

**"Our Mission
is to support
wildlife
conservation
and other public
benefits of
ranching and
private land
stewardship.
Our mission is
achieved through
research,
education and
outreach."**

Board of Directors

Richard W. (Dick) Evans, Jr.
Dan W. Kinsel, III
Stephen J. (Tio) Kleberg
Bryan Wagner, Chair

Professional Advisors

Lynn Drawe, PhD.
Alice (Lisa) Flowers, PhD.
David Hewitt, PhD.
Clayton D. Hilton, DVM.
Stephen J. (Tio) Kleberg, Chair
Richard V. (Rick) Machen, PhD.
Clay P. Mathis, PhD.
Fred C. Bryant, PhD. (*Emeritus*)

Investment Committee

Richard W. (Dick) Evans, Jr.
Harry M. Flavin
Phillip M. Plant

November 2017

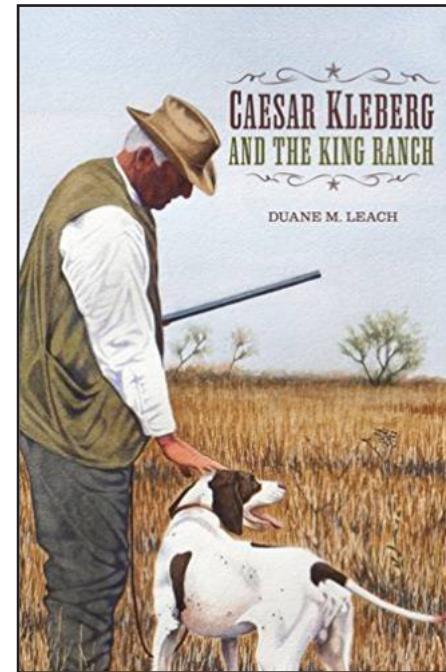
FROM THE CEO

What to Read

*"I'd a lot rather say yonder they go than
there they lay."*

In the era 1910-1920, this quote was attributed to Tom T. East as a quick comeback to anyone that showed an initial disapproval of the look or disposition of his brahman cross-bred cattle. Leading innovators of the time, including Robert J. Kleberg Sr. of King Ranch, were also experimenting with brahman crossbreeding to get better performance from their more docile Shorthorns and Herefords. Influencers, such as his nephew Caesar Kleberg, had encouraged fundamental change in the King Ranch's cattle breeding program after he noted that brahman-influenced cattle were better adapted to the harsh South Texas environment. Caesar Kleberg and Tom T. East were close friends (Caesar served as Tom's best man in his wedding to Alice Kleberg), and they apparently were of like mind on this and other issues.

The product of Caesar Kleberg's influence on cattle breeding (as well as horse breeding and dog breeding) has a shadow reaching for over 100 years into the present. But that shadow also extends deep into wildlife conservation – the *Caesar Kleberg Wildlife Research Institute* is one of this nation's most important programs of applied wildlife research across private lands. At the East Foundation, we are proud to work with Caesar Kleberg scientists every day.



In his recent book, *Caesar Kleberg and the King Ranch*, author Duane Leach tells the story behind one of South Texas' most interesting men, and most influential conservationists. This biography reaches deep into the nineteenth century to explain the early influences that shaped Caesar Kleberg's attitudes, work ethic, and his love of the land.

This book is more than a mere biography of an influential man. Leach's story includes a detailed history of the formative years of the King Ranch, and how the ranch and its people adapted to – and innovated their way through – changes brought about by wars, droughts, depressions, disease, and

development of new industries. The story also includes the background of our modern ideal of wildlife conservation in North American, and how individuals such as Caesar Kleberg were able to influence the development of a stewardship ethic.

Some of the best parts of this story includes the descriptions of Caesar Kleberg's life at his bachelor's home at Norias. While at the Norias Division of King Ranch, Caesar developed much of his conservation ethic – and this is where he also experimented with rules and

regulations. As Duane Leach points out, Norias became Caesar Kleberg's laboratory.

Caesar Kleberg (1873-1946) was definitely a man of influence; and this book should be read by anyone that appreciates history, ranching, and wildlife conservation.

