



RANCH MANAGEMENT

THE CATTLE CALL
Newsletter for Alumni of the
TCU Ranch Management Program
Winter 2015

FROM THE PRESIDENT, SKYLER FLAKE '06

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It's been a good, wet start to our winter here in West Texas. It seems as if El Niño is maybe going to make his appearance this winter. It will make for some tough feed days, but the added winter moisture should make for an awesome start to spring.

It took me a little while to put my thoughts together for this column. I want to talk a little about unity in our industry. It seems like the way to get an agenda passed nowadays is to divide the votes enough that the squeaky wheel gets the grease. I see it happen from time to time within our industry. We as cattle producers all sell essentially the same product, red meat. Yes, there are different marketing categories- organic, anti-biotic free, grain fed, and the list could go on, but we are all cattle producers using the land we've been given stewardship over to produce that product. There are a million different ways to produce and care for the cattle used to provide the end product. It can be the differences between a tied off hard and fast puncher in W. Texas, a reata man from the Northwest, to a farmer feeder in the Corn Belt. Every single operation is going to get that pound of red meat on the plate a lot differently than the other. It doesn't mean one particular way is right or wrong, it just means they are different. We are all operating to the best that our environment allows. Each one of us could learn something from the other, which in some way can be applied to our own operation. We are all cattle producers. There is a century long division on which way is better, but in the end we all have the same goal; to provide a safe and whole product for the consumer.

This all might seem like a long way around to get to my point that we need to stand together as cattle producers but I feel it's something that needs to be pondered on. We are constantly being divided by the media and public to push their agenda. That is how it starts. Everyone is pushed into a little category that they feel strongly about and that weakens the big, strong voice of a united front. Without a united front it becomes easier to regulate the industry. We are all passionate about the process of producing our product; just remember your neighbor is just as passionate about it as you are. We need to stand together as neighbors and embrace our differences.

If you haven't made plans to join us for Roundup, please do so. It'll be informative, as well as, entertaining.

My family would like to wish you and yours a Merry Christmas and a Happy New Year.

If I can do anything for you please don't hesitate to get ahold of me.

RECRUITING FOR RANCH BRIGADE 2016 FOURTH BATTALION



Chris Farley

Assistant Director

Southwestern E & L S Professorship

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Ranch Brigade 2016 will be held July 18 – July 22 at the Warren Ranch in Santa Anna, Texas; this will be the fourth year for this program to be held! We had another great camp this past summer with 21 cadets that traveled from all over the state to learn *Land Stewardship* and *Livestock Production*. The 4.5 day Ranch Brigade camp's great success comes directly from many of you that actively volunteer your time to facilitate these cadets at camp or donate financially to support the next generation of natural resource managers. For those of you that are not currently involved in Ranch Brigade, **WE NEED YOU!** **WE NEED YOU** as an adult leader to volunteer 4.5 days of your summer being a mentor, cheerleader, and adult support person for a herd of 6 cadets. The Ranch Brigade Committee also strongly needs your help in *recruiting* future RB cadets 13-17 years of age that could potentially be the next generation of Ranch Management graduates. We are looking for young men and women that could use a dose of what current Ranch Management students are exposed to while in the nine month program; these cadets get just a taste of those nine months in a 4.5 day summer camp. This opportunity is not limited to rural kids only, it is for *ALL* kids that have the desire to learn land stewardship and leadership skills to promote the livestock industry.

We start the first afternoon of camp with a full two-hour necropsy of a 650 lb. heifer followed by breakout sessions on the rumen, skeletal system, internal organs, and reproductive tracts. With the anatomy of the livestock fully explained, we go directly in to land stewardship where sessions include soils, water conservation, native range, introduced forages, and stocking rates. The classroom lectures are followed with outside activities such as plant identification, a rain simulator, and a pounds-of-forage-clipping exercise to determine carry capacity. From there we discuss animal nutrition, animal health, cow budgeting with Excel, and cattle marketing. The cadets observe a low-stress cattle handling demonstration, and they participate in cattle processing which includes hands-on calf working, dehorning, branding, and ear tagging.

The cadets have plenty of time for fun with ranch competitions that include post hole digging, wagon races, goat sorting, and the now famous Ranch Brigade tradition of "Wild Goat Roping." Texas Beef Check-off comes in to discuss the importance of beef and the health aspects of eating beef. The cadets also spend a full morning in a beef fabrication cooler; the 48 degree cooler is very much appreciated after many long days in the heat.

