

THE FOCUS

A QUARTERLY BELTED GALLOWAY PUBLICATION



2024 JULY/AUGUST/SEPTEMBER

OUR MISSION

The object is to promote the Belted Galloway breed of cattle, to preserve the purity of the breed by maintaining pedigree records and data, to disseminate information relative to said breed of cattle and to carry on all legal and proper activities to effectuate the primary purpose of the corporation.

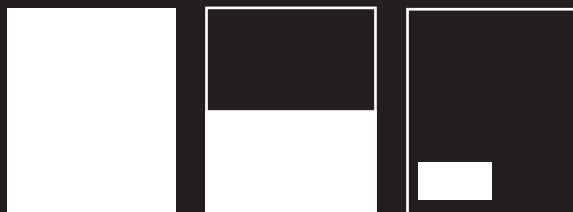
OUR VALUES

1. Provide resources for our membership to learn and develop necessary skills to thrive as a breed.
2. Promote the breed to both consumers as an excellent source of nutrition as well as other livestock producers as a profitable venture.
3. Increase the value of the breed by building the Belted Galloway brand awareness of their place in beef production.

UPCOMING ISSUES

Jan/Feb/Mar	Delivered in March
April/May/June	Delivered in June
July/Aug/Sept	Delivered in September
Oct/Nov/Dec	Delivered in December

AD SIZES



Full Page
8.5 X 11
0.125" Bleed
\$250

Half Page
8.5 x 5.5
0.125" Bleed
\$150

Business Card
3 x 2.5
No Bleed
\$50

Special ad rates available when members/businesses commit to multiple issues. Ad design (if applicable) is an additional charge.

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THE FOCUS

A QUARTERLY BELTED GALLOWAY PUBLICATION

2024 **JULY/AUGUST/SEPTEMBER**
VOLUME 1 ISSUE 3

ON THE FRONT COVER

AVERY STITZIEIN (OH) BEING CONGRATULATED BY JUDGE TYLER BABBS

ON THE BACK COVER

PHOTOGRAPHY CONTEST SUBMISSION BY JENNIFER LOHMANN (IA)

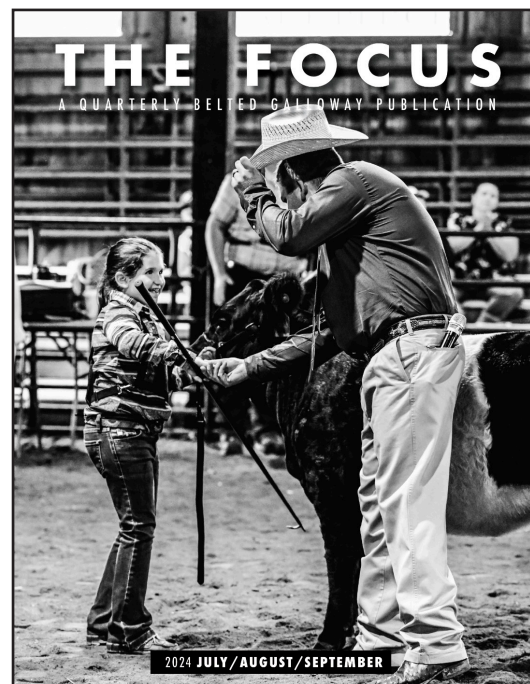


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CORINNA CARON - EXECUTIVE DIRECTOR
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BELTED GALLOWAY

advertising options



PRINT

Keeping you informed and promoting your operation are top priorities of the BGS. One way we are able to help with that is through our new quarterly communication called "The Focus." There are advertising options to fit any budget.

THE FOCUS

A QUARTERLY BELTED GALLOWAY PUBLICATION

Full Page: \$250/issue
All 4 Issues: \$800/year
8.625" x 11.125" (4C)

Half Page: \$150/issue
All 4 Issues: \$500/year
8.625" x 5.625" (4C)

Premium Ad Spots:

Inside Back Cover, Inside Front Cover and Back Cover
\$300/issue. All 4 Issues: \$1,000/year



CARD ADS

\$50/issue or \$200/year
Size Requirements: 2"x3"

Cards are featured in the back of each issue of *The Focus*.



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DIGITAL/WEB

The BGS has multiple digital advertising options available at affordable pricing.



BANNER ADS

\$150 per banner ad
Ads run for 6 months.
Monthly & Yearly Rates Available

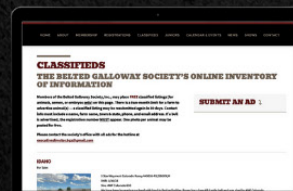
Put a banner ad up on the BGS website and gain visibility for your company, operation, sale, etc.



E-MAIL BLAST

\$100 - One blast
\$150 - Two blasts

The BGS will help you reach your target audience with an e-blast sent to our membership.



CLASSIFIEDS

Free to BGS adult and junior members!

Adult and Junior members of the BGS are able to submit classified ads online at www.beltie.org. Include cattle info and pictures!

BELTED GALLOWAY

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A NOTE FROM THE EXECUTIVE DIRECTOR

Corinna Caron - Corinna, Maine



I hope this message finds you well. I want to take a moment to share some exciting updates and successes from our recent events and initiatives.

Belted Galloway Junior Nationals

We are thrilled to report that the Belted Galloway Junior Nationals was a resounding success! Our young exhibitors displayed exceptional skill, dedication, and sportsmanship, making the event truly memorable.

A huge thank you to the organizers, volunteers, and families who made this event possible. We are excited to announce that we are actively working on the details for the 2025 Belted Galloway Junior Nationals! The future of the Belted Galloway breed is bright with such talented youth involved!

Transition to Digital Beef

We are also excited to announce the transition to the Digital Beef platform for managing our herd records and registration processes is moving forward! Digital Beef will streamline our operations, offering members an intuitive system for managing their

cattle data, tracking pedigrees, and more. We appreciate your patience during the transition and are confident that this system will enhance the accuracy and efficiency of our services.

In the meantime it is business as usual with CLRC. You will receive your 2025 membership dues from CLRC and we encourage you to pay those dues which will allow you instant access to Digital Beef on Day 1 of our transition.

Please call me or email me with any specific questions! Be on the lookout for a Zoom meeting for members with Digital Beef!

Annual Meeting Success

Finally, I want to thank everyone who participated in this year's Annual Meeting and an extra big thank you to Great Lakes Belted Galloway Association for including our meeting in their Field Day events. Our hosts, John and Patrick of Wisconsin River Meats, went over the top with their hospitality and attention to detail. The meeting was a great opportunity to discuss the direction of the Society, celebrate our achievements, and lay out future goals.

The productive discussions and member engagement are crucial as we continue to grow and improve as a society.

We are proud of all that we've accomplished together, and we look forward to the exciting projects ahead. As always, thank you for your continued support of the Belted Galloway Society.

COUNCIL MEMBERS ELECTED

Check out the bios in this issue of our newly elected Belted Galloway Society Council Members. We are thrilled to have them on the team and look forward to their contributions in their new roles.

NOTE NAILE SCHEDULE ADJUSTMENTS

Please note the updated dismissal for the NAILE show. Junior Show is on November 16th, Open Show is November 19th, cattle dismissal is November 20th.

DIGITAL BEEF ON THE HORIZON

The Belted Galloway Society is inching closer to the registry transition from CLRC to Digital Beef. BGS leadership will be relaying more information when the time comes.

BELTIE JUNIOR NATIONALS JUNE 2025

Our Junior members had a successful Junior National Show and will be planning another event in June of 2025. Thank you to all of the sponsors of the event and the volunteers who helped during the event. It would not have been possible without you.

