate phenomics into his research to gather a diverse array of phenotypes.



Bucky Gwartney, Ph.D.

Bucky Gwartney is USDA's International Marketing Specialist for the Agricultural Marketing Service. Bucky is responsible for the organization and administration of the red meat and livestock standards which address important value classification and signals across multiple agricultural sectors. He holds leadership roles with a number of national and international standards bodies. Bucky works closely with the Livestock & Poultry's Office of Administration on special projects related to innovation and adoption of technology for use in modernizing commodity grading activities.
Bucky received his Ph.D. in Animal Science at the University of Nebraska and a B.S. in Agriculture from Oklahoma State University.



Lindsay Knight

Lindsay's passion for the cattle industry led her to a career with Neogen in 2022. She holds the Strategic Accounts Sales Director position for Neogens beef and dairy breed association partnerships across the US and Canada (USAC).
Both her upbringing and a 20+ year career in agriculture have allowed her to be directly involved with many sectors of the beef and dairy industry. She grew up on a cattle and grain operation in south central Kansas where her family ranch consisted of cow-calf, cattle export to Russia & Turkey, and eventually transitioned to a dairy heifer grower operation.
Lindsay obtained a bachelor's degree in biology from the University of Kansas with an emphasis in genetics. Prior to joining the Neogen leadership team, Lindsay dedicated her professional life to breed association work and as a private consultant, where her expertise was focused on driving performance programs, cattle record keeping management, and genetic improvement.
Lindsay is married to the love of her life, Austin, of 13 years. They were blessed with their son, Sawyer, in 2013, making their family complete. Their family of 3 resides in rural NW Missouri, near where Austin was raised. Sawyer does a great job at keeping his parents busy with his year-round sports schedules. As a family they enjoy spending most of their time outdoors fishing, kayaking and riding side by sides.

Conference Speakers



Cade Nichols

Cade is the owner of Nichols Ranching Company which operates in North Texas and Oklahoma. He is a 5th generation Texan with his family being deeply rooted in many aspects of agriculture in Texas since 1852. He holds a degree in Agriculture from Texas A&M University. Upon graduation he entered into the oil and gas industry while simultaneously building his own cattle herd and helping his family operate their cattle and agriculture business. In 2009 he left the oil field and began ranching full time when his family decided to venture into the meat business and integrate Wagyu into their herd. A Bar N Ranch began in 2009 and was the start of their meat and seed stock businesses. He helped build the ranching operation and created a strong Wagyu supply chain. Growing up running stockers and cow/calf, he was unfamiliar with the seed stock side of the business, but diligently worked to learn the ins and out of the business and built his fullblood Wagyu black cow herd up to 500 momma cows. While building his registered herd to one of the largest in the country he also helped create a successful meat business. During this process Cade oversaw all ranching aspects, supply chain, ran a preconditioning yard and managed all cattle through the feed yard until they were sent to the processor. Cade managed A Bar N Meats until its eventual sale in 2023.

Cade along with his wife Caitlin and their 3 kids (Grayson, Knox and Nash) reside in Fort Worth, Texas.



Andy Pendergrass

Andy Pendergrass builds supply chain systems as Vice President of Supply Chain and Cattle Operations at R-C Ranch. Raised in Central Texas, Andy is a third-generation cattleman with deep roots in agricultural production. Growing up on a seedstock cattle operation, Andy assisted his father in marketing bulls and genetics to commercial cattleman from across the country, discovering his passion for the beef industry at a young age.

Andy graduated from Sam Houston State University with a Bachelor of Science in Animal Science. He then focused on applying rigorous feedyard and carcass data collection systems to build better beef programs. Andy's expertise in developing cutout yields, values, and pricing have been instrumental to his success. His diverse industry experience grew at Marble Ranch, 44 Farms, and Meats by Linz, as he managed multi-state territories selling boxed beef and building distributor partnerships. Andy joined R-C Ranch in 2020 to build in-house supply chains and develop the branded beef program from pasture to plate. He also establishes packer and copacker relationships while managing foodservice distribution for the R-C Ranch boxed beef program.