Caesar Kleberg and the King Ranch, by Duane Leach is published for the Caesar Kleberg Foundation for Wildlife Conservation by Texas A&M University Press.

- Neal Wilkins

PROJECT PROFILE

Hands-on Experience for High School Students on the Coloraditas Grazing Research and Demonstration Area

"Can I have a job next summer? I can do the vaccinations for all the cattle." – Female Student from Falfurrias High School

During October, students from Falfurrias High School, United High School (Laredo), and Bruni High School participated in a hands-on field lesson during the fall cattle workings for the Coloraditas project. Many of the students that visited San Antonio Viejo had never been on a ranch or had limited exposure to agriculture. The majority of students prior to the day starting were not interested in pursuing a career in the agriculture or natural resources. But, this likely changed by the end of their visit...

The day started for students with an overview of the East Foundation and background of the Coloraditas project. Students were eager to watch the cowboys work the cattle. Zane followed with an overview of cattle ranching and explained the many intricacies like RFID tags, weighing, ear notching, vaccinations, culling, palpations, and ultrasounds that students would be observing.

Students and teachers were amazed at how quickly the cowboys were able to process animals and by the technology used on the ranch. Campbell and Gilly

were quick to allow students to get their hands on cattle. Campbell guided students in how-to properly administer the necessary vaccinations for cattle. Gilly allowed students to palpate and use the ultrasound machine to preg-check cows. With Gilly's help, some students became naturals in identifying the cotyledons in sonograms.



Campbell Heard oversees a student administering vaccinations.



A student reads a sonogram.

Along with observing the Coloraditas project cattle workings, the field lessons for the day covered land stewardship, careers in agriculture and natural resources, and the East Foundation's Natural History Collection, and they even played a grazing exercise game!

The East Foundation believes that students learn better when they are inspired by the outdoors...and are out on our lands. Many students had not considered and were unaware of the many careers in agriculture, but left with ideas for agricultural career paths. For example,

one student, prior to the day's activities, was focused on pursuing a business degree. After conversing with Gilly and understanding the public benefits that private lands provide, like feeding America, he was considering switching his degree focus to agricultural business in order to make a real difference. By delivering hands-on opportunities, the East Foundation is strengthening the pipeline of talented scientists and well-informed decision makers.



A student observes specimen collected on the East Ranches.



Gilly Riojas work with a student to palpate a cow.

Teachers and students alike were grateful for the opportunity to see the potential careers in agriculture and to have gained hands-on experience. Teachers have since spoken highly of the Foundation within their professional networks; teachers from other schools and districts are now regularly contacting me about similar opportunities to get their students...out on the land!

- Maria F. 'Masi' Mejia

RANCHER RESOURCES

GIS and GPS Technology for Ranch Planning and Development

With a hint of fall in the air the last few weeks, we have started implementing several ranch development projects that have been in the planning stages since this time last year. From identifying future needs to implementing new projects, I continue to marvel at how much we depend on technology to do our daily jobs. I also wonder how Tom T. East, Sr. managed it all when he first started piecing together the San Antonio Viejo over 100 years ago. In just the last couple of years, the technology applications adopted have allowed us to streamline and refine our ranch development efforts allowing us to build on the East family legacy of land stewardship.

A GPS inventory of all assets in the field--fences, gates, windmills, pilas, electric lines, roads, pens, etc.—serves as the platform for our GIS and associated mapping, analysis, and planning needs. This platform took countless hours in the field to develop and maintain; however, it pays dividend on a daily basis.



ALUMNI PROFILE



Jennifer Korn

Jennifer Korn's doctoral work between 2008 and 2013 in part with the East Foundation focused on creating a genetic pedigree of ocelots in South Texas. This included DNA analyses for all ocelots captured or sampled within Texas since the 1990's, including the newly discovered population occurring on the East Foundation's El Sauz Ranch. Her research helped to determine levels of inbreeding, potential connectivity between ocelot subpopulations in Texas, and highlighted the importance of ocelots on private lands to the continued persistence of the population in Texas. Jennifer is originally from Wylie, Texas, and got her B.S. in Biology and Anthropology from the University of Texas at Arlington, and her M.S. in Wildlife Ecology from Texas State University-San Marcos.