BELTED GALLOWAY

NEWS, ANNOUNCEMENTS & MORE

HYPOTRICHOSIS TESTING REQUIRED

Reminder! All males born after January 1, 2018 must be DNA and HYPO tested in order to be registered. Head on over to www.beltie.org and fill out the request form under the Registration Tab! Kit requests are done with the Executive Director not CLRC.

SIRE DIRECTORY NOW AVAILABLE

Our first ever Sire Directory has been mailed out! If you did not receive one or need extras please email executivedirector.bgs@gmail.com to make your request!

DIGITAL BEEF IS COMING

Be sure to check your email, our Facebook page and future issues of The Focus for more info coming soon about our switch to Digital Beef happening in 2025!

PHOTOS NEEDED FOR PUBLICATIONS AND OTHER MARKETING MATERIALS

Have a great beltie photo? Consider sending it our way to use for breed promotion in social media, emails and publications - photo credit will be given!

2024 TATTOO LETTER OF THE YEAR

The Tattoo letter for 2024 is M. Unsure of best tattoo practices? Check out page II-16 in The Breeder's Manual for more info! The Breeder's Manual can be found on our website under the About Tab.

FOLLOW US FOR UPDATES AND NEWS

Follow Belted Galloway Society Inc, - United States and National Junior Belted Galloway Association on Facebook. These are the official pages where news, updates, videos and more will be posted.

ADD YOUR EVENT TO OUR CALENDAR ONLINE AND IN PRINT

Do you have an upcoming Beltie event? Let us know about it! We can put it on our Event Tab of beltie.org and put it in an upcoming issue of The Focus.

NAILE SHOW SCHEDULE CHANGES

Please note the changes in the NAILE schedule from previous years. Junior Show will be held on November 16th. Open Show will be held on November 19th. Cattle will be dismissed from the grounds on November 20th.

NEW COUNCIL MEMBERS ELECTED AT ANNUAL MEETING

Please help us welcome Dr. Karla Denton (OK) and Erin Seal (VA) to the Belted Galloway Society Council. They will begin their duties in 2025.

2025 JUNIOR NATIONALS TO BE HELD IN JUNE

The 2024 Belted Galloway Junior National event was successful and the Juniors are looking forward to planning another event in 2025. Stay tuned for official dates and location.

NOW ACCEPTING COMMITTEE MEMBER APPLICATIONS

Become involved in the Society through a committee. See page 11 of this issue of The Focus for more information on how to apply and what committees are available.

BELTED GALLOWAY SOCIETY, INC.

PRESERVING AN OLD SCOTTISH BREED SINCE 1951



REGIONAL UPDATES

NEW ENGLAND GALLOWAY GROUP

VICE PRESIDENT - DAN ROMANI (RI)

If it's Fall in New England that can only mean one thing- the Fryeburg Fair!

With over 70 head of cattle and more than 21 individual exhibitors and farms, the Fair did not disappoint. The largest show in the country to date. There were quality animals from top to bottom, but more importantly the people, both breeders and exhibitors, are why we spend 9 days here. New and old friends gather to talk cattle and support each other.

If you are looking for a place to show your Belted Galloways with some awesome people, then Fryeburg is the place to be!

We are also looking forward to and have started working on the online National Belted Galloway Sale to be held in the Spring. Last year's sale saw prices not seen in years and we look forward to another quality sale. If you are thinking of selling a high-quality animal no matter where you are in the country, this is the best format for you to gain maximum exposure.

New England Galloway Group also held its Annual Summer Meeting in July. The meeting was graciously hosted by JB Farm in Chesterville, Maine. The day started off with an educational presentation by Dr. Matt Rolleston DVM about cattle reproduction with an emphasis on artificial insemination and embryo transfer. The focus then moved to cattle hoof care with a presentation by Travis Greenman. Members then took part in the business meeting and enjoyed a barbeque lunch.

NEGG is looking forward to rounding out 2024 and the exciting events to come in 2025 for Belted Galloway breeders, showmen and enthusiasts. Please follow us on social media or check our website for up-to-date information and events!

SOUTHWEST BELTED GALLOWAY ASSN.

PRESIDENT - TBD

Founded originally in 2010 as the Texas Belted Galloway Association, and reorganized and renamed to better serve the southwest geographical area in May of 2013, the Southwest Belted Galloway Association represents the largest number of Belted Galloway Cattle and owners in the United States. Comprising the surrounding states of New Mexico, Oklahoma, Kansas, Nebraska, North and South Dakota, Missouri and Iowa, states west of the Mississippi, the SBGA is a family and fellowship-oriented group of Belted Galloway Cattle owners and breeders that enthusiastically promote and preserve this majestic breed of cattle. Membership on the SBGA is open to all who have an interest in the Belted Galloway Breed of cattle.

Our Mission: The Southwest Belted Galloway Association, has as its primary objectives, the advocacy development and promotion of the Belted Galloway beef cattle. Recognizing the existence of the national organization, the Belted Galloway Society, Inc., the primary function of this corporation will be to provide education about and promote interest in the breed from a regional standpoint. The association will maintain high breeding standards of the Belted Galloway breed with emphasis placed on production and performance and other qualities characteristic of the Belted Galloway breed.

Please follow us on social media for updates throughout the year on upcoming events and other happenings within the Southwest Belted Galloway Association.

REGIONAL UPDATES

GREAT LAKES BELTED GALLOWAY ASSN.

PRESIDENT - TERRY WILLIS (IL)

This year's GLBGA Annual Field Day and the Belted Galloway Society's Annual meeting were hosted by Wisconsin River Meats in Mauston, Wisconsin on September 13-14. What a fun weekend we had! Full of education, connecting with friends and meeting new ones, sharing new ideas and some laughs, and amazing food. The event kicked off to a great start Friday evening with a delicious brisket dinner, social, and bonfire. On Saturday, John Hamm and staff provided an excellent meat cutting demonstration, plant tour, and farm tour complete with hayride. Craig Saxe from UW – Extension presented an informative carcass quality evaluation. Corinna Caron and Jamie Wilkerson demonstrated Digital Bèef and answered attendees' questions about the Belted Galloway Society's forthcoming new animal registry. Terry Willis, John Hamm, and Elmer Littlefield shared insights, ideas and their experiences in marketing their cattle and beef, including what's worked great (or hasn't) for them. We got a peak at a photo of the founding members of GLBGA back in 1992, and both the Belted Galloway Society and GLBGA annual meetings were held. The day ended with a delicious steak dinner complete with all the fixings and a live (and lively) FUNdraising auction conducted by Dave Lulich, Lulich Auction LLC. Thank you to our generous auction donors and all who participated - you helped make GLBGA's live Field Day auction a tremendous success. And a BIG THANK YOU to John Hamm and everyone at Wisconsin River Meats for a fun and memorable event!

The 2024 Wisconsin Farm Technology Days, the state's premier agricultural technology show, was held August 13-25 at Chippewa Valley Music Festivals' grounds near Cadott, Wisconsin. The music festival grounds, along with the Close family farm, hosted this year's event.

Farm Tech Days is the largest agricultural show in Wisconsin and one of the largest in the nation. The three-day event welcomed an estimated 50,000 people through its gates, along with more than 500 exhibitors. In the Beef Tent a steady stream of people viewed several different cattle breeds as well as exhibits of cattle-related products and cattle management demonstrations. Terry and Karlyn Etheridge (TEK Cattle) hosted GLBGA's booth, which included a cow-calf pair. The exhibit was an inviting stop for visitors interested in learning more about the breed and provided a great opportunity to educate attendees on the characteristics and attributes of Belties as well as distribute GLBGA and the Belted Galloway Society publications.

