



IMPACT  
AG

# CASE STUDY



## AWARD WINNING CLIMATE POSITIVE BEEF ENTERPRISE

Impact Ag Partners were engaged to assess opportunities for Wilmot Cattle Company to monetise their on-farm natural capital and explore multiple options in regulated and private markets

### THE CLIENT

Sequestering carbon into our soils has great potential to reduce atmospheric CO2 at scale and efficiently address the global climate crisis. A driver for Wilmot Cattle Company (WCC) is to be part of this solution. With operations across the New England, the management and staff of WCC, under the guidance of Stuart Austin, General Manager, have led the way in integrating the principles of regenerative agriculture to maintain productivity while enhancing ecological health. The WCC Carbon Project is the next step in building their capacity to realise alternative income streams to build resilience in the business and future proofing their assets.

Ebor | Walcha | Gunnedah

### PROPERTY SNAPSHOT



Land under management 5,889Ha



Located in New England, NSW Australia



Natural grass-fed beef cattle enterprise



Carrying capacity >8,000 LSU



Planted >20,000 trees



Management tools

- *MaiaGrazing* for grazing management
- *Farmbot* remote / digital water monitoring
- *Sapien Tech* for livestock management

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*Soil is the foundation of everything we do, Impact Ag Partners understands this and have been integral in assisting our businesses success at monetising our on-farm natural capital.*

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Stuart Austin  
General Manager, Wilmot Cattle Co.

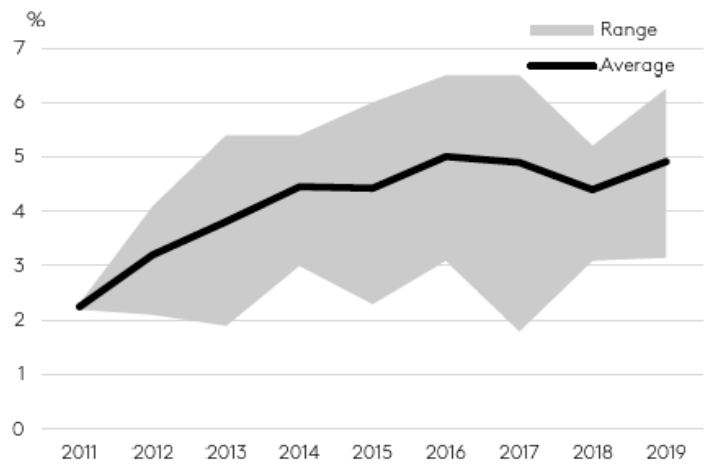




## THE PROJECT

After a comprehensive review of the client’s requirements and options, we worked with the WCC team and crafted a customised solution based on the assets in the group, the life cycle of the investment, and change management progress.

A review of farm data revealed one of the more viable options at this time is a soil carbon project through the Australian Government’s Emissions Reduction Fund program. The process involved assessing the feasibility of the aggregated properties and the suitability of prospective markets. We worked with a respected industry project developer to design and then progress the project through to registration and the implementation of the carbon management plan.



Soil organic carbon at measurement sites on Wilmot

“ Wilmot has one of the best datasets in the country. ”

