



KING RANCH INSTITUTE

FOR RANCH MANAGEMENT



Please join us for the 5th Annual
HOLT CAT Symposium on
Excellence in Ranch Management

Living the Legacy

Transitioning Ranch Ownership and
Management to the Next Generation
October 30 -31, 2008

Texas A&M University-Kingsville; Kingsville, Texas



FEATURES

3 Wagon Tracks
Thoughts from KRIRM's
Executive Director
by Dr. Barry H. Dunn

student features

4 Rocky Mountain High
Two KRIRM students
build their wildlife skills
by interning at the Rocky
Mountain Elk Foundation
in Colorado.

6 Back to the Books
Meet four new students
welcomed into the KRIRM
program for 2008.

outreach features

5 Symposium Time Again!
Join us in Kingsville
October 30-31 for our
5th Annual HOLT CAT®
Symposium for Excellence
in Ranch Management.
Complete details inside
including pre-symposium
activities and registration.

10 Upcoming Events
With monthly educational
events, there's a learning
opportunity for everyone
at KRIRM.



"Hold the Rope" by Janell Kleberg
Available in *"Waiting for Daylight"*

On Our Cover

This book consists of photographs taken from horseback while working cattle in South Texas, Brasil, Argentina, and Australia. The photographs capture an era when people lived out their lives on lands that were often inhospitable with great herds of cattle and fine cow horses. **Order at www.krsaddleshop.com**

Published quarterly by the

KING RANCH INSTITUTE FOR RANCH MANAGEMENT

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Dr. Barry H. Dunn, Executive Director

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**TEXAS A&M
UNIVERSITY
KINGSVILLE**

Wagon TRACKS

As fall approaches, I fondly remember the many drives I made through ranch country this last summer. The countryside was beautiful.

However, as I traveled, I thought about the serious challenges looming for ranch families struggling to accomplish that remarkable feat of transitioning a ranch from one generation to the next.

From Texas and Mexico, to the provinces of Canada, west to California, Oregon and Washington, ranchers proudly introduce themselves to me as a “7th generation Texan,” or a “7th generation California rancher on both sides of the family,” or “my great-grandparents homesteaded this ranch in the 1880’s.” How remarkable is it in this crazy hectic world, where the average person will change jobs four times in their life, that a family can stay not only in a single profession, but also in a community and on a ranch for generations.

Think of the times these families have been through; world wars and cold wars, countless droughts, depressions and recessions, roller coaster cattle markets, and family tragedies. Success for generations has meant families have met challenges too numerous to remember, or perhaps too painful, while passing on the treasures of a way of life that carries with it the lore of great novels like “Lonesome Dove” and “Old Jules,” and classic western movies like “Shane” and “True Grit.” A way of life that is different in many ways on ranches across the west, yet remarkably the same. It seems that ranches are linked by common core values of family, love of the land and its precious natural resources, good horses, and cattle.

We all know that transitioning wealth and management to the next generation can be

done successfully. Many of your parents and grandparents passed ranches on to you. But times have changed. Tax laws, and their implications, have changed and may change again soon. Driven by a multitude of forces, rapidly appreciating land values threaten the best estate planning efforts of the past. One of the things that has impressed me when working with ranches that have met this challenge successfully, is their ability to not only pass on the wealth behind their ranch, but also the management skills necessary to run it.

For a patriarch or matriarch of a ranch, it is probably much harder to turn the reins over, than it is to keep control. But long-term success demands it. And of course family communication has been, and still is, the toughest roadblock to successful estate planning and in transitioning management. So a two-pronged plan is necessary. One to

“Ranches are linked by common core values of family, love of the land and its precious natural resources, good horses, and cattle.”

deal with complex issues of business structure, wills, trusts, gifting, and handling family issues with a sense of fairness if they can’t be handled equally. And secondly, a young person will need to be empowered with the skills and knowledge to guide a ranch into the future.

At the King Ranch Institute for Ranch Management, we are attacking this challenge head on. The topic for this year’s HOLT CAT® Symposium on Excellence in Ranch Management is: “Living the Legacy: Transitioning Ranch Ownership and Management to the Next Generation.” We have assembled a small and elite group of speakers to discuss four main subjects concerning this topic.