Be sure to mark your calendar for the 2025 WI Farm Technology Days, which will be held August 3-5 at Clinton Farms, Bear Creek, WI

WESTERN BELTED GALLOWAY ASSN.

PRESIDENT - JOANNA HARRISON (NV)

Members of the WBGA met May 3rd & 4th in Reno Nevada to plan for the 2024 Annual Meeting and discuss the future direction of the Association. Information gathered from the recent survey sent and received from members was compiled and analyzed to develop the best strategy for the Association moving forward. The goal of this survey was to gauge how the Association should proceed in serving its members and continue as a functioning organization. In this respect, it was decided that in addition to expanding the Western Belted Galloway Association website; an advisory board would be formed to provide additional involvement from members that will assist the Association leadership going forward. Several recommendations and options are being developed for the future direction of the WBGA and will be presented at the Annual Meeting in Reno, Nevada on October 4th and 5th, 2024.

Please make plans to join us at our Annual Meeting in Reno, Nevada in October. As members and potential members, your involvement is important in the immediate and long-term future of the Association.

WBGA Upcoming Events:

October 4-5- Annual Meeting, Reno, Nevada



ANNUAL MEETING

MAUSTON, WISCONSIN - 09.14.24

The Annual Meeting of the Belted Galloway Society, Inc. was held in Mauston, Wisconsin on September 14, 2024. With members from all over the country in attendance the meeting was held after a full day of events at Wisconsin River Meats as part of the Great Lakes Belted Galloway Association Field Days event.

The meeting started with the approving of last year's minutes as presented by Executive Director Corinna Caron as well as committee reports. Committees reported on the various accomplishments of 2024 including our Junior Committee reporting on the first Belted Galloway Junior Nationals and the Advertising and Promotion Committee reporting on the Belted Galloway Sire Directory and the move to The Focus instead of monthly newsletters.

President Riley spoke of the great success of 2024 and looks forward to more in the coming years. Nominations were accepted from the floor for the Council openings. Ballots were distributed and counted along with those electronically submitted and mailed in with Dana Jacobson (WA) and Kim Lohmann (IA), incumbent Council members and Erin Seal (VA) and Karla Denton (OK) being elected for 2 year terms to the Council. The new slate of officers voted on at that morning's Annual Council Meeting were also presented; President Victoria Voisine (CT), Vice President and Treasurer Terry Etheridge (WI) and Executive Director Corinna Caron (ME).

President Riley presented Council Member Tommy Fey (TX), who has termed out of Council, with a token of appreciation thanking him for his dedication and service to the Belted Galloway Society. We look forward to next year's Annual Meeting with a location and date to be announced soon.

2025 ANNUAL BGS MEETING

DETAILS TO COME IN FUTURE ISSUES

BELTED GALLOWAY

NEW COUNCIL MEMBERS

ERIN SEAL - ELKTON, VIRGINIA.

Erin Seal is from the Shenandoah Valley in Virginia. Erin, along with husband Randy and their two boys, works full time on their family farm. Their farm consists of a commercial cow-calf operation, crops, hay and poultry houses.

A childhood dream of hers was fulfilled the Christmas of 2016, when she was gifted her very first Belted Galloway heifer. Since that time, Belted Aisling Galloways has grown and developed a strong foundational herd. She has prided herself on her proactive nature in asking questions, traveling to various shows and chatting with many different breeders across the country. It is her goal to promote the breed by helping to educate new members, encouraging open discussions amongst established herdsman and in the continuation of new and relevant technologies.

The Galloway herd is her passion and the growth of breed popularity is her vision. Both of her sons are members of 4-H and have begun showing Belties locally. Erin wishes for the breed to command it's fair dues in and out of the show ring moving forward.

DR. KARLA DENTON - NORMAN, OKLAHOMA.

Dr. Karla Denton is a small animal veterinarian from Dallas, TX who fell in love with the Beltie breed while in college. After she met her husband and moved to Oklahoma, they realized their dream of having a ranch. The Band of Gypsies Ranch is located in Norman, a suburb just outside of Oklahoma City and comprised of 60 acres, 3 ponds, and 3 homes for both sides of the family.

Karla and her family started with a young Beltie bull and two Beltie heifers as pets, but over time their herd expanded and improved. They now maintain a herd of 8-10 purebred Belted Galloway breeding cows and purebred bull of each color.

The Dentons are lifetime members and have participated in a variety of Beltie shows across the country and actively try to promote the Beltie breed. Karla looks forward to working with other breeders to improve quality and conformation so that Belties are more marketable in the beef industry.

BELTED GALLOWAY

COMMITTEE APPLICATIONS OPEN

We are excited to announce that the Belted Galloway Society is seeking enthusiastic and dedicated members to join our committees! If you are passionate about Belted Galloways and would like to play an active role in the Society's mission, now is the perfect time to get involved.

Available Committees:

- Advertising & Promotion
- Show Committee
- Long Range Planning
- Beltie Beef
- Event Planning
- Scholarship

How to Apply: If you're interested in joining one of these committees, please email Corinna at executivedirector.bgs@gmail.com with your name, member ID, preferred committee, and a brief statement about your interest and experience. We encourage members from all backgrounds to apply.

Deadline for Applications: December 1st, 2024

Joining a committee is a great way to deepen your involvement with the Belted Galloway Society, contribute to its success, and connect with fellow members.

We look forward to hearing from you!

REGIONAL ROUND UP BELTED GALLOWAY SHOW



Grand Champion Heifer
Sunnybrook Jasmine 48982-B
Owned by Cora Barnard (IN)
Bred by Sunnybrook Farms (IL)



Reserve Champion Heifer
Spring Hill Countyline Jovie 49864-B
Owned by Maria Schwab (PA)
Bred by Countyline Belties (IN)



Grand Champion Cow/Calf
Countyline Krista 46825-B
Owned by Stephenson Family (IN)
Bred by Countyline Belties (IN)



Grand Champion Bull
MT Goose (AI) 49088-B
Owned by Maddey Tebbe (IL)
Bred by Maddey Tebbe (IL)



Reserve Champion Bull
Sunnybrook Jett 50079-B
Owned by Sunnybrook Farms (IL)
Bred by Sunnybrook Farms (IL)



Grand Champion App. Heifer
HMD Josie A50103-B3/4BGXX
Owned by Henry Dwyer (IL)
Bred by Henry Dwyer (IL)



Reserve Champion App. Heifer
HMD Rosie A49060-B1/2BGXX
Owned by Henry Dwyer (IL)
Bred by Henry Dwyer (IL)



Grand Champion App. Steer
HMD Buffalo 48969-B
Owned by Henry & Tanner Dwyer (IL)
Bred by Tanner Dwyer (IL)



Reserve Champion App. Steer
HMD Anakin 49061-B
Owned by Henry Dwyer (IL)
Bred by Henry Dwyer (IL)

VEEDERSBURG, INDIANA JUNE 6-9, 2024



Grand Champion Mismark Heifer
Sunnybrook Zoey 48984-B,M1
Owned by Cora Barnard (IN)
Bred by Sunnybrook Farms (IL)



Reserve Champion Mismark Heifer
Rock Creek Lily Von Shtupp 49075-B,M3
Owned by Alexa Alder (IN)
Bred by Countyline Belties (IN)



Grand Champion Steer
Sunnybrook Reno 48994-B
Owned by Carson Barnard (IN)
Bred by Sunnybrook Farms (IL)



