

How do you manage your rural land assets and the impact of your activities on other landholders and rural communities?

The Challenge

Within the resources sector there is a developing and continuing tension between rural landholders, associated community groups and resources project developers undertaking legitimate exploration, development and production activities. This is often driven by the perceptions of current landholders of the impact these activities will have on their rural enterprise and enjoyment of the land. Issues can develop from the first stages of a project where access across private agricultural land is required to undertake routine exploration activities. This can impact a company's timelines and costs in project investigation and development, their standing within the community and ultimately their returns to shareholders.

Balancing this is a strong desire by resources companies to demonstrate that they can co-exist very effectively with ongoing agricultural production, can provide additional income streams for rural landholders and local economies and can add substantially to the strength and diversity of rural communities. A company's ability to develop and maintain good, productive relationships with the owners of land on which they operate, their neighbours, and within the wider community can also provide a compelling example to the commercial marketplace and impact on a company's future business plans.

Resources companies can often face unique challenges outside of their core competencies when establishing effective rural land access and management arrangements. This often involves a multitude of individual landholders, stakeholder groups and government agencies where a company's operations are spread across multiple sites and in different regions and communities. Additionally, where properties are purchased, there is a need to investigate, develop and implement plans for the ongoing operation and investment in productive rural enterprises.

Our Solution

S1 Consulting works with organisations across the resources sector to help establish and implement effective strategies for access to and management of rural lands.

We have worked with a diverse range of resources sector clients to assist with negotiation and implementation of land management and access agreements; the development and delivery of contracted services agreements for land management; and feasibility assessment and property management for ongoing rural production.

The key to success in developing and negotiating an effective land access outcome is to identify early in the process the aims and basic requirements of both parties, the benefits they would receive and the impacts or changes required to their current operations. A process is then developed and an agreement drafted building on these benefits and services with the aim of optimising the outcome to each party through negotiation of design, scheduling, local siting, cost sharing, ongoing maintenance and access responsibilities.

Negotiations are undertaken in good faith, on-site, directly with individual farmers and are based on a give and take approach. We assist companies to work towards an outcome providing net benefit to both parties and an overall gain for the local community.

Similarly, we can assist resources companies in the management of rural properties and assets to ensure their emphasis remains on the core business of exploration, project development and production. We approach this from an open and independent position to ensure ongoing management of a company's rural properties supports the company's business plans, is supportive of the values and aims of neighbouring landholders and relevant stakeholders, and contributes to the strength of local communities and the local economy.

» The S1 Consulting rural property management advantage:

- ✓ Access to independent expertise*
- ✓ Experienced support in managing relationships with landholders*
- ✓ Productive use of land assets – contributing to local communities*
- ✓ Sustainable rural production alternatives and investment analysis*
- ✓ Allows you to focus on exploration, development and production*

Our Services

The team at S1 Consulting has extensive expertise in the development and implementation of a wide range of land based resources sector solutions, including the development and implementation of innovative but practical solutions for the management of operations on rural properties.

Our services include:

- ⇒ ongoing management of productive, efficient and sustainable rural enterprises
- ⇒ negotiation and implementation of land management and access agreements
- ⇒ engagement and implementation of services contracts for rural property management
- ⇒ agribusiness enterprise development focused on production efficiency and sustainability
- ⇒ feasibility assessment, financial analysis and solutions development in the agribusiness, forestry and rural water sectors
- ⇒ forest advisory services including feasibility, inventory, modelling, marketing, policy development, and management
- ⇒ landholder engagement, and management of stakeholder and government agency relations

In addition, we provide specialist services in the development and improvement of rural enterprises including:

- ⇒ undertaking due diligence and feasibility assessment on property purchases and other capital investment
- ⇒ researching and reconfiguring farming systems for increased production, improved sustainability and energy/labour efficiency
- ⇒ management of farm purchases, access, budgets and on-farm production and improvement activities
- ⇒ feasibility analysis of potential investment for ongoing or alternative agricultural activities
- ⇒ new commercial and non-commercial planting projects for alternative production, carbon sequestration, vegetation offsets, biodiversity enhancements and other environmental services

Our Experience

The team at S1 Consulting have specialised in providing independent, professional resources project management services to Australian companies and institutions. We have assisted a broad cross section of resources sector organisations in managing their operations on rural lands, having worked throughout Australia and across the region.

We have a team of technical and management specialists with extensive knowledge and experience in managing and building relationships with rural landholders, stakeholder groups and government agencies, and in the negotiation and delivery of effective rural land management, access and service contracts. Our team has extensive, on-ground experience in the management and development of productive and sustainable rural enterprises, analysis of agribusiness investment options, rural issues management and the achievement of innovative rural production solutions.

We also have particular experience in managing agribusiness assets and investment, and in the generation of economic returns and new revenue streams from the management of rural properties and under-utilised assets.

The combined experience and expertise of the team at S1 Consulting gives us a unique capability to provide a diversified rural land management service to organisations across the resources sector. We bring a track record of delivery, along with a deep understanding of the challenges faced by organisations from our many years providing resource management solutions.

Like to know more? Contact the team of experts at S1 Consulting to discuss your requirements.

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