Dick Wittman, a rancher from Idaho, will lay out the challenge for us. Dr. Wayne Hayenga, of Texas A&M University in College Station, will cover the tools,



**FROM THE DIRECTOR
DR. BARRY H. DUNN**

and their proper application, for passing on the wealth of a ranch to the next generation. Don Jonovic, one of the foremost experts in the country, will lead a frank and very helpful discussion about the art of successfully communicating in a family ranching business. And Dr. Danny Klinefelter, also of Texas A&M University in College Station, will talk about the process of transitioning the skills of management from one generation to another. An excellent workbook on this topic will give participants a guide to the process and a resource for working on a plan back at the ranch. Papers by all of the presenters will appear in next April’s issue of “Rangelands,” and a copy will be mailed to all attendees.

Credit for the topic for this year’s HOLT CAT® Symposium on Excellence in Ranch Management goes to a very wise group of people. “Transitioning Ranch Ownership and Management to the Next Generation” has been by far and away the most requested topic from the attendees of our four previous HOLT CAT® symposiums. And we listened.

This symposium is designed to present to you the tools necessary to successfully transition your ranch from one generation to the next. What are the best and most effective tools that you should consider? Please join us and find out!



ROCKY MOUNTAIN

High!

KRIRM Students

Doug Wilmeth and

Austin Anderson

Spend The Summer

of a Lifetime at the

[Tortenson](#) Wildlife

Center in New Mexico.

One of the biggest strengths of the Institute is that we are able to tailor each student's experience based on their interests and educational needs.

Earlier this spring, Dr. Fred Bryant, Director of the Caesar Kleberg Wildlife Research Institute at TAMU-K, came to our KRIRM office with an offer that sparked quite a bit of interest from our students. He currently serves as a national director for the Rocky Mountain Elk Foundation, which was offering two summer internships on the foundation's ranch in New Mexico.

Formed in 1984, the Elk Foundation's mission is to ensure the future of elk, other wildlife and their habitat. In 2002, Bob Torstenson bequeathed his 95,000-acre Double H Ranch to the Elk Foundation. Now called the Torstenson Wildlife Center, the ranch has become a model for habitat stewardship.

Torstenson's vision also provided the Foundation with a place to offer unforgettable hunts and one of the country's largest and most unique outdoor classrooms.

Dr. Bryant's offer — followed by a quick "Google" search of the ranch — started a serious arm-wrestling competition amongst our students to see who might get to go! This ranch's diversity interested everyone at KRIRM. Currently, in addition to a hunting operation, the ranch runs cattle, has the resources to raise irrigated hay, and has an extensive outreach program to several youth organizations in conservation education. When the dust settled, Doug Wilmeth and Austin Anderson were selected for the opportunity and started making plans to head to Datil, New Mexico for the summer.

Before heading to the ranch, the ranch's advisory board issued Doug and Austin a challenge...to conduct a complete resource inventory of the ranch and to develop a set of recommendations for how the ranch might operate to meet the goals of Mr. Torstenson and the Rocky Mountain Elk Foundation. Doug and Austin spent two months on the ranch working on this project, and are currently wrapping up their findings. They will present their recommendations to the ranch's board of directors later this year.

This large, beautiful, but complex ranch provided a great learning experience for Doug and Austin. We certainly appreciate the opportunity for our students to work on this project for the Rocky Mountain Elk Foundation!





It's Symposium Time!

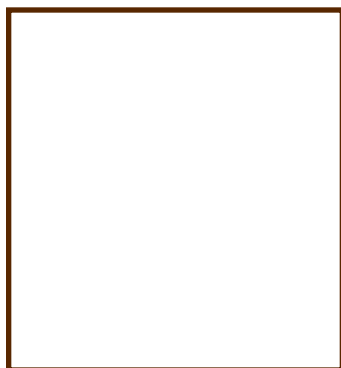
5th Annual HOLT CAT® Symposium for Excellence in Ranch Management

Living the Legacy...