Reserve Champion Steer
Spring Hill Countyline Flint 49863-B
Owned by Maria Schwab (PA)
Bred by Kaylee Eckelman (IN)



Grand Champion App. Cow/Calf
Sunnybrook Claire 47347-B
Owned by Avery Barnes (IL)
Bred by Sunnybrook Farms (IL)



Reserve Champion App. Cow/Calf
HMD Gamora A44335-B1/2BGXX
Owned by Henry Dwyer (IL)
Bred by Henry Dwyer (IL)



Reserve Champion Heifer
Sunnybrook Athena 48978-B
Owned by Maddey Tebbe (IL)
Bred by Sunnybrook Farms (IL)



Poster Winners
Grand Champion: Tanner Dwyer (IL)
Reserve Champion: Adalynn Hollie (IL)



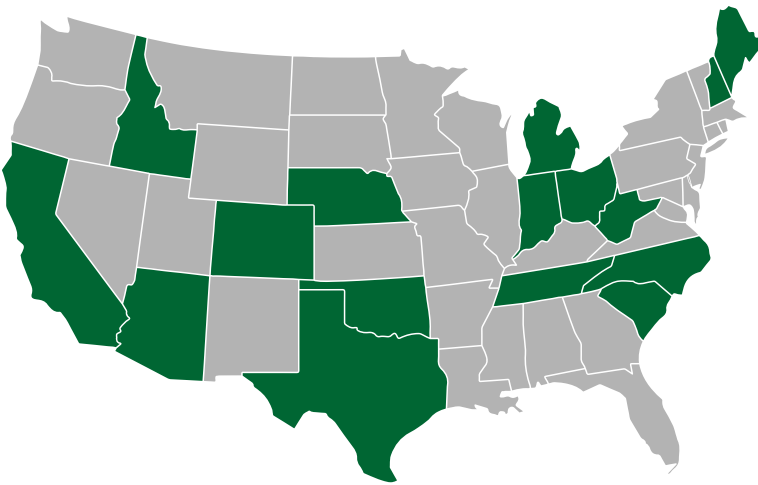
GLBGA Juniors
Congrats to all exhibitors!

BELTED GALLOWAY

NEW MEMBERS JUNE - SEPTEMBER

welcome

TO THE BELTED GALLOWAY SOCIETY!



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Lana Carr
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330-635-5423

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Lindside WV 24951
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Vincent Davis
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650-743-9293

IDAHO

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208-602-6001

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Varnville SC 29944
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Manchester, IN

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Sue Eddington
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Ashley Kalloch
Whitefield, ME

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931-227-8809

Cassie Thomas
Herderonville, NC

Garrett Reusch
Spencer, OH



SELLING BEEF:

DIRECT MARKETING BEEF SIDES & QUARTERS

By John Hamm, Wisconsin River Meats

Probably the most profitable and effective way for small and very small beef producers to market their beef steers is selling them directly to consumers as sides and quarters. I will try to explain in this article how to do so as simply and efficiently as possible.

Why Sell Sides and Quarters?

Many small producers, particularly those of specialty breeds such as Belted Galloway have limited markets open to them. Sales buyers, livestock markets and large packing houses are not familiar with Belted Galloways and the prices producers receive are heavily discounted. Most small producers also do not have the time, resources or experience to make money or successfully sell at farmers' markets or wholesale. These types of sales are difficult even for professionals.

Selling sides and quarters is a simple and effective sales method to start with. It's something that can work for almost anybody. Most small producers already get some of their livestock processed for their own use. If you do not process your own, why not? Are you raising pets or meat? For your credibility it is important you use your own product. That way you know that it is indeed an excellent product and you can honestly answer questions about your product.

Why Do I Have to Sell?

Determine early what you have to sell. Maybe it will just be the other half of your son/daughter's show steer. Or maybe you will produce 5 steers this year, that would be 10 halves or 20 quarters. That gives you an idea of how many customers you need.

Is My Product the Best?

Always make sure you are giving your customers the best product in the market place. That is why I changed to raising Belted Galloways and Belted cross steers in 1998. All the beef we sell meet specific guidelines. All are under 30 months of age and are grain (corn) fed at least 100 days. On Beltie steers we want a 600-700 pound carcass that will grade low choice or high select. While we want marbling we do not want excessive amounts of fat. Grain fed is important to us. Our customers expect bright white fat and bright red meat with relatively large steaks. We breed our Belted Galloway steers to routinely have 12 inch rib eyes. This seems to be the ideal size for our customers.

None of my producers or my farm use implants or subtherapeutic antibiotics. We try to raise our beef as naturally as possible while maintaining herd health.

Our customers greatly appreciate this.

Never, ever market your beef if it is not properly finished. The meat will appear dark and stringy and will be tough. Also never, ever try to sell cull cows or bulls to people and represent them as choice steers. Not only will you lose a customer but after being swindled and sold inferior meat it is unlikely they will ever buy quarters or sides again.

Who Will Process My Beef?

Getting the right processor is very important. I would recommend you start with your usual processor. He or she knows you and should value your business. For selling your product you will need to use a state or federally licensed plant. Your beef will need to be slaughtered under

SELLING BEEF:

DIRECT MARKETING BEEF SIDES & QUARTERS

inspection and have the marks of inspection on each package. Look for a processor who is a member of AAMP or your state meat processors association.

Meet with your processor ahead of time. Make sure you schedule your processing with them and you know your fees up front. Also make sure he can offer you the services you need, such as patties, boxing etc. We have all our beef boxed in new nice boxes when our customers pick it up. They greatly appreciate it. Also make sure your processor will hold the meat until your customers can pick it up. I usually recommend that the producer have their customers pick up their meat at the processor and pay the processing fees.

Do not let yourself be hypnotized by fancy requests and elaborate cuts or other extravagances from your customers. Contrary to some self appointed experts, we have had tremendous success with packaging the meat in heavy freezer paper with a nice tight package. The beef will travel a lot better than if vacuum packaged and there will not be any leaking packages. Also, light causes meat in vacuum packages to discolor quickly. Nicely wrapped, properly marked packages work great for us.

We have our best success sticking to standard cuts. Standard cuts will insure the greatest yield out of your carcasses and the most usable meat for your customers. Our standard cutting instructions and approximately what we get out of each half side of beef are as follows:

370# Choice/Select Half side Beef
2 - Rump roast - 3# packages
3 - Sirloin Tip Roast - 3# packages
6 - 1" Porterhouse - 2/package
8 - 1" T-bones - 2/package
15 - 1" rib steak - 2/package
6 - 1" sirloin steak - 1/package
8 - ¾" round steak - 1/package
10 - soup bones - 2# package
12# short ribs
3 - Arm roast - 3# package
10 - Chuck roast - 3# package
81# ground beef - 1# packages

If the customer does not use soup bones or short ribs we process them into ground beef. We also always ask the customers if they want the heart, liver, tongue or oxtail. If the customer does not want them we keep them. Unusable items in the freezer are a turn off to customers, so we don't give them a product they won't use. We discourage customers from ordering beef tenderloins, new york strips or whole ribeyes.

These cuts greatly cut down your yield and packages returned to the customer. Stick to the basic cuts.

Who Will I Sell My Beef To?

This is a question that many producers struggle with. The answers are simpler than you think. First, make sure your beef by the road look nice and that you have a simple sign with "Beef for sale"/

That will attract people to your door. Have your phone number on it and make sure you can answer the price and availability questions when potential customers ask. Friends and relatives also are good potential customers. They are good candidates to sample your product too. But remember, you are in a business. Do not sell your meat at discounted prices to so many friends and relatives that you lose money. Avoid this pitfall. I only give discounts to my parents, no one else, this avoids confusion.