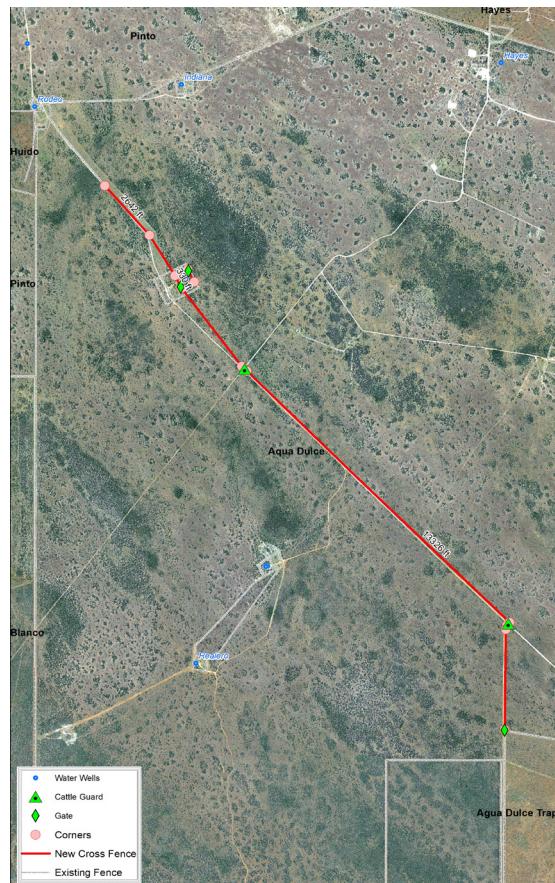
Con't. on Page 6.

For example, in the past couple of years we used GIS to analyze water distribution across the Coloraditas Grazing Research and Demonstration Area and the overall reliability of the water system servicing this area. Identifying where we are at risk from a water supply standpoint allowed us to develop and implement solutions where we have both the greatest need and highest return on investment. We have since conducted the same analysis across the entire San Antonio Viejo Ranch and are in the process of developing a multi-year plan to address water distribution, quality, and reliability issues. The first phase of these efforts will start in the coming weeks as we install 4.1 miles of waterline in the Venada pastures to eliminate inadequately watered areas and retire old windmills.



We are also using GIS technology to address both transportation and fencing issues. Getting across a ranch the size of the San Antonio Viejo in a timely manner

is often a challenge and can be hard on trucks and equipment. We have used GIS to identify primary roads, construction material, and maintenance needs. Building off this, we will implement several projects to upgrade existing roads or build new roads in the coming months. We used the same methods for planning fencing projects. We maintain an inventory of all fences and pastures in our GIS that include fence type, construction material, and pasture size. Working with ranch staff, we have developed plans to cross fence pastures to increase gathering efficiency and facilitate herd rotations. Our GIS allows us to identify the best areas to construct fences based on how it ties into existing infrastructure and the size of the pastures the new cross fence will create. When it comes time to clear the right-of-way for new roads or fences we use a GPS equipped front-end loader enabling us to minimize impact to native brush and stay within our adopted vegetation management guidelines.