Andy enjoys fishing, golfing, and spending time with his wife Carla and their daughter Layla.





Jordan Sparrowk

Jordan Sparrowk is the Director of AB Genetics for Agri Beef Co. In this position, Jordan is responsible for overseeing the Snake River Farms supply chain and genetic advancement. Based in Boise, Idaho, Agri Beef Co. is a family-owned company that began as a ranching and cattle-feeding operation in 1968. The company is involved in every step of beef production from ranch to table and is internationally recognized for producing the highest quality beef brands including Snake River Farms American Wagyu beef and Double R Ranch Northwest beef.

As a third-generation rancher, Jordan grew up in the agriculture industry and has a strong passion for the cattle business and western way of life. Jordan attended Cal Poly, San Luis Obispo, obtaining a B.A. in Agricultural Business. Seeking a broader perspective of the cattle business, Jordan sought out a summer internship with Agri Beef Co. during college and hasn't left. Jordan lives in Boise, ID with his wife, Cassidy, and their daughter.



Jaclyn Smith

Jaclyn Smith and her husband Reid are co-founders of RiverWILD, a leadership and investment brand that positively impacts communities through their various businesses and organizations. Jaclyn's career began in elementary education after she graduated from Campbell University in 2008. By 2013, she decided to pursue real estate and earned her license – a career change that offered more flexibility to work and raise their three children. Together in 2014, Reid and Jaclyn founded their building company, named one of the top 10 privately-held construction businesses in the Triangle, and their real estate team, which holds the title of #1 Real Estate Team in Johnston County, North Carolina.

Wilders Wagyu launched in 2020 and is now one of the top-performing Wagyu operations on the East Coast, with a team that's committed to becoming the premier Wagyu beef and seedstock program in the United States. Jaclyn's deep experience drives the brand's innovative approach to sales and marketing, and offers great value as America's Wagyu industry continues to grow and develop. Aside from her work with RiverWILD and being a wife and mom, Jaclyn is most passionate about the community impact work with their faith-based nonprofit, OneCompassion. To learn more about Wilders Wagyu, please visit https://www.wilderswagyu.com/.





