

# New information and skills in an expanding business

*The Costello family has recently expanded its holdings in central Australia and have found GLM to be particularly useful for increasing their knowledge of their new properties and getting their managers up to speed.*

## Grazing Land Management workshops

Specific to Central Australia, the workshop, an MLA EDGENetwork® training package, provides a process to develop and implement GLM strategies that optimise land condition, production and profit.

The principles and tools presented will assist you to:

- Calculate land type carrying capacity and stocking rates
- Anticipate and respond to variations in rainfall, land type and land condition
- Understand the relationship between pasture, water, soils, woodlands, biodiversity, fire and weeds
- Plan & determine the financial impact of GLM strategies

The workshop includes open discussions, building on the wealth of knowledge and experience already present in the industry.



A 'hands on' approach is used with technical information demonstrated both in and out of the 'classroom'.

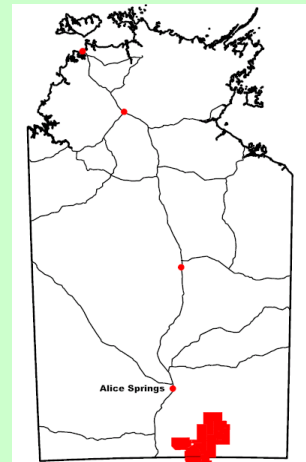
Attending a GLM workshop, and using the follow up service, will put in place a process for achieving the outcomes you see possible for your business.

### **Producers:**

Donny and Colleen Costello & family. New Crown, Lilla Creek and Andado Stations

### **Location:**

~450 km south-east of Alice Springs, Northern Territory



### **Combined area:**

>20,000 km<sup>2</sup>

### **Enterprise:**

Heavy bullock production for the Jap Ox and domestic abattoir markets

### **Goal:**

"To resolve the conflict between optimal profit and protection of the resource base"

### **Livestock:**

Herefords, Angus & Droughtmasters

### **Annual rainfall:**

6 to 8 inches, summer and winter rain possible

### **For further information contact:**

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# How can a GLM workshop help your enterprise?

## Case Study: New Crown, Lilla Creek & Andado Stations

### **Background**

Colleen Costello has been involved in the central Australian pastoral industry her whole life and together with her husband Donny, has owned Lilla Creek Station for 24 years.

In 2007, the Costellos expanded their holdings by purchasing two neighbouring stations - New Crown and Andado. Donny and Colleen's adult children are assisting with the management of the properties, together with Wayne and Clarice Kimlin as managers at Andado.

### **How GLM has changed them**

"Doing the GLM course has provided a useful starting point to ensure we protect our resource base for future generations." says Colleen. "Along with the development of property plans, it gives us a good starting point."

### **The issues**

Colleen notes that there are two issues that have to be managed at all times. The first of these is financial sustainability and the second is the maintenance of the resource base.

The management approach at Lilla Creek has been to develop watering points and infrastructure to effectively utilise as much country as possible. Similar plans for infrastructure development on the new properties will allow greater flexibility when making management decisions.

"Our focus is to find the balance between the number of cattle needed to be financially viable whilst at the same time keeping the landscape stable" says Colleen.

For daughter Tanya and son-in-law Ben, the maintenance of landscape health is a priority and both are keen to explore tools to maintain the land. They are also keen to implement rehabilitation techniques to optimise sustainability if needed. The management of track and gully erosion is one of the issues at Lilla Creek. There has been a lot of work done over the years and Ben and Tanya are keen to continue rehabilitating roads and putting in ponding banks.

"GLM helped us to see that fixing erosion will mean rain is used to grow feed rather than running to waste down roads and gullies" says Tanya.

### **The future**

The Costellos are members of the Southern Beef Producers benchmarking group, which focuses on the overall sustainability of the business. Benchmarking data have shown that the stocking rate required to optimise profit is different to that required to protect the resource base. Colleen feels that the GLM course provides an additional perspective on resource protection and helps to resolve this management conflict.

"I also liked the fact that the information in GLM was specific to central Australia and we were able to get good maps of our new properties" Colleen says.

For Ben and Tanya, and Wayne and Clarice, having a plan to work towards is a benefit to them as managers just starting out.

"A GLM plan will help us to get the most important things done. It gives us a bit of a plan of attack to help our business" says Tanya.

### **Final word**

"GLM courses provide you with the tools to ensure protection of the country under your management for future generations."