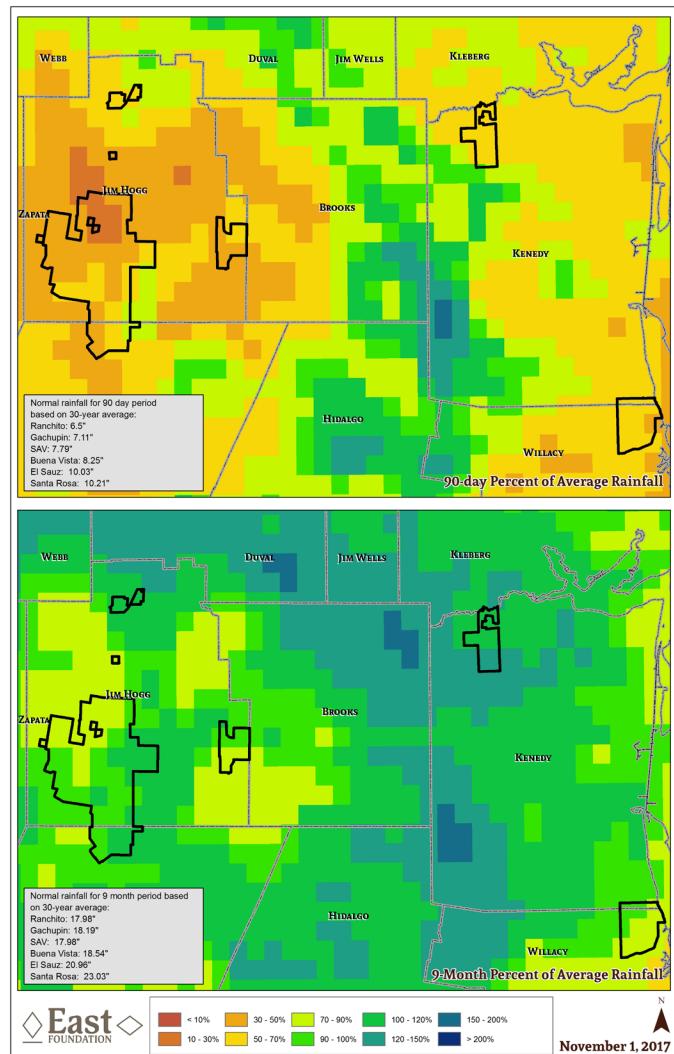
We will continue to build upon the GIS technology platform developed over the last several years and will search for creative ways to assist in our day-to-day operations. Paired with these efforts, we will develop

and evaluate practical technology solutions and share lessons learned so that other ranching operations can benefit from the work we are doing.

- Todd Snelgrove

RAINFALL REPORT

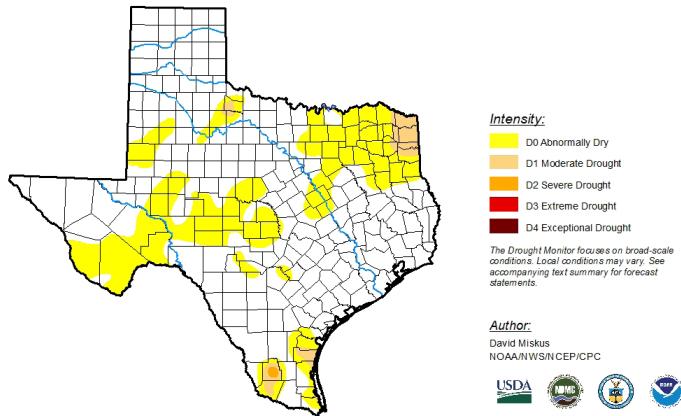
Recognizing the role rain and drought plays on the south Texas landscape, we generate a monthly snapshot of short and long term percent of normal rainfall for East Foundation Ranches. Recognizing that south Texas can slip in and out of drought within the span of a year we have started looking at shorter time periods to try and capture seasonal variation. We assess both short (3-month) and long term trends (9-month) to capture seasonal variation related to our spring and fall peak rain months or caused by large, single rain events.