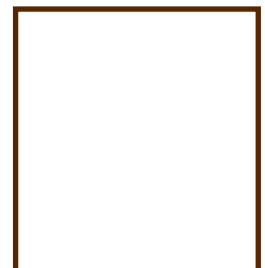
Transitioning Ranch Ownership and Management to the Next Generation

OCTOBER 30		
10:00 a.m. to noon	Registration	Ballroom B
Noon to 12:30 p.m.	Welcome and Lunch	Ballroom A
12:30 to 1:20 p.m.	Keynote Address	Ballroom A
1:30 to 3:00 p.m.	Topics 1 and 2	SUB
	Refreshment Break	
3:30 to 5:00 p.m.	Topic 1 and 3	
6:00 to 9:00 p.m.	Dinner featuring Red Steagall	Wildlife Center

OCTOBER 31		
7:00 to 8:00 a.m.	Breakfast	Ballroom A
8:00 to 8:20 a.m.	Welcome	Ballroom A
8:30 to 10:00 a.m.	Topics 1 and 2	SUB
	Refreshment Break	
10:30 a.m. to noon	Topic 1-3	SUB
noon to 1:00 p.m.	Lunch and Wrap Up	Ballroom A
1:00 to 5:00 p.m.	Choice of Tours including Cattle/Horses, Range/Wildlife, Birding, and History	



Keynote Speaker: R.L. "Dick" Wittman
Positioning Your Family Ranching Business for Successful Transition



Other Speakers...

Dr. Wayne Hayenga
 Estate Planning for a Ranch is Like Buying a Truck

Dr. Don Jonovic
 Surviving Family Ranch Whitewater

Dr. Danny Klinefelter
 Transitioning Management

~~Clip and Return Your Registration Form Found on the Inside Back Cover!~~

NCBA's Stockmanship & Stewardship Tour

The NCBA "Stockmanship and Stewardship Tour" will be coming to Kingsville, Texas on October 29-30, 2008 as part of the pre-symposium training at the 5th annual HOLT CAT® Symposium for Excellence in Ranch Management.

The event, titled "Stockmanship and Stewardship...Forgotten Skills of Best Cattle Handling" is being held compliments of National Cattlemen's Beef Association in Denver, Colorado.

This nationwide tour and demonstration offers a unique approach to daily livestock work. The tour focuses on:

- **Smooth stockmanship** for improved gathering, penning, doctoring, chute work and hauling. This helps reduce stress and increase performance in cattle.
- **Chute side success** including suprising tips to save money and improve beef quality.
- **Horsemanship** for cattlemen and how to make the most of this useful tool.
- **Beef industry stewardship** and the cattlemen's role in improving beef demand.
- **Economic, personal, and beef industry benefits.** We'll put the pencil to it!

Coming to Symposium!

Pre Symposium Schedule

OCTOBER 29	
9:00 to 9:30 a.m.	Welcome and Program Introduction
9:30 to 10:00 a.m.	Discussion of Stockmanship Principles and Mindset
10:00 to 10:30 a.m.	Horsemanship for Cattlemen
10:30 to Noon	Gathering & Penning Methods
	Lunch provided by sponsors
1:00 to 3:00 p.m.	Corral Work (Pen work, sorting, settling, alley work and pulling singles)
	Break
3:30 to 5:00 p.m.	Chute Work (Improving system flow, safety & efficiency)
5:00 to 5:30 p.m.	Loading and Hauling Strategies
5:30 to ???	Question and Answer session

OCTOBER 30	
8:00 a.m.	Coffee and doughnuts
8:30 a.m.	Converting Your Operation to Low Stress <ul style="list-style-type: none"> •Benefits (personal, economic, industry) •Where to start...human, financial, livestock aspects •What the future holds
10:00 a.m.	Wrap up, questions and answers
11:00 a.m.	Adjourn and move to 5th Annual HOLT CAT® Symposium on Excellence in Ranch Management

Sponsored by



National Cattlemen's Beef Association
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Registration for this event is \$50 and includes lunch and refreshments. To sign up call 361-593-5401.

Top 10 Reasons to Attend the Symposium!

10. 15% Discount at King Ranch Saddle Shop.
9. Baffin Bay - just minutes away.
8. Great food.
7. Red Steagall performing live on Thursday night!
6. Excellent networking opportunity.
5. Educational get-a-way.
4. Pre-Symposium Workshop on Cattle Handling.
3. Professional speakers.
2. Visit and tour the beautiful King Ranch.

And the number 1 reason is...

Learn how to: Transition Ranch Ownership and Management to the Next Generation

Back to the Books!



Armando Caballero

Armando Caballero was born and raised in Weslaco, Texas. Throughout his childhood, he spent his summers working for a farmer in Wharton, Texas. It was here that he gained a love for production agriculture, which inspired him to be the first in his family to attend college.