The cadets are groomed throughout the week to be ambassadors of the ranching industry. They receive instruction in media skills which include mock TV and radio interviews. Each cadet also prepares and presents a PowerPoint presentation about Ranch Brigade that they can take back and share with their respective communities. All of these activities are designed to prepare the next generation of natural resource managers with the facts about land stewardship and livestock production. The top four cadets that go back to their communities and spread their new-found knowledge about Ranch Brigade receive an \$8,000 college scholarship from Fort Worth's Southwestern Exposition and Livestock Show.

For more information or to apply for the Ranch Brigade 2016 camp, go online to www.TexasBrigades.org and fill out the online application for Ranch Brigade or contact me at J.Farley@tcu.edu.

Thanks again to the Ranch Management Alumni that support Ranch Brigade.

ROUNDUP 2016

Make plans NOW to attend Roundup 2016 on Saturday, January 23rd and celebrate 60 years of the Ranch Management Program!

Hotel Information:

Holiday Inn Express & Suites/Fort Worth Downtown
(discount reservations until Jan. 4; group code TCU)
817-698-9595 or 866-551-9747

8:30 Morning Session w/Light Breakfast - Dee J. Kelly Alumni & Visitor Center

Dr. Tom Noffsinger will be our featured speaker. Dr. Noffsinger is an independent feedlot consultant specializing in facility design, stockmanship, and low-stress livestock handling.

2:00 - 5:00 Matinee Rodeo Performance - Southwestern Exposition & Livestock Show

6:30 - 7:30 Cocktails - Stockyards Station/Stampede Rodeo

7:30 Dinner - Stockyards Station/Stampede Room

8:30 - 9:30 Auction - Stockyards Station/Stampede Room

9:30 - 12:00 Dance - Stockyards Station/Stampede Room

STOCKYARDS STATION

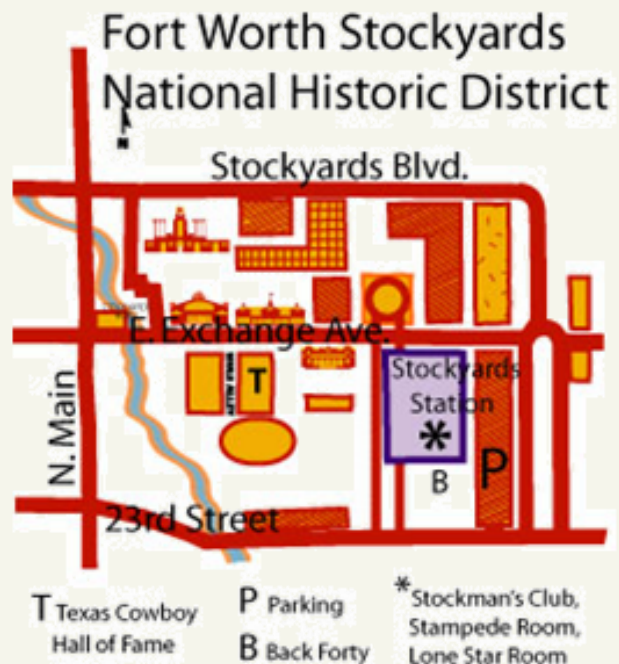


Complimentary Parking Pass

**Stockyards Station Welcomes
TCU Alumni/Fundraiser Dinner
Saturday, January 23, 2016
Stampede Room**

Parking payment required without this pass

**PARKING AVAILABLE ON EAST SIDE
OF STOCKYARDS STATION,
ACCESS PARKING FROM 23RD STREET
OR EAST EXCHANGE AVENUE**



TCU ENERGY INSTITUTE: ROYALTY OWNERS PROGRAM



Kevin Johnson
Assistant Director
Houston L S & R Professorship
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This past fall I had the opportunity to attend the TCU Energy Institute seminar for Royalty Owners Program in Abilene, and I was thoroughly impressed with the program content and the speaker. Mr. Glenn Webb, the attorney who led the seminar, did an excellent job of presenting the material. Mr. Webb discussed the foundation of energy laws, mineral leasing, lease requirements, production payment, and verification in depth. In addition, information was presented on pipelines, eminent domain, accounting, taxation, and estate planning. The landowners, royalty owners, networking, questions, and discussions were all outstanding. The seminar leaders provided easy to use information and taught how to readily access vital information concerning oil production. Information on surface damages and surface use agreements information was extremely helpful as well.

The Energy Institute also offers an Advanced Royalty Owner Program that is taught by attorney, Mr. David Wallace of Sonora, Texas. Mr. Wallace is a rancher and is extremely knowledgeable in oil, gas, and right of way law. The advanced course offers a more in-depth look at issues pertaining to royalties, negotiations, legal issues, and the overall business aspects of oil and gas production. Mr. Wallace has ties to Ranch Management as his son, Warren, is a graduate of the Program.