Many of my producers have very good luck selling sides and quarters at their workplaces. Teachers and factory workers seem to be especially good at selling to their coworkers. Many times folks you go to church with are also good customers. Many of my original customers were folds from my church.

Some of our producers who are business owners and professional people also sell their beef to their employees and clients. The employees and clients seem to be very loyal customers and are very often repeat customers as well. Several of my producers enjoy frequenting public houses and are well known for their quality of their meat animals and people seek them out. Sell to people you know and you will be successful. Follow up with your sales with a call to make sure they are satisfied.

Coworkers, friends, relatives and acquaintances are all good potential customers. You will find that if satisfied they will spread the word and bring you new customers. I have also found several things that don't work. Ads in local papers usually only attract cheap bargain hounds and are seldom effective. Also, trying to sell to the health obsessed rarely works. While your grassfed, organic or other specialty meat may be the rage today, they will move on to ostrich or kelp or whatever else is the next fad. They are more interested in being trendy than anything else. They are not long term customers. We have good luck selling to families and regular folks. They are great repeat customers and a pleasure to do business with.

SELLING BEEF:

DIRECT MARKETING BEEF SIDES & QUARTERS

What Will I Charge For My Beef?

There are several ways to charge for your beef, but I recommend you keep it simple. The simplest way is to sell it rail weight. Hanging weight is an absolute, known weight that everyone can agree on.

So that part is simple. How do you arrive at your price? You can ask your local locker the going beef market prices, or check the internet or your farm papers. We like to sell our beef at a price we make a nice return, but the customer still saves money versus buying the cuts all individually at retail. Marketing your own beef keeps you in control, and lets you receive a premium price.

Closing the Deal

Make sure you and your customer agree on price up front. Make sure they also understand what they will have to pay for processing. Then we pretty much recommend you collect "cash on delivery". Collect as soon as the beef are hanging at the locker. We accept checks from customers, people we know or someone referred by a customer. If we don't know them we may require them to pay a deposit. Some customers may want to pay with a credit card. Some locker plants can help you with that.

Some locker plants will even collect your money for you from your customer. Make sure to make the arrangements ahead of time. You should have a simple

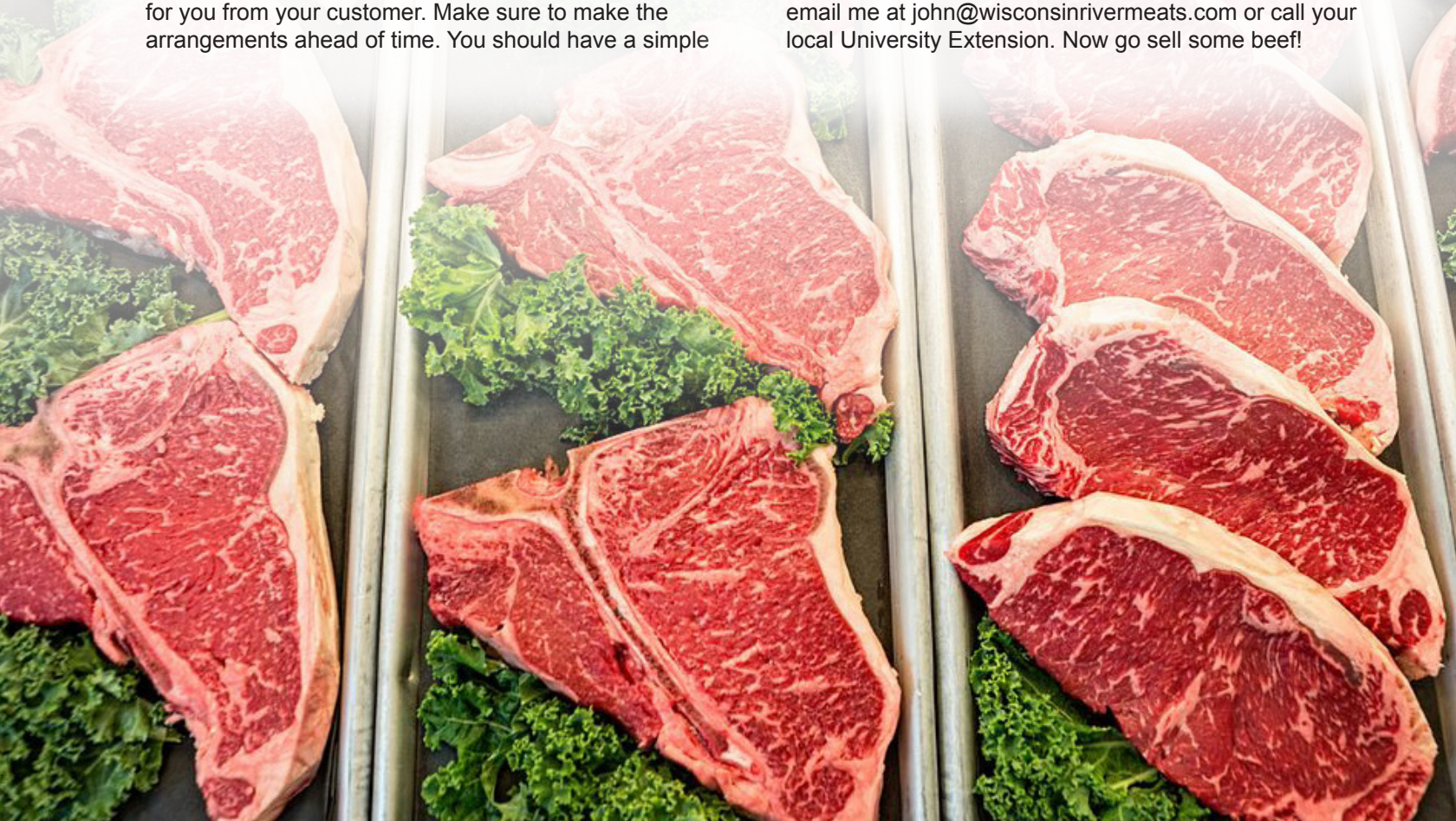
credit policy also. I would recommend it be if a customer stiffes you or gives you a NSF check, you are done doing business with them. You don't have to be unkind. Just tell them, whenever they ask that your beef is all spoken for.

We also guarantee all our beef. I have been selling 50-100 head per year for the last 30 years and have only replaced about 4 head. One of those beef, although looking perfect, was very tough. The other beef were fine but I sold them to people I shouldn't have. These people were expecting chemically tenderized and mechanically formed uniform products, not farm raised beef! I should have done a better job of informing them of what they would get. I was not selling what they wanted.

Guaranteeing your product will give you credibility with your customer and help develop strong customer loyalty.

Let's Sell Some Beef!

This article should give you basic info to get you going on marketing your beef. This is also a good opportunity to have fun and make friends. Be proud of your product and promote it. Show off your farm and your animals with pride. Share and sample your beef with friends and folk. Find a meat processor who shares your passion for excellence and customer satisfaction. If you need anymore help or have any questions you can email me at john@wisconsinrivermeats.com or call your local University Extension. Now go sell some beef!