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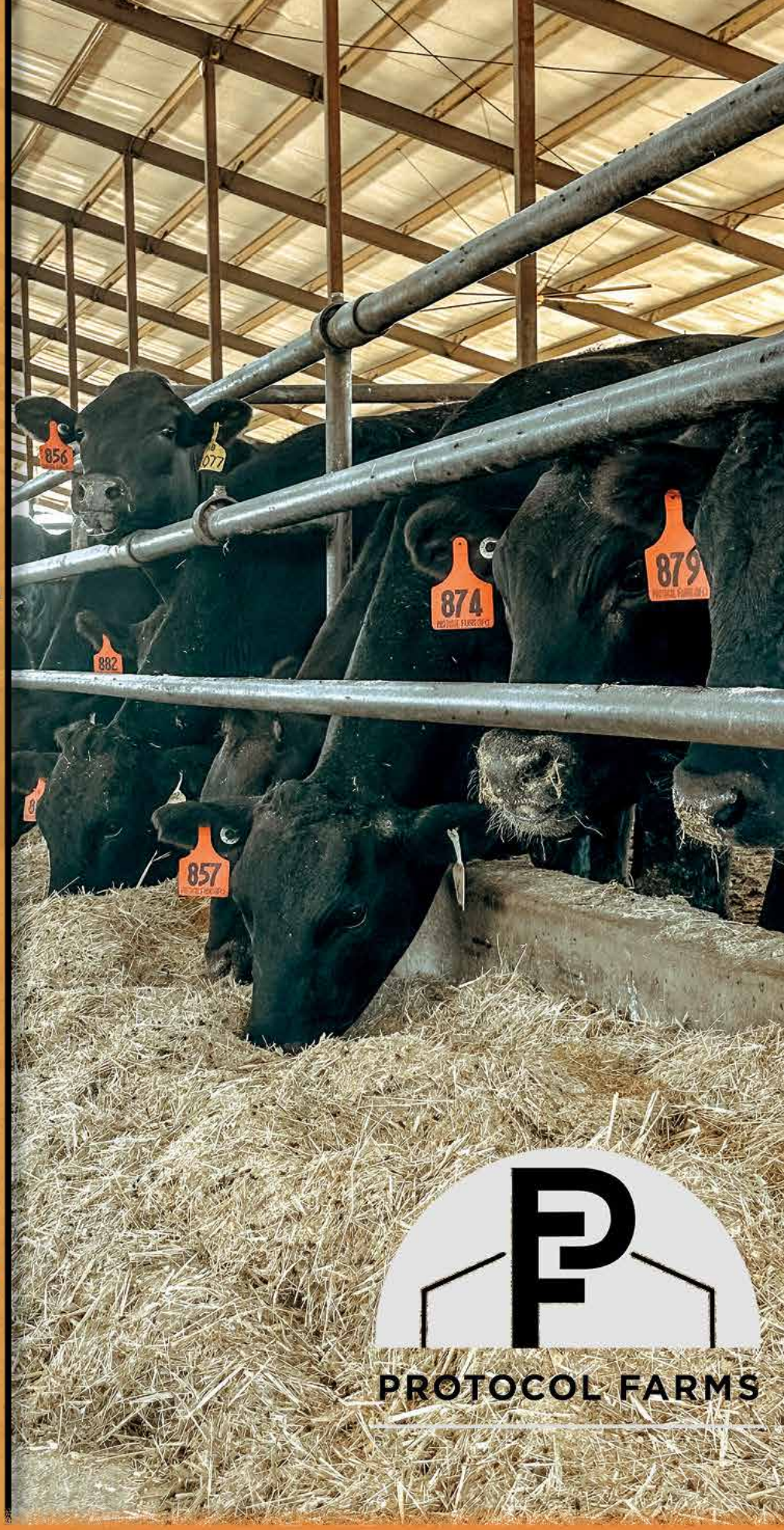
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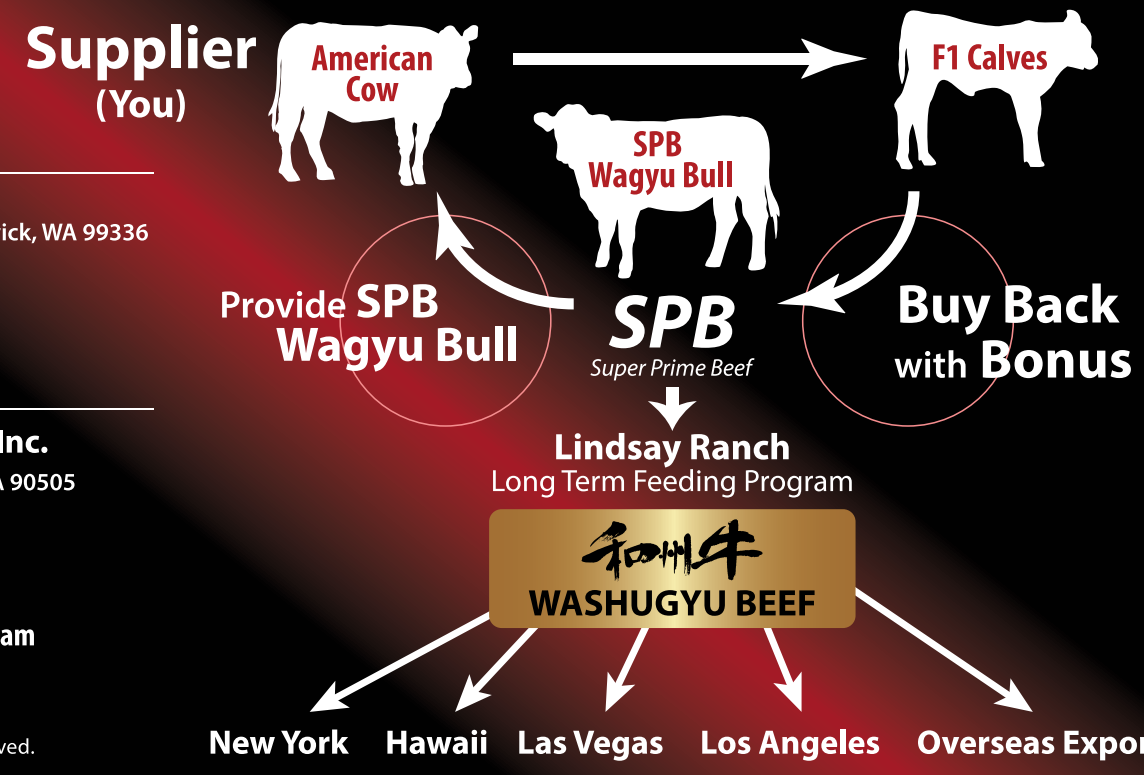
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SELECTION INDEX VALUES		
Market Target	Index Value	Breed Average
Self Replacing Index ($)	+$ 435	+$ 175
Fullblood Terminal Index ($)	+$ 347	+$ 149
F1 Terminal Index ($)	+$ 298	+$ 136
Breeder Feeder Index ($)	+$ 435	+$ 181