The Energy Institute offers two other seminars to interested parties: Wealth Management and Estate Planning, and Geology of Shale Plays. These seminars will be offered in Fort Worth or Abilene multiple times in 2016. Dr. Ken Morgan is the TCU Energy Institute Director, and he has done an excellent job of establishing these seminars. Dr. John Baum of the Energy Institute did a great job facilitating the seminar I attended in Abilene, along with Ms. Ashley Landers. Ms. Landers is the person to contact if you are interested in attending any of the upcoming seminars.

The seminars presented by the TCU Energy Institute are certainly worth looking into if you need to know about the energy business from a royalty owner standpoint or from a ranching perspective. The information is presented in an upbeat, easy to understand manner with an emphasis on the economics of the energy business. The facilitators and presenters are top notch and experts in their fields. The spring schedule of events and course descriptions are available on the Ranch Management website on the Alumni page. For more information or to register, you can contact Ms. Ashley Landers at ashley@cerenergyinstitute.com. The Energy Institute is a great resource for ranch managers to have in their tool box.

We have a great class this year and time this fall has gone by quickly. I would like to thank everyone who has helped the program this past year. We are blessed to have great support from the alumni and agricultural community. I wish all of you a Merry Christmas and a Blessed New Year!



Jason Faubion
Assistant Director
John Biggs Professorship
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TIME FOR A NEW CALENDAR

As December arrives, most of us are busy with holiday activities, wrapping up business – and maybe some gifts – as well as preparing to hang up a brand new 2016 calendar. As the end of the year approaches, there are many things for a ranch manager to get checked off the list. Hopefully, this brief article will help trigger a few thoughts on some important recordkeeping needs.

Calendar of Operations

As we take down the old calendar, we should always take a detailed look through it in an effort to update our records, measure progress toward the ranch goals, reevaluate benchmarks, and reallocate priorities. This is also a time to jot down notes for consideration of “What worked well?” and/or “What didn’t work at all?”. By flipping through month by month, a manager can recalibrate the projections of how long some key processes may have taken, what staffing issues were dealt with, and when the down-time occurred that would allow for new ventures in the coming year. By taking a little time to re-evaluate the year, on a month by month basis, a manager may be able to revisit a situation and therefore improve that process in the coming year.

Estimate Taxable Income

Preparing a tax estimate as the year draws to a close may be a benefit in managing the taxable income of the ranch. A quick word of caution is to use discernment in making major purchases in efforts to lower the taxable income. These purchases may bring cashflow problems later on. A better option is to prepare ahead of time. As a manager, take time during the last weeks of the year to compile a prioritized list of major purchases – similar to a child’s letter to Santa! If your tax preparer reports to you that a major purchase could be prudent, then you have a list of options prepared and hopefully researched. Management should be wise in these purchases. Purchases should be based on long-term objectives and be made to purchase assets that will make the business more efficient or more profitable. For example, purchasing a set of portable scales, improving water distribution on pastures, or setting up storage facilities for bulk feed or fertilizer may all be items that make the operation more efficient and profitable than simply buying a new pickup truck.

Other considerations...

- Review ranch goals for the coming year
- Review financial statements
- Update or create budget projections for the coming year
- Prepare to send out 1099 forms
- Check into the status of the Section 179 depreciation program
- Consider making feed orders before the holiday season causes schedule conflicts
- Conduct inventories
- Consider marketing possibilities during holiday times
- Record mileage on vehicle inventory
- Communicate with employees – and thank them for their loyalty and hard work
- Spend time with family and friends!

***I hope you have been blessed throughout 2015 and I wish you the best in 2016.
Have a Merry Christmas and enjoy the holiday season with your loved ones!***

The 4th Annual Alumni Reunion and Recruitment Tailgate was held the morning of October 3rd before the UT vs. TCU game.

Special thanks to this year's sponsor:
Briggs Freeman Sotheby's International Realty/ Ranch and Land Division.



The USDA Center for Nutrition Policy and Promotion (CNPP) is raising awareness about how individuals and families can reduce food loss and waste, in support of larger USDA efforts.

This latest addition to ChooseMyPlate.gov includes consumer-friendly resources to help audiences think about the amount of food wasted at home.

www.choosemyplate.gov/lets-talk-trash

Class of 1996 20 Year Reunion

Not only is the Ranch Management Program celebrating 60 years at Roundup, but the Class of 1996 is having a 20 year reunion!