Schedule of Events

Junior and Open Cattle Arrival

Thursday, October 10th at 12:00PM until
Saturday, October 12th at 12:00PM

Junior/Open Show

Sunday, October 13th
Show starts at 8:00AM - East Side Hale Arena

Show Contact:

Emily Wilkerson
515-493-9403
wilkersonemilye@gmail.com



NORTH AMERICAN

INTERNATIONAL LIVESTOCK EXPOSITION

Schedule of Events

Junior and Open Cattle Arrival

Thursday, November 14th at 12:00PM until
Friday, November 15th at 12:00PM

Junior Show

Saturday, November 16th

Show starts at 8:00AM - Ring B - Brodbent Arena

Show Order: Simmental, Shorthorn Plus, AOB/Zebu
Influence, Belted Galloway

Open Show

Tuesday, November 19th

Show starts at 9:00AM - Ring B - Brodbent Arena

Belted Galloway Cattle will start at 9AM

Exhibitors are released Wednesday, November 20th

Show Contacts: Dawson Masters or Corinna Caron

BELTED GALLOWAY

JUNIOR COUNCIL BOARD MEMBERS



2024 BOARD OF DIRECTORS



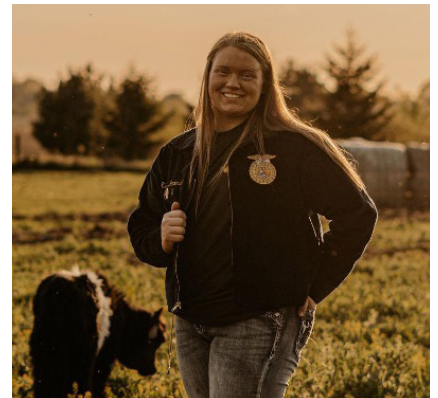
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JENNIFER LOHMANN (IA)



CHARLOTTE ALBAUGH (IN)



KIERSTEN HENDERSHOT (OH)

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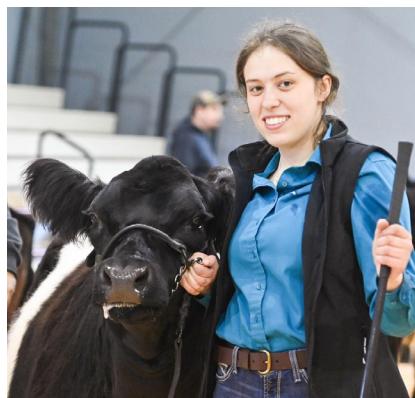
UPCOMING EVENTS:

BELTED GALLOWAY JUNIOR NATIONALS

JUNE 25-30

NAILE - OPEN & JUNIOR SHOWS

NOVEMBER 15-19



ELIZABETH EATON (ME)



LIVI GRAHAM (GA)

JUNIOR COUNCIL REPORT



MISSION STATEMENT:

To provide young Belted Galloway cattle enthusiasts a program for developing beef cattle management and leadership skills through our breed-sponsored educational programs at local, state, and national competitions.

The NBGJA cultivates leadership and fellowship through promotion of the Belted Galloway breed for members of the Belted Galloway Society, Inc. who are ages 8-21 years.

The Belted Galloway Junior Association began in late 1996 as the Beltie Youth Group. During 2013, the organization was renamed the Belted Galloway Junior Association by the Council of the Belted Galloway Society, Inc. Shows, education, and activities are sponsored annually by regional Belted Galloway organizations.

The Society recognizes the Kathi Jurkowski Belted Galloway Junior Show as the national show held at the annual North American International Livestock Exposition in Louisville, Kentucky during November. A junior program of activities and contests are held during the NAILE.

by Corinna Caron (ME), Executive Director

We are thrilled to share the outstanding success of our first-ever Belted Galloway Junior Nationals! This milestone event brought together young cattle enthusiasts from across the country, showcasing their dedication to the Belted Galloway breed and their impressive skills in the show ring.

The event not only highlighted the talent and hard work of our junior members but also created an inspiring atmosphere of learning, camaraderie, and sportsmanship. From showmanship competitions to educational workshops, every aspect of the event was filled with enthusiasm and pride for the breed.

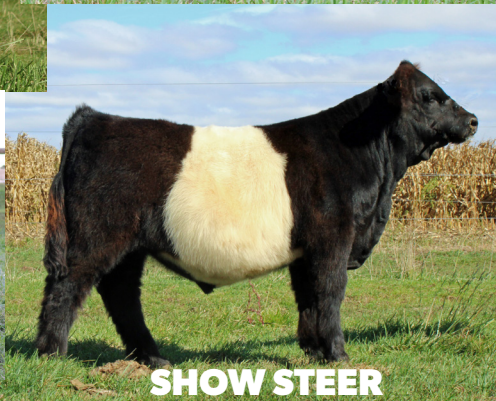
A total of 39 Junior members from 9 states made their way to Medina County Fairgrounds in Ohio and took part in the history making event.

Educational contests, showmanship, breed classes and more made up the 5 day event where some amazing prizes awaited the winners in the different age categories. Every entered Junior received a goodie bag filled with cool Beltie items and personalized stall cards for their animals.

We extend our deepest gratitude to the organizers, volunteers, sponsors, and, most importantly, the participants and their families for making this event a reality. The future of the Belted Galloway breed is in excellent hands with these passionate young individuals leading the way!

Keep an eye out on our social media and your inbox for more details on the 2025 Belted Galloway Junior Nationals!





SHOW STEER

Legacy Unlimited Sale



OCTOBER 20 2024

**A BELTED GALLOWAY FOUNDATION GENETICS SALE
PROVEN CATTLE IN THE SHOW RING AND IN THE PASTURE**



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SH
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BELTED GALLOWAY JUNIOR NATIONALS

BATTLE OF THE BELTS

JUNE 26-30, 2024 | MEDINA, OH





Proud to sponsor the 1st Belted Galloway Junior Nationals. Congratulations to all the youth who participated in the 1st Belted Galloway Junior Nationals and a special thanks to the Junior Council for making it happen.

Brookside Plumbing Hope Maine.

Barrett Homestead Farm

Congratulations
to all the Junior
Exhibitors on a
successful
Junior
Nationals!



BELTED GALLOWAY

2024 JUNIOR NATIONAL SHOW

bred & owned heifers



GRAND CHAMPION BRED & OWNED HEIFER
AJC CALIFORNIA DREAMIN' (AI) 49123-B
BRED & OWNED BY: ABIGAIL CARON (ME)



RESERVE CHAMPION BRED & OWNED HEIFER
BROWN BROOK GRACIE MAE 48975-B
BRED & OWNED BY: BRODY MILLER (ME)

BELTED GALLOWAY

2024 JUNIOR NATIONAL SHOW



3RD OVERALL BRED & OWNED HEIFER

ELIZABETH'S LIVESTOCK ODESSA 49409-B
BRED & OWNED BY: ELIZABETH EATON (OH)



4TH OVERALL BRED & OWNED HEIFER

HILAND OAKS O K MAGGIE 48507-B
BRED & OWNED BY: JENNIFER LOHMANN (IA)



5TH OVERALL BRED & OWNED HEIFER

ELIZABETH'S LIVESTOCK ADILENE 49832-B
BRED & OWNED BY: ELIZABETH EATON (OH)



BELTED GALLOWAY

2024 JUNIOR NATIONAL SHOW

Bred & owned bulls



GRAND CHAMPION BRED & OWNED BULL
SPRING HILL APACHE 50084
BRED & OWNED BY: MARK SNYDER (PA)



RESERVE CHAMPION BRED & OWNED BULL
AJC SMOKE ON THE WATER 49926-D
BRED & OWNED BY: ASHTON CARON (ME)