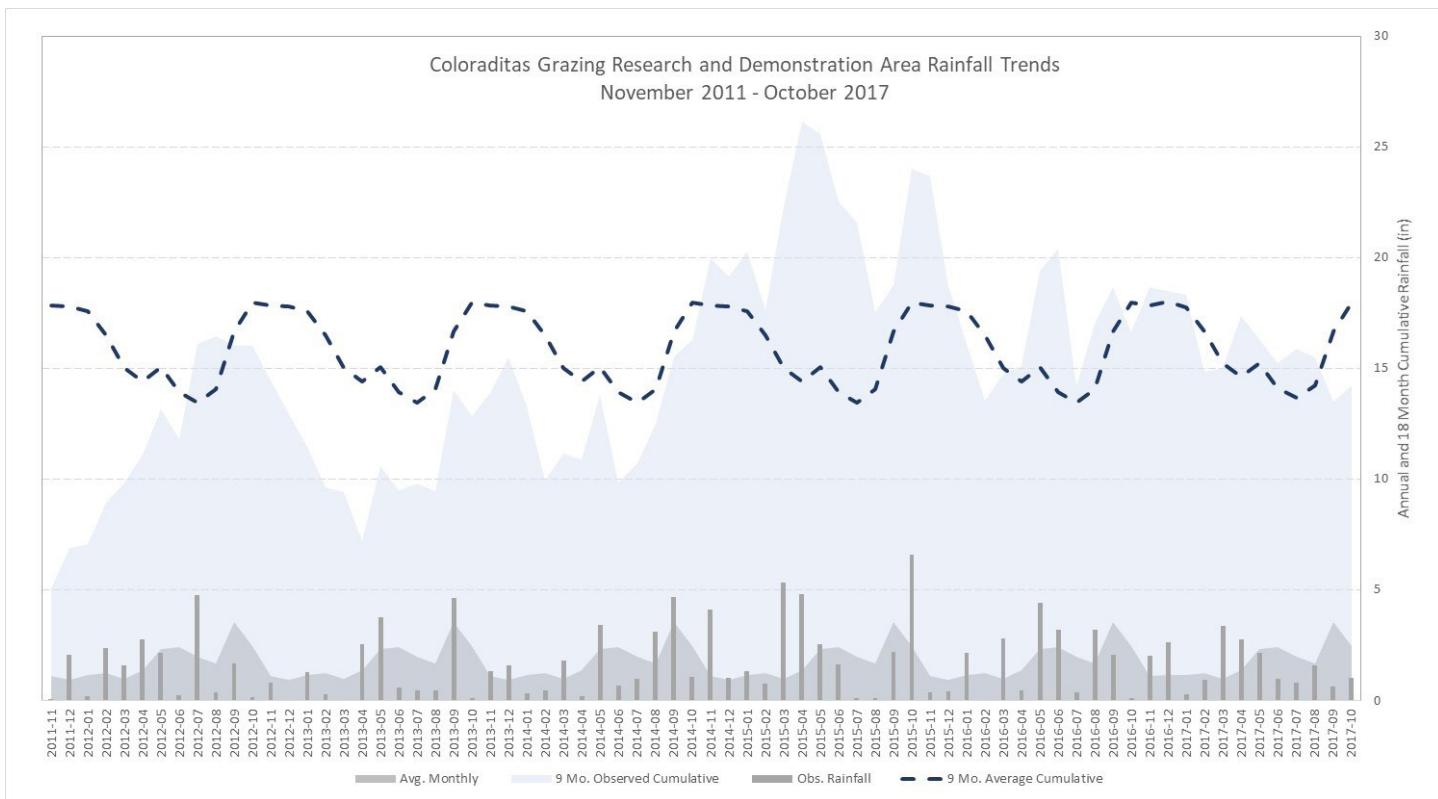
The 90-day percent of normal rainfall is an early indicator of short-term drought conditions. Rainfall for the August-September-October time period was well below average for the majority of our land in Jim Hogg and Starr counties. Significant portions of the ranches in these counties received <50% of average rainfall with some areas approaching half of their average. The National Drought Mitigation Center U.S. Drought Monitor currently has the northern portion of the San Antonio Viejo Ranch classified as "Severe Drought" with the rest classified as "Moderate Drought" reflecting the below normal rainfall we have received over the last several months.

**U.S. Drought Monitor
Texas**

October 31, 2017
(Released Thursday, Nov. 2, 2017)
Valid 8 a.m. EDT



The 9-month percent of normal rainfall is an early indicator of persistent drought conditions. For the first time since coming out of the 2011-2012 drought, the majority of East Foundation ranches has received at or below normal rainfall. We would be further behind if not for two large events in early March and April. This breaks a 3½ year trend of above average rainfall for the region as can be seen in the rainfall trends for the Coloraditas Grazing Research and Demonstration Area.



For more information on drought and other weather events or to view information specific to your part of the state visit: <https://climatexas.tamu.edu/drought/index.html>.

ALUMNI PROFILE

(Continued)

Continuing her lifelong goal to work in endangered wild cat conservation, Jennifer moved to Florida in 2013 to be a Florida Panther Specialist in the Landowner Assistance Program of the Florida Fish and Wildlife Conservation Commission (FWC). In March 2017, she took her skills to the private sector and is currently a wildlife biologist at Johnson Engineering, Inc. She continues her panther research in partnership with FWC conducting a landscape-scale remote camera survey for panthers north of the Caloosahatchee River that she initiated in 2014, a new wildlife crossing study with the Florida Department of Transportation (FDOT), as well as other projects.