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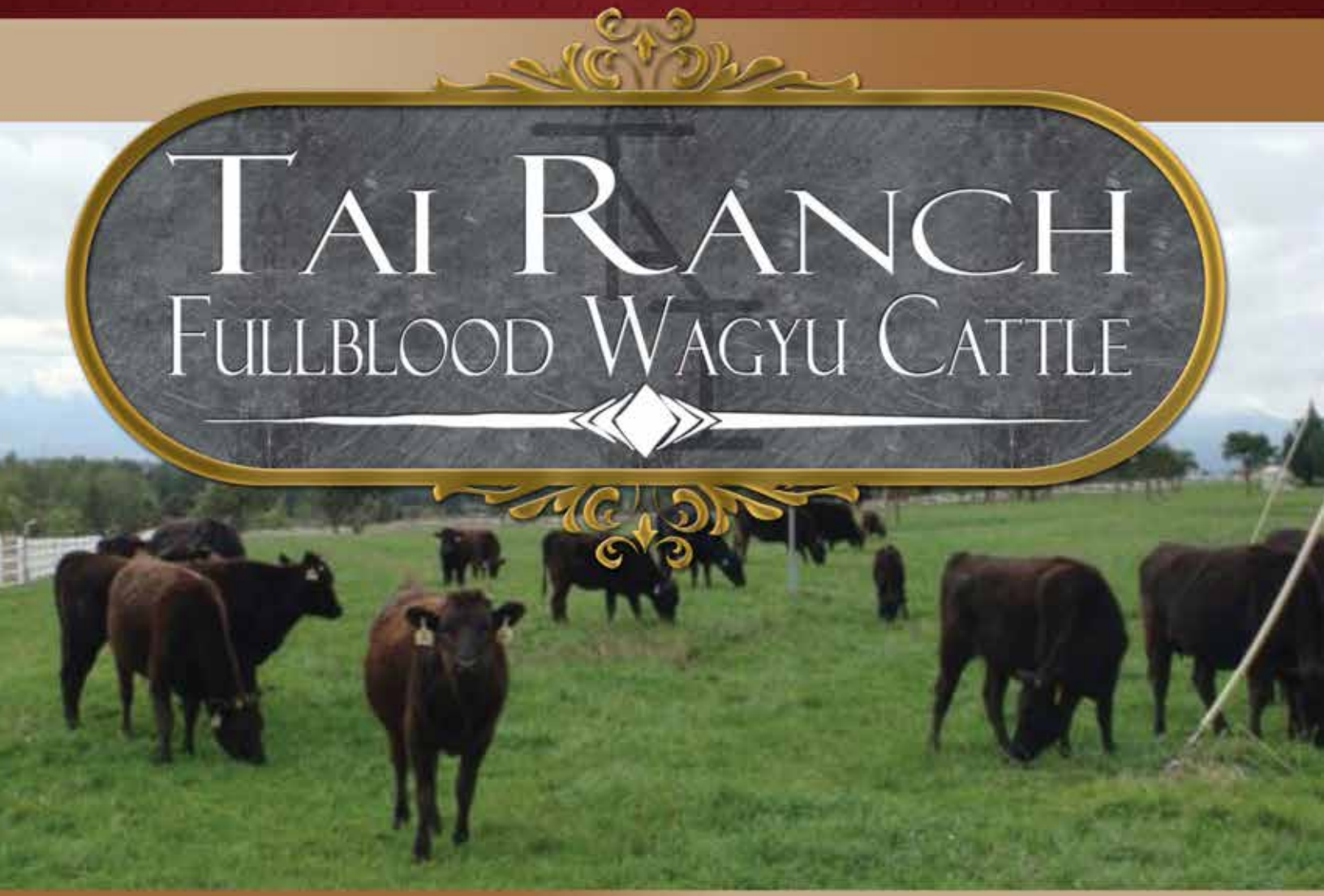
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5 Top IMF EPD (US- AWA)