BELTED GALLOWAY

2024 JUNIOR NATIONAL SHOW



3RD OVERALL BRED & OWNED BULL

BROWN BROOK SOLJA BOY 50024-B

BRED & OWNED BY: BRODY MILLER (ME)



4TH OVERALL BRED & OWNED BULL

BLACK ACE RALPH 49922-B

BRED & OWNED BY: ADAM EATON (ME)



5TH OVERALL BRED & OWNED BULL

HENDERSHOT'S LOUIE 50021-B

BRED & OWNED BY: KIERSTEN HENDERSHOT (OH)



BELTED GALLOWAY

2024 JUNIOR NATIONAL SHOW

owned heifers



GRAND CHAMPION OWNED HEIFER

MOONSHADOW TEENA 48343-B

OWNED BY: JOEY HAYDEN (ME) BRED BY: MOONSHADOW FARMS (ME)



RESERVE CHAMPION OWNED HEIFER

SUNNYBROOK CATAHOULA 48382-B

OWNED BY: MARK SNYDER (PA) BRED BY: SUNNYBROOK FARMS (IL)

BELTED GALLOWAY

2024 JUNIOR NATIONAL SHOW



3RD OVERALL OWNED HEIFER
BARRETT HOMESTEAD LAUREL 49080-B
OWNED BY: SADIE OLMSTED (ME)
BRED BY: BARRETT HOMESTEAD FARM



4TH OVERALL OWNED HEIFER
ELIZABETH'S LIVESTOCK ADILENE 49832-B
BRED & OWNED BY: ELIZABETH EATON (OH)



5TH OVERALL OWNED HEIFER
SPRING HILL COUNTYLINE MARIANNE 49963-B
OWNED BY: AVERY STITZLEIN (OH)
BRED BY: COUNTYLINE BELTIES (IN)



BELTED GALLOWAY

2024 JUNIOR NATIONAL SHOW

owned steers



GRAND CHAMPION OWNED STEER

SPRING HILL COUNTYLINE FLINT 49716-B

OWNED BY: MARIA SCHWAB (PA) BRED BY: KAYLEE ECKELMAN (IN)



RESERVE CHAMPION OWNED STEER

WAGNER FARMS LOCKSLEY 49716-B

OWNED BY: KEEGAN MEYER (IA) BRED BY: WAGNER FARMS (IA)

BELTED GALLOWAY

2024 JUNIOR NATIONAL SHOW



3RD OVERALL OWNED STEER
CIDER MILLS FARMS OUTLAW 49814-B
OWNED BY: CHARLOTTE ALBAUGH (IN)
BRED BY: DIEHM (IN)



4TH OVERALL OWNED STEER
CARVER CREEK LEO 49640-B
BRED & OWNED BY: SADIE OLMSTED (ME)



5TH OVERALL OWNED STEER
SUNNYBROOK RENO 48994-B
OWNED BY: CARSON BARNARD (IN)
BRED BY: SUNNYBROOK BELTIES (IL)



BELTED GALLOWAY

2024 JUNIOR NATIONAL SHOW

owned percentage heifers



GRAND CHAMPION OWNED MISMARKED HEIFER

NWT FARMS MACY 49884-B, M1

OWNED BY: TAYLOR HENDERSHOT (OH) BRED BY: HENDERSHOT BELTED GALLOWAYS (OH)



RESERVE CHAMPION OWNED MISMARKED HEIFER

SUNNYBROOK ZOEV 48984-B, M1

OWNED BY: CORA BARNARD (IN) BRED BY: SUNNYBROOK FARMS (IL)

BELTED GALLOWAY

2024 JUNIOR NATIONAL SHOW



GRAND CHAMPION OWNED PERCENTAGE STEER

RAHE FAMILY BELTIES LUGNUT 49345-D

OWNED BY: PAYCIENCE BOUDREAU (MA) BRED BY: RAHE FAMILY BELTIES (IL)



RESERVE CHAMPION OWNED PERCENTAGE STEER

HENDERSHOT'S FINN 49970-R

OWNED BY: KAYDEN HENDERSHOT (OH) BRED BY: HENDERSHOT'S BELTED GALLOWAYS (OH)

Owned Percentage Steers

BELTED GALLOWAY

2024 JUNIOR NATIONAL SHOW

owned cow calf pairs



GRAND CHAMPION OWNED COW CALF PAIR
MOONSHADOW SUNFLOWER 46822-B
OWNED BY: KIERSTEN HENDERSHOT (OH) BRED BY: MOONSHADOW FARMS (ME)



**GRAND CHAMPION BRED & OWNED COW CALF PAIR &
RESERVE CHAMPION OWNED COW CALF PAIR**
ELIZABETH'S LIVESTOCK ABILENE 46595
BRED & OWNED BY: ELIZABETH EATON (OH)

BELTED GALLOWAY

2024 JUNIOR NATIONAL SHOW



CHAMPION OWNED PERCENTAGE HEIFER

YANKEY FARMS PATCHES A50031-B1/BG, M1

OWNED BY: ELIZABETH YANKEY (VA)

BRED BY: ALICE YANKEY (VA)



RES CHAMPION OWNED PERCENTAGE HEIFER

HENDERSHOT NUTELLA A49967-B 1/2BGXX, M1

BRED & OWNED BY: KIERSTEN HENDERSHOT (OH)



3RD OVERALL OWNED PERCENTAGE HEIFER

HILAND OAKS LOVELY LADY A49809-B3/4BGXX

OWNED BY: JENNIFER LOHMANN (IA)

BRED BY: HILAND OAKS FARMS (IA)



BELTED GALLOWAY

2024 JUNIOR NATIONAL SHOW

showmanship



SENIOR DIVISION: 1ST - SADIE OLMSTED (ME), 2ND - ELIZABETH EATON (OH), 3RD - KEEGAN MEYER (IA), 4TH - LORNE GRONDIN (ME), 5TH - ASHTON CARON (ME)



INTERMEDIATE DIVISION: 1ST - JOEY HAYDEN (ME), 2ND - ABBY CARON (ME), 3RD - PAYCIENCE BOUDREAU (MA), 4TH - HAILEY MCFADDEN (ME), 5TH - BRODY MILLER (ME)

BELTED GALLOWAY

2024 JUNIOR NATIONAL SHOW



JUNIOR DIVISION: 1ST - ALICE YANKEY (VA), 2ND - ELOWYN MCCARTHY (MA), 3RD - CORA BARNARD (IN), 4TH - NATALIE CLARK (ME), 5TH - GARRETT REUSCH (OH)



STATES REPRESENTED: MAINE, OHIO, PENNSYLVANIA, INDIANA, IOWA, MASSACHUSETTS, KANSAS, GEORGIA, VIRGINIA

Showmanship

CONTEST RESULTS

public speaking

sales talk



SENIOR DIVISION: 1ST - ASHTON CARON (ME), 2ND - KEEGAN MEYER (IA), 3RD - LORNE GRONDIN (ME), 4TH - ELIZABETH EATON (OH), 5TH - TAYLOR HENDERSHOT (OH)



SENIOR DIVISION: 1ST - LORNE GRONDIN (ME), 2ND - ASHTON CARON (ME), 3RD - KIERSTEN HENDERSHOT (OH), 4TH - ELIZABETH EATON (OH), 5TH - SADIE OLMSTED (ME)



INTERMEDIATE DIVISION: 1ST - ABBY CARON (ME), 2ND - PAYCIENCE BOUDREAU (MA), 3RD - JENNIFER LOHMANN (IA), 4TH - EMMA LEWIS (OH), 5TH - KIMBER HOUGH (PA)