In her own words:

"Texas and Florida are cut from the same cloth...both states with a long history in cattle ranching and private land stewardship. The

East Foundation is a fantastic example of how private lands can have a strong relationship with government agencies, academia, private business, and their fellow neighboring landowners. Neither ocelots nor Florida panther populations will endure or expand in their respective states without private lands."

"My experience working with the East Foundation and other private landowners in Texas is one of the main reasons I excel at my job in Florida; the landowners here know that I relate to them. I am extremely thankful for the years I spent doing research on the large private ranches in South Texas, and I am proud to be a Texan."

RANCH REPORT

Over the past few months the East Foundation Ranches have worked cattle across San Antonio Viejo and El Sauz ranches. Though most of the ranches are pretty dry, the cattle are in good condition. We will

continue to work cattle until the middle of December. The Coloraditas continues to operate as the flag-ship for all ranching operations because of the metrics that are measured and the level of control that we have on

EMPLOYEE PROFILE



Jason Haynes

Jason Haynes is a native south Texan, born in San Benito and raised in Rio Hondo where he played football, ran cross country, and was involved in 4-H and FFA at Rio Hondo High School.

He attended San Jacinto Junior College and received a certificate in underwater welding.

Before coming to work for the East Foundation, Jason spent 20 years in the military. He was in the navy for four years where he served on a submarine, the USS Pennsylvania. He spent the next 16 years as an army ranger, where he was awarded three bronze stars and retired as a Sergeant First Class.

As the Service Manager for the East Foundation Jason manages the service team and ensures that ranch vehicles and equipment are up and running, and building maintenance

Con't. adjacent.

the cattle in that area. Workings in the Coloraditas are an 88% breed up, steers are weaned at a weight of 560 lbs with an average daily gain of 1.86 lbs, and the heifers weaned at 511 lbs with an ADG of 1.69 lbs. Of course, the most interesting fact is we maintain a 100% gather of all cows and calves.

We are currently in the process of harvesting our first cattle that were retained from the ranch all the way to the packer. Following these results and the progress of our herd will allow us to make genetic changes in our cow herd that will continue to advance our production and efficiency.

Recently, I had the opportunity to go to Europe for an International Business course that I am taking and we had the pleasure of hosting the Texas Christian University (TCU) Ranch Management Program as they visited SAV. You might ask, "What do these two things have in common?" My answer is education. While I was in Europe I spent a substantial amount of time discussing how American Beef was produced and cared for with my classmates. I gave them the pasture to plate speech and emphasized the importance of the time and management

put into our food supply by farmers and ranchers. As my visit with the TCU students was coming to a close, I tasked each of them to branch out and continue to educate people on how safe our food supply is, how it is produced, and to dispel any myths about food production. A few weeks ago over 1500 fifth-grade students were hosted at El Sauz for a week of Behind the Gates. In mid-September four different groups of high school students came to observe the cattle working in the Coloraditas. These visits are a part of our mission because we have the ability to educate the students that we encounter.

The point is, we constantly need to educate everyone from elementary school students to business professionals about the impacts of ranching and private land stewardship. We are in an amazing position to be on the front lines of agricultural education and the impact that we can have will last life times. Just remember, every person that you meet is an opportunity to spread our mission and to influence the perception of the ag community.

- Gilly Riojas

EMPLOYEE PROFILE

(Continued)

is taken care of as needed. He organizes guest stays at the lodge on San Antonio Viejo and assists Matt Robinson with security matters when necessary.

Jason enjoys working on the ranch because of its history and its vast size; no matter where you go on the ranch you can always see something new. When

you sit outside at night you hear nothing but the sound of nature. In his free time, he enjoys hunting, fishing, kayaking, and spending time with his family. Jason lives on the San Antonio Viejo Ranch with his wife, Gerri.