In December 2002, Armando graduated from Texas A&M University-Kingsville with a bachelor of science in animal science. While attending TAMUK, he worked

at the King Ranch feedlot, and then on the quarter horse unit. In January 2003, Armando moved to southern Utah to work for Circle Four Farms, a large hog operation. During the five years he spent with Circle Four Farms, he had the opportunity to work in many different areas of swine production. However, most of his time was spent in sow production, where he managed a 5,000-head sow unit. Armando spent his last year with Circle Four Farms as their senior recruiter, which allowed him to travel to many different places from American Samoa to Veracruz, Mexico.

In the fall of 2007, Armando decided to pursue a career path in the cattle industry and began working for AgReserves, Inc. at Elberta Valley Ag, a 5,000-head dairy in central Utah. His responsibilities included managing human resources and the milking parlor. Working for the dairy introduced Armando to a new field of agriculture production that he truly enjoyed.

Armando comes to the King Ranch Institute for Ranch Management to acquire the tools and skills needed to become a greater asset to the field of production agriculture. He is married to the former Ann Genho, and they have three children: Paul (3½), Joseph (2), and Isabelle (5 months).

Conner Wilson grew up in northeast Texas where he became developed a love for the outdoors. He graduated from Texas A&M University with a bachelor's in animal science. During college, Conner worked for Texas AgriLife Extension, Padlock Ranch, and a number of central and east Texas ranches. His diversified work experience has focused on land improvement, cattle ranching, and wildlife.

After graduation, Connor accepted a job with Southern Brush SW, Inc. where he supervised right-of-way maintenance and reclamation across Texas. In this position he learned land management and employee management strategies. Next, he owned and operated a small contracting company where he offered right-of-way maintenance, land improvement and development. Needing more stability for his growing family, he spent a year as a high school teacher and coach before transferring back to his ranching roots.



Conner Wilson

In 2007, Conner began working at the historic King Ranch, where he used his brush management background to help implement an individual plant treatment program. He also worked in their range and wildlife department and feedyard, where he broadened his cattle experience from cow/calf and stocker operations to a finished feeding program.

Conner looks forward to studying at the King Ranch Institute for Ranch Management where he hopes to maximize his various experiences to implement specific management strategies for future ranching operations. He and his wife Kristin have 2 daughters: Alli (19 months) and Peyton (2 months).



J.D. Radakovich

JD Radakovich was raised on an internationally known multi-generational purebred and composite seedstock cattle operation in Iowa where he was exposed to cattle production from all over the world. He received a bachelor's in animal science with a minor in agricultural economics from Colorado State University. While at CSU, he was a football walk-on where he later earned a scholarship and varsity letters.

After graduation, JD completed a nine-month internship in Australia where he worked on several different stations. He then moved to northern Nevada where he has spent the past ten years working on ranches.

For five years, he was an assistant to the manager of Ellison Ranching Company, a cattle and sheep range operation spreading over one million acres of private and BLM land. Here, JD was exposed to all aspects of a historic high-desert ranch and spent time on the wagon with the buckaroo as well as developing grazing applications for federally grazed land.

Most recently, JD has been managing the Squaw Valley Ranch for Barrick Gold Inc. In this position, he was in charge of capital improvements on 380,000 acres of mixed private and BLM land ownership including 15,000 acres of flood irrigated meadows. He helped organize and manage leases of 4,000 head of yearlings and 500 to 2,500 head of cows annually, all done in a way to improve the ranch's environmental qualities for mine mitigation.

JD believes that land managers today have an inherent obligation to maintain and create better choices for future generations. He believes that coming to the King Ranch Institute for Ranch Management will expand his knowledge and improve his management ability so that this belief will become a reality. JD and his wife Elizabeth have four children: two sons and two daughters.

Brent McCann is a fourth-generation rancher, born and raised along the Milk River in northcentral Montana. As a teenager, he helped his family with their commercial cattle and irrigated and dryland farming operation. He spent much of the '80s and '90s picking rock off freshly broken farm ground and cross-fencing rangeland in coordination with BLM and state land agencies.

Later, he attended the University of Montana where he studied history and literature. During summer breaks, he worked on a U.S. Forest Service fire crew in the Yaak River drainage in the northwestern corner of Montana. After completing his undergraduate degree, an interest in writing took him back to school and he earned a master's in journalism from the University of Montana.

During the late '90s, Brent wrote for a couple of daily newspapers in Montana and then for Radio Free Europe in Prague, Czech Republic. His time in Europe made Brent realize the quality of life he had taken for granted years before. He returned to central Montana and since 2000, Brent has been in the commercial cow-calf business.