INTERMEDIATE DIVISION: 1ST - ABBY CARON (ME), 2ND - PAYCIENCE BOUDREAU (MA), 3RD - JENNIFER LOHMANN (IA), 4TH - MARK SNYDER (PA), 5TH - EMMA LEWIS (OH)



JUNIOR DIVISION: 1ST - ELWYN MCCARTHY (MA), 2ND - NATALIE CLARK (ME), 3RD - MARIA SCHWAB (PA), 4TH - ELLIE KEETS (OH), 5TH - ELSA SEWELL (KS)



JUNIOR DIVISION: 1ST - CORA BARNARD (IN), 2ND - GARRETT REUSCH (OH), 3RD - EMMA HAYDEN (ME), 4TH - ALICE YANKEY (VA), 5TH - MARIA SCHWAB (PA)

CONTEST RESULTS

judging

fitting



SENIOR DIVISION: 1ST - LORNE GRONDIN (OH), 2ND - ASHTON CARON (ME), 3RD - SADIE OLMSTED (ME), 4TH - KIERSTEN HENDERSHOT (OH), 5TH KEEGAN MEYER (IA)



SENIOR DIVISION CHAMPIONS: ABBY CARON (ME), LORNE GRONDIN (OH), ASHTON CARON (ME)



INTERMEDIATE DIVISION: 1ST - JENNIFER LOHMANN (IA), 2ND - EMMA LEWIS (OH), 3RD - ABBY CARON (ME), 4TH - HAYDEN CLARK (ME), 5TH - PAYCIENCE BOUDREAU (MA)



INTERMEDIATE DIVISION CHAMPIONS: ELOWYN MCCARTHY (MA), PAYCIENCE BOUDREAU (MA), GARRETT REUSCH (OH)



JUNIOR DIVISION: 1ST - ELOWYN MCCARTHY (MA), 2ND - ALICE YANKEY (VA), 3RD - CORA BARNARD (IN), 4TH - MARIA SCHWAB (PA), 5TH - GARRETT REUSCH (OH)



JUNIOR DIVISION CHAMPIONS: ELIZABETH YANKEY (VA), ALICE YANKEY (VA), EMMA HAYDEN (ME)

CONTEST RESULTS

cattlemen's quiz



SENIOR DIVISION: 1ST - ASHTON CARON (ME), 2ND - ELIZABETH EATON (OH), 3RD - KIERSTEN HENDERSHOT (OH), 4TH - KEEGAN MEYERS (IA), 5TH - LORNE GRONDIN (OH)



SENIOR DIVISION: 1ST - KEEGAN MEYER (IA), 2ND - ELIZABETH EATON (OH), 3RD - SADIE OLMSTED (ME), 4TH - ELIZABETH EATON (OH), 5TH - KIERSTEN HENDERSHOT (OH)



INTERMEDIATE DIVISION: 1ST - EMMA LEWIS (OH), 2ND - ABBY CARON (ME), 3RD - COLTON CROSS (PA), 4TH - PAYCIENCE BOUDREAU (MA), 5TH - HALEY MCFADYEN (ME)



INTERMEDIATE DIVISION: 1ST - HENRY LINDEMAN (ME), 2ND - ABBY CARON (ME), 3RD - JENNIFER LOHMANN (IA), 4TH - CHARLOTTE ALBAUGH (IN), 5TH - OLIVIA GRAHAM (GA)



JUNIOR DIVISION: 1ST - ALICE YANKEY (VA), 2ND - NATALIE CLARK (ME), 3RD - GARRETT REUSCH (OH), 4TH - EMMA HAYDEN (ME), 5TH - ELLIE KEETS (OH)



JUNIOR DIVISION: 1ST - ELLIE KEETS (OH), 2ND - ELSA SEWELL (KS), 3RD - ALICE YANKEY (VA), 4TH - REAGAN SEWELL (KS), 5TH - AVERY STITZLEIN (OH)

CONTEST RESULTS

overall



SENIOR DIVISION:

1. ASHTON CARON (ME)
2. ELIZABETH EATON (OH)
3. LORNE GRONDIN (ME)
4. SADIE OLMSTED (ME)
5. KEEGAN MEYER (IA)
6. KIERSTEN HENDERSHOT (OH)
7. TAYLOR HENDERSHOT (OH)
8. ADAM EATON (ME)



INTERMEDIATE DIVISION:

1. ABBY CARON (ME)
2. PAYCIENCE BOUDREAU (MA)
3. JENNIFER LOHMANN (IA)
4. EMMA LEWIS (OH)
5. CHARLOTTE ALBAUGH (IN)
6. HALEY MCFADYEN (ME)
7. JOEY HAYDEN (ME)
8. HENRY LINDEMAN (ME)
9. HAYDEN CLARK (ME)
10. COLTON CROSS (PA)



JUNIOR DIVISION:

1. ALICE YANKEY (VA)
2. ELOWYN MCCARTHY (MA)
3. GARRETT REUSCH (OH)
4. NATALIE CLARK (ME)
5. CORA BARNARD (IN)
6. ELLIE KEETS (OH)
7. MARIA SCHWAB (PA)
8. EMMA HAYDEN (ME)
9. ELSA SEWELL (KS)
10. AVERY STITZLEIN (OH)

Thank you

TO OUR BELTED GALLOWAY JUNIOR NATIONAL SPONSORS

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Kathleen and Michael Wagner

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wagnersbeltedgalloways@gmail.com



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SH

Spring Hill

Helping you choose your Beltie path

BY GIVING YOU NO FAIL OPTIONS!

"What you get by achieving your goals is not as important as what you become by achieving your goals." – Henry David Thoreau

We want to be your reason that you wake up in the morning:

... Excited about the breed.

... Where the breed **can take you.**

... And, where **you can take the breed.**



**SHOW HEIFERS
HERD SIRES
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The direction has been set!



Congratulations to the BGJA on your first National Junior Show!

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**Jessica Snyder: 814-671-5119
Will Price: 814-673-2064**

Springhillfeedandlivestock@gmail.com

BELTED GALLOWAY

UPCOMING EVENTS

September 29 - October 6

Fryeburg Fair Belted Galloway Show, Fryeburg, ME. Contact Barbara Gushee at 207-935-3268

November 15-20

NAILE Junior and Open Belted Galloway Shows, Louisville, KY. Contact Dawson Masters or Corinna Caron executivedirector.bgs@gmail.com

December 6-8

Hoosier Beef Congress Indianapolis IN Contact Jason Bales jbconcrete@centurylink.net

January 4-16, 2025

Cattlemen's Congress, Oklahoma City, OK.

PLEASE NOTE:

The most up-to-date calendar information will be featured on the Belted Galloway Society website. (www.beltie.org)

If you know of an upcoming event, please submit it to be featured in an upcoming issue of The Focus and online at www.beltie.org.

TO SUBMIT AN EVENT:

CORINNA CARON

608.220.1091

EXECUTIVEDIRECTOR.BGS@GMAIL.COM



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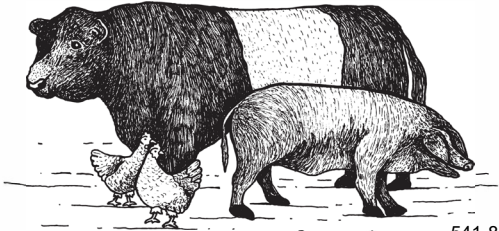
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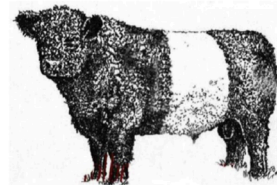
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