FIELD OPERATIONS REPORT

We are finally enjoying some cooler weather, however we are still experiencing dry weather conditions. Our San Antonio Viejo Ranch in Jim Hogg County is especially dry. The good news is we still have grass and the cattle prices are higher

than they were. Of course, these types of conditions are nothing new for South Texas ranchers.

We have been especially busy the last four months finalizing our fiscal year 2018

budget process. Our new fiscal year began October 1, 2017 and most of our budget requests and capital projects were approved by our CEO and the Board of Directors. Now begins the fun part. We will start bidding out the projects and once we have successful bidders, we will begin preparing construction agreements. The next step is to monitor the projects to ensure that they are completed as per project agreement specifications and within established time frames. Listed below are some of the major projects that were approved for fiscal year 2018.

FY18 Capital Projects

- Education Pavilion: Construction of a 3000 sq. ft. open air pavilion allows us to provide educational outreach opportunities that support our mission.
- Fuel Station: Construction of a new fueling station to address safety and regulation concerns
- Renovation of the East house at El Sauz Ranch: This project will add value to this historical structure and provide additional overnight lodging accommodations.
- Water systems: Install 18.6 miles of water lines on Foundation ranches to create more reliable water sources and improve better water distribution.
- Fencing: Construction of 3 miles of cross fence at SAVR to aid with cattle gatherings and accountability

- Reverse osmosis system for SAVR headquarters buildings: Construction of a reverse osmosis system at SAVR that will provide reversed osmosis water to all buildings at SAVR headquarters in an effort to provide our employees with quality drinking water and provide cost savings in plumbing repairs.
- New road: Construction of a new all weather (caliche) road from the main road near Norias windmill north to the main road near the Kenedy cattle pens, a distance of 7.2 miles. This road will provide easy access to and from the Coloraditas Research & Demonstration area from the SAVR headquarters.

As I mentioned in a previous newsletter, we dig and stack our own caliche using our equipment in an effort to reduce road construction costs. Below is a photo of an old caliche pit that is located near the south end of the proposed Coloraditas road project.



Three Minute Thesis award winner, Andrea Bruno.

PAST MEETINGS & EVENTS

August 18:

The inaugural East Foundation Three Minute Thesis (3MT®) Competition was a huge success. Ten presentations were made and Andrea Bruno (PhD candidate, TAMUK-CKWRI), Victoria Haynes (MS candidate, TAMUK-CKWRI), and Michaela Rice (MS candidate, TAMUK-CKWRI) received awards for their quality presentations.

August 21-22:

After 4 years of collecting birds, mammals, snakes, and frogs across our ownership, the East Foundation's research and teaching collection was delivered by our partner, the Biodiversity Research and Teaching Collections at Texas A&M, to the San Antonio Viejo Ranch. Specimens are already being heavily-used in our youth education efforts by East Foundation educators – Masi Mejia and Elisa Velador.

This pit will supply the caliche we need on the south end of the road and we have another caliche pit near the north end of the proposed road that will supply caliche for that end of the road. Having caliche available at

each end will reduce hauling time, which results in the reduction of construction costs.

- Chris Huff

PAST MEETINGS & EVENTS

September 14–15:

The East Foundation staffed a booth at the inaugural Texas Hispanic Farmer and Rancher Conference in McAllen.

September 23–27:

East Foundation post-docs or students made 6 presentations at The Wildlife Society's 24th Annual Conference in Albuquerque, New Mexico.

October 4, 10, and 12:

The East Foundation hosted approximately 60 high school students from nearby school districts during our Coloraditas Grazing Research and Demonstration Area fall cattle workdays.

October 11–13:

The East Foundation staffed a booth and delivered 5 student presentations at the Texas Section of the Society for Range Management Annual Meeting in San Angelo.

October 14:

The East Foundation staffed a booth at the Ranching Heritage Day in Hebbronville. More than 300 folks participated in the event.

October 23–27:

The East Foundation hosted 1,500 5th graders from IDEA Public Schools at our annual "Behind the Gates" event at our El Sauz Ranch.

October 21–22, 28–29 and November 4 –5:

The East Foundation hosted 35 undergraduate and graduate students from Texas A&M and TAMUK for our annual deer captures on the Santa Rosa and Buena Vista ranches, 35 undergraduate and graduate students from Sul Ross State University, TAMUK, and Southwest Texas Junior College for our annual deer captures on our El Sauz Ranch, and 35 undergraduate and graduate students from Texas State University and TAMUK for our annual deer captures on the San Antonio Viejo Ranch.