For the past six years, Brent has worked at the Flat Creek Ranch of the Dearborn



Brent McCann

Ranch Company, located between Wolf Creek and Bowman's Corner, Montana. Brent was responsible for calving 400 heifers and maintaining the grazing system they required. He also was responsible for the ranch's irrigation system. The rest of Brent's time was spent branding, trailing, doctoring and processing cattle throughout the Dearborn Ranch. This time at the Dearborn made Brent realize ranch management is a unique, challenging, and rewarding field to be in.

Brent brings to Kingsville his wife, Wendy, also a native Montanan whom he met through journalism, and a one-year-old son, as well as a couple of border collies. He appreciates this opportunity provided to him by all those involved with the King Ranch Institute for Ranch Management and looks forward to the chance to learn more about successful ranch management.

*From Iowa to North Texas to the Rio Grande Valley to Montana...
Four students gather in Kingsville, Texas to begin
the educational opportunity of their lifetime...
JOINING THE KING RANCH INSTITUTE.*



Upcoming Events

October 30-31, 2008 - HOLT CAT® Symposium on Excellence in Ranch Management

December 15-17, 2008 - Lectureship on Managerial Accounting for Ranchers 2009

January 5-9, 2009 - Gus T. Canales Prescribed Burning Lectureship

February 9-11, 2009 - Strategic Planning and Management of a Ranch Lectureship

March 16-18, 2009 - W.B. "Dub" Yarborough Lectureship on Oil and Gas

May 18-21, 2009 - Richard Mifflin Kleberg, Jr. Family Lectureship on GIS Technology

July 13-17, 2009 - Richard Mifflin Kleberg, Jr. Family Lectureship on Equine Science

July 27-31, 2009 - Grazing Management Lectureship

August 10-14, 2009 - John Armstrong Lectureship on Systems Thinking

October 29-30, 2009 - HOLT CAT® Symposium on Excellence in Ranch Management

December 14-16, 2009 - Lectureship on Managerial Accounting for Ranchers

All KRIRM lectureships can be applied to the Texas AgFinance Certificate in Advanced Ranch Management Program!

Supporting the Institute

At the King Ranch Institute for Ranch Management, we understand that you want your gifts to have impact in an industry where jobs are not just jobs...they are a way of life. Our commitment is that your gift will be invested wisely, and the earnings used to educate and train future generations of progressive ranch managers who will carry on the tradition and heritage that go hand in hand with ranching. For endowed gifts and "in memoriam" donations, or for other questions concerning giving to the King Ranch Institute for Ranch Management, please contact Dr. Barry Dunn at (361) 593-5401 or barry.dunn@tamuk.edu.

Campaign Commitment Form

Name of donor(s) as you wish it to appear in all acknowledgements. _____

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Enclosed is my tax-deductible gift supporting King Ranch Institute for Ranch Management.

Check Enclosed, payable to Texas A&M University-Kingsville

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\$ _____ annually monthly quarterly over a _____ year period, beginning _____

Please call me to discuss gift options. The best time to call is _____.

This gift is made In Honor of In Memory of To be named

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I want my gift to support the following endowment category (check one or more)

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Get Started Today!
Attend the Symposium for
Credit Towards Your
**Certificate in
Advanced Ranch
Management**

The new Texas AgFinance Certificate in Advanced Ranch Management is a perfect opportunity to build ranch management skills and improve industry knowledge in a way that is convenient and fun.

Created earlier this year, the program helps identify to yourself and others a commitment to being the best in the ranch management field! The program is perfect for ranchers and landowners as well as agricultural loan officers, accountants, attorneys, appraisers, extension educators, university faculty, ag teachers, and managers of parks or state or federal lands.

In order to earn a Texas AgFinance Certificate in Advanced Ranch Management, participants must complete four KRIRM sponsored lectureships and two HOLT CAT® Symposia on Excellence in Ranch Management in a three year period. Lectureship topics include accounting, prescribed burning, ranch management, oil and gas matters, GIS technology, equine science, grazing management, systems thinking, and current ranching issues.

Make the commitment to being the best ranch manager possible. Get started with one credit towards YOUR certificate by attending the upcoming HOLT CAT® Symposium on Excellence in Ranch Management on October 30-31st in Kingsville, Texas.

For more on the certificate program, visit <http://krirm.tamuk.edu>



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