Tina Buford and Quita Francisca will be in touch with you with more details about the 20 year reunion.

Roundup is a great time for the whole family, so save the date and make your hotel reservations now!

Have you submitted your Merck invoices to Missy Bonds or Ranch Management yet? Merck has committed to giving back 1% (up to \$3,000) of total Ranch Management alumni invoices to the Merck Animal Health Scholarship for Ranch Management students. Invoices or computer runs must show Merck product, price, dates, and account name. Invoices may be submitted directly to Missy or to Ranch Management before January 31, 2016.

Alumni or their drug representatives can contact Missy for more information at 817-232-3555 (office), 817-917-2958 (cell), or by email at msag98@aol.com.



WHO DID WHAT:

- mail: TCU Box 297420,
Fort Worth, TX 76129 OR
- call: 817-257-7145 OR
- email: ranching@tcu.edu

Grad Year _____

Name _____

NEW ADDRESS/PHONE/EMAIL

Address _____

City _____ State/Zip _____

Home Phone _____

Cell Phone _____

E-Mail _____

JOB CHANGE

Company _____

Position _____

Address _____

City _____ State/Zip _____

Work Phone _____

Work E-Mail _____

WEDDING

Spouse's Name _____

Date Married _____

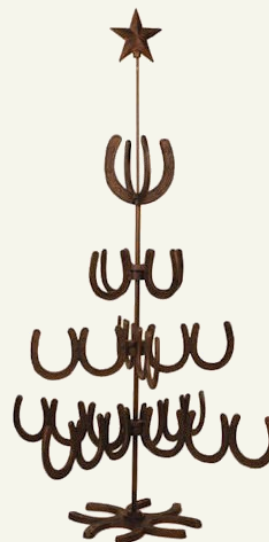
Where _____

BIRTH

Baby's Name _____

Date Born _____

Weight _____ Length _____



*MAY YOUR CHRISTMAS
BE FILLED WITH
GOOD CHEER, BLUE SKIES,
AND WIDE OPEN SPACES.*

Thank You!!!

We are pleased that so many of you take advantage of this form to indicate change of address, marriage, birth, or job.

You are helping us keep up with you and that's what we want to do!

CATTLE CALL BY E-MAIL

SEE ALL OF THE PICTURES IN COLOR!

Cattle Call can be sent out by email for those of you who would like to cut down on the amount of mail that accumulates in your mailbox.

To receive your copy of *Cattle Call* by email, just send an email to ranching@tcu.edu with "Email Cattle Call" in the subject line.

Please be sure to give us your name if it isn't clear from your email address.

2016 ROUNDUP RESERVATION FORM

Number Attending:

Morning: No. _____ x \$ 5.00 = \$ _____

Rodeo: No. _____ x \$28.00 = \$ _____

Dinner/Dance: No. _____ x \$20.00 = \$ _____

Total Amount Enclosed \$ _____

Payment Is Due By Friday, January 15, 2016
Please Make Checks Payable To: Ranch Management
Mail To: TCU Ranch Management
TCU Box 297420
Fort Worth, TX 76129

To pay by credit card, please contact our office at
817-257-7145.

Your Name: _____

Grad Year: _____

Address: _____

Email: _____

Telephone Number: _____

Guest Names: _____

AUCTION DONATION FORM (Please include value of item/s listed.)

ITEMS: _____

2016 ROUNDUP AGENDA Saturday, January 23, 2016

8:30 – 9:00

REGISTRATION, LITE BREAKFAST, & VISIT

DJ Kelly Alumni Center
Texas Christian University
Fort Worth, TX

9:00

MORNING PROGRAM

12:00

LUNCH

(On Your Own)

2:00 – 5:00

MATINEE RODEO PERFORMANCE

Southwestern Exposition & Livestock Show –
Block of 80 tickets \$28.00 each,
first come first served basis and
must be paid for by Friday, January 15, 2016

6:30 – 7:30

COCKTAILS

Stockyards Station – Stampede Room

Cash Bar (Nothing Brought In)
130 East Exchange Ave.
Fort Worth, TX 76164

7:30

DINNER

Buffet (Menu Below)

8:30 – 9:30

AUCTION

9:30 – 12:00

DANCE

to the music of
Billy Mata and the Texas Tradition



ROUNDUP MENU

Spicy Steak Fajitas
Refried Beans & Spanish Rice
Beef Tacos
Enchiladas
Homemade Guacamole
Shredded Cheddar Cheese
Real Sour Cream
Fresh Shredded Lettuce
Pico de Gallo
Tortilla Chips & Salsa
Dessert