SECURITY REPORT

It's not a good thing when one of my Border Patrol friends sends a text that only says "sorry buddy". This happened around 7:30 on the evening of October 26th. My response was "fence?", in which he replied with these pictures.



I was out of pocket, which I will explain later, so Jason Haynes responded to make sure the fence was repaired to prevent our cows from getting out onto FM 649. He also helped Border Patrol remove the smugglers' vehicle from the ranch. When the vehicle crashed through the fence, it didn't break the net wire fencing, so the fence popped back up after the truck went through (over) it. This required the truck to be removed through a gate. The truck was left running by the smugglers, so Border Patrol could drive the truck out and no wrecker was needed. The Border Patrol agent was able to capture only one of the occupants initially. The captured UDA advised the Border Patrol the truck had been filled with 20 other people. The Border Patrol helicopter was called in and the agents were able to apprehend 12 of the subjects. Now, about me being out of pocket. I never like missing out on the action. Although I was in good company, I was participating in an activity that compounded my aggravation. I had been working at our Behind the Gates program at El Sauz during the day. That evening I was having supper with the presenters

at the Tia Moya camp. At the exact time of the fence crash, I had been persuaded into participating in a chant to the tune of Queen's "We will, we will, rock you." That doesn't sound so bad but the words were to the song "I'm a little teapot"! Worse yet, this activity was being videoed. That's just not good for my reputation as a serious security manager. So, if anyone happens to see this video, don't mistake the look on my face as pleasure. It's a grimace not a smile. I have to mention that Zane Herrin, our Assistant Livestock Manager, seemed to have a real feel for chanting.

Although UDA traffic is still slower than it has been in the last few years, it seems to be picking up. There have been several groups caught in Ranchito trying to circumvent the checkpoints. I'm still not receiving very many camera activations throughout the East Foundation properties, but here is one that occurred in the Buena Vista last month.



I reported this group and Border Patrol caught eight.

Congratulations are in order for a couple of our local Game Wardens. Warden Carlos Maldonado received the honor of Texas Game Warden of the Year from the National Turkey Federation. Carlos is stationed in Jim Hogg county and spends so much of his time on East Foundation

properties helping me - sometimes I think we should put him on the payroll. This award is well deserved.

Game Warden Brad Meloni was stationed in Jim Hogg county for 12.5 years, then transferred to Kleberg county where he became my partner until I retired. So, he has worked the San Antonio Viejo, Buena Vista properties when he was stationed in Jim Hogg county and now patrols the Santa Rosa. Brad received the honor of Game Warden of the year from the Texas Game Warden Association. Not to say all Game Wardens aren't great, but I think these awards demonstrate that we are lucky to have some really accomplished ones working in our area.

Lastly, our ranch mechanic, Sergio Vasquez and I have been working out together for several months. We have been progressing and getting into shape. I'm sorry to say that Sergio has progressed passed my comfort zone.

Sergio says he is available, if anyone needs a personal trainer. Hope everyone had a good Halloween. I know Richard Simmons... I mean Sergio did.

- Matt Robinson



UPCOMING EVENTS

November 17:
East Foundation holiday celebration at the San Antonio Viejo Ranch.

December 5–6:
East Foundation meeting of Professional Advisors on the San Antonio Viejo Ranch.

December 6–7 & 13–14:
Northern Bobwhite aerial surveys in the Coloraditas Grazing Research and Demonstration Area and reference pastures.

December 13:
"Horses to Ride, Cattle to Cut" book signing in Hebbronville.

January 8:
East Foundation staff day at Witte Museum.

January 15–16:
East Foundation Board of Directors meeting in Hebbronville.

Hebbronville
310 East Galbraith Street
Hebbronville, Texas 78361

San Antonio
200 Concord Plaza Drive, Suite 410
San Antonio, Texas 78216
(210) 447-0126
www.eastfoundation.net

San Antonio Viejo Ranch
474 East Ranch Road
Hebbronville, Texas 78361