

# MAXIMISING THE INCOME POTENTIAL OF YOUR LAND



*Cameron Angel  
EOM Pty Ltd*

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Young Beef  
Producers' Forum   
*In partnership with Rabobank*

## Today.....

Getting to to-day  
My Story

The dream  
My plan and the  
business

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## My story.....

- Grew Up 'Belbroughton', Rockhampton
- Came home to work
- Succession....
- Education
- Own family
- New life and new income source

## Some Lessons .....

1. Times change – must embrace
  - i.e.. ballet blocks in the late 1970's and regrowth
2. If you own land.....you are in the real estate game, the cattle just pay the rent.

## Some Lessons .....

3. Change your focus from **production to profitability** essential
  - Just about grow anything anywhere, but at what cost?
  - Know your numbers ...
4. Never assume – validate everything
  - Particularly with family

## Some Lessons .....

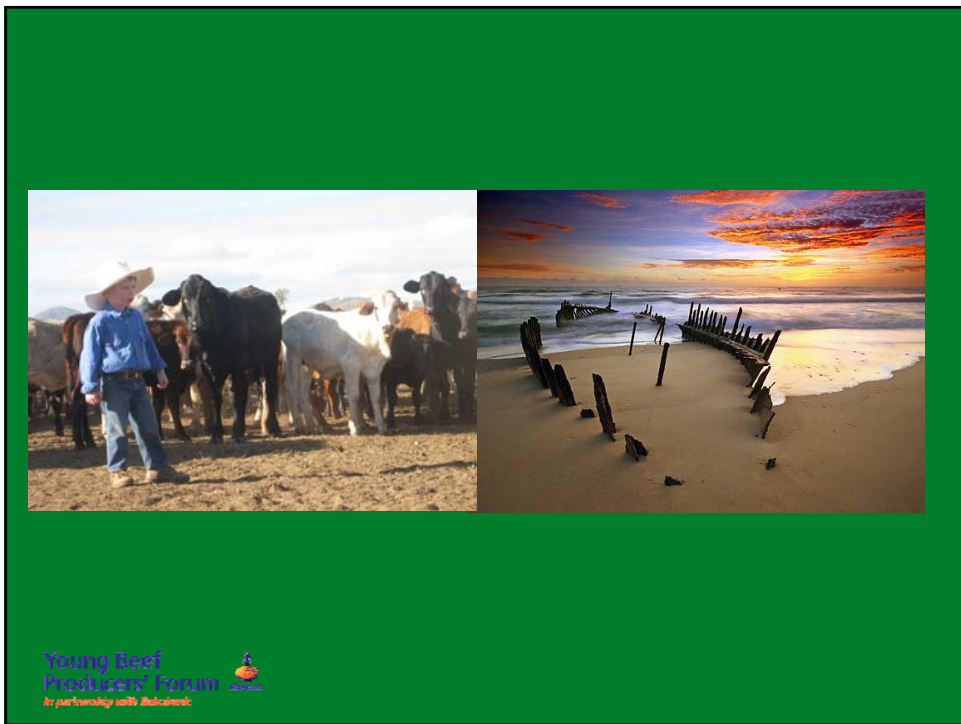
### 5. Multiple income streams

- Gravel, sand extraction
- Manure and timber
- Animal habitat, plant protection
- Carbon offsets
- Accommodation
- Storage
- By-products
- etc

## Some Lessons .....

### 6. Dreams

- Must have them
- Must chase them





## EOM...

Queensland Government has a initiative to increase national parks and other conservation area from just under 10 million ha to 20 million ha by 2020.

Around 80% of Queensland land area is used for livestock grazing which is where the most of this will come from.

## EOM...

EOM is an environmental broker providing suitable environmental projects to mitigate developers' environmental impact.

From the Queensland Government's policy: "An environmental offset is an action taken to counterbalance unavoidable, negative environmental impacts that result from an activity or a development. An offset may be located within or outside the geographic site of the impact."

## EOM...

For your land to be considered for an environmental offset it needs to be:

1. Adjoining existing remnant vegetation, mostly free of weeds, and larger than 2 ha.
2. Remnant or regrowth native vegetation, or have areas that are suitable for establishing ecosystems and habitat for threatened species.

*We are building a data base of landholder with suitable land types to per mote to the market.*

## Summary

- *Land assets = multiple income streams*
- *Understand what drives you land value and protect it*
- *Production to profitability*
- *Know your cost of production*
- *Find the enterprise that best fits your land type (it may not be what you think)*
- *Know how to build and sustain relationships*

Thank you

T: 0438 356 355  
E: [cameronangel@bigpond.com](mailto:cameronangel@bigpond.com)  
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