Top Black Fullblood Females by IMF %, 1991 through 2023,
a report by Digital Beef.

VERMONT WAGYU

EPD SEARCH RESULTS
26 animals

Export to Spreadsheet

Reg # \ Tattoo \ Name \ Birth Date		BW	WW	YW	MK	TM	CW	REA	FAT	IMF
FB102909	EPD:	-2.2	-2	-6	-9	-10	9	-0.01	0.02	3.15
PHN: LMR LMR 2618K	+/-chg:	1.16	8	13	5		27	0.44	0.1	1.42
Name: LMR MS JNR 0139 2618K ET	ACC:	0.40	0.35	0.28	0.20		0.21	0.13	0.14	0.24
08/28/2022	Rank:	10	65	75	>95	95	15	65	90	1
FB36403	EPD:	-1.8	-15	-22	1	-7	-16	0.14	-0.04	3.05
PHN: GFF GFF E25	+/-chg:	1.35	8	13	6		27	0.44	0.1	1.42
Name: GFFE25	ACC:	0.38	0.32	0.23	0.17		0.20	0.14	0.14	0.20
12/12/2017	Rank:	10	>95	>95	30	85	70	20	15	1
FB102907	EPD:	-3.1	-6	-10	-7	-10	-18	-0.05	-0.02	2.95
PHN: LMR LMR 2610K	+/-chg:	1.16	8	13	6		27	0.44	0.1	1.42
Name: LMR MS JNR 0139 2610K ET	ACC:	0.41	0.32	0.24	0.17		0.20	0.14	0.14	0.22
08/22/2022	Rank:	2	80	85	>95	95	75	80	35	1
FB10901	EPD:	-2.3	-10	-15	-5	-10	-22	0.12	-0.05	2.95
PHN: VT W13	+/-chg:	1.16	7	11	5		27	0.44	0.1	1.24
Name: VT MS KITABELLA W13	ACC:	0.47	0.41	0.31	0.30		0.29	0.19	0.18	0.30
11/09/2009	Rank:	10	85	90	90	95	75	25	10	1
FB83549	EPD:	0.4	-1	-2	1	0	-20	-0.03	-0.02	2.92
PHN: VT VT K65	+/-chg:	1.35	8	13	6		27	0.44	0.1	1.42
Name: VT MS HIRASHIGE K65	ACC:	0.39	0.34	0.26	0.14		0.21	0.14	0.13	0.23
06/15/2022	Rank:	60	60	60	30	50	80	70	35	1

- NS exposure on 07-02-2024 to VTK187, FB92412, (Sire: Sumo Shikikan N211, Dam: VTG02, out of Sanjiro 3).
- See meat photo from VTG03, full sibling to VT G02.



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