Bart Davidson, MaiaGrazing



5,698 ha  
Project Area

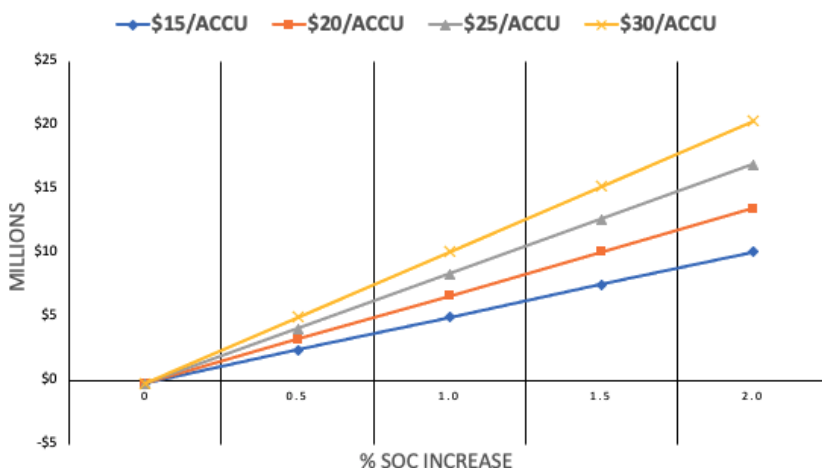


850,000  
Australian Carbon  
Credit Units



2%  
Target to raise  
Soil Organic Carbon

### WCC SOIL CARBON PROJECT FORECASTED PROFIT



Meeting the requirements of the Emissions Reduction Fund contract entails a registration process followed by obligations that include measuring the change in soil carbon, calculating carbon abatement, auditing and reporting before the project generates Australian Carbon Credit Units (ACCUs).

Reaching the target of 2% increase in Soil Organic Carbon the current credit market will yield >\$10M in profit with future projections of \$30/ACCU potentially raising >\$20M. The initial costs of entry, coupled with additional expenses associated with commissions and discounts ultimately, have the potential to generate a 62% return on investment.





Wilmot Cattle Co., working within their Emissions Reduction Fund contract, will implement management practices to build soil organic carbon and generate carbon credits. These practices primarily include:

- Intensification of grazing through paddock subdivision, and
- Inter-seeding multispecies pastures with legumes

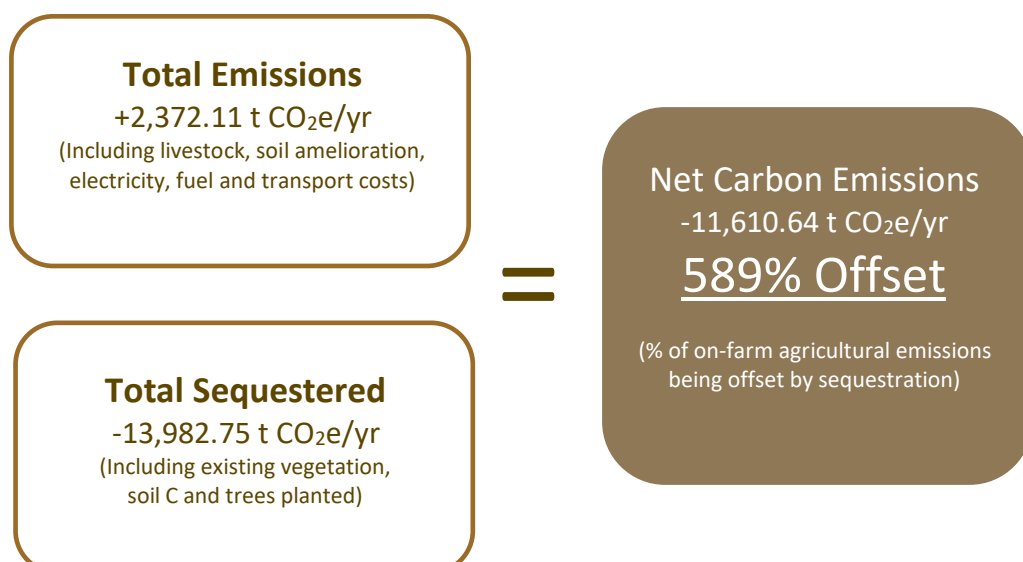
These management practices are largely in place and will continue to demonstrate multiple benefits for the farming enterprise, such as:

- Improved soil structure, reducing erosive capacity, and developing system resilience with improved water and mineral cycling,
- Increased landscape ecological function with a focus on building biodiversity,
- Climate positive operations and production with highly profitable outcomes,
- Generating an alternative income stream securing long term viability.

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## Third Party Carbon Offset Calculations

A review of farm data conducted by independent third parties concluded that on average, over a three-year period, WCC has sequestered several thousand tonnes more than they have emitted. Every animal produced has effectively removed more carbon from the atmosphere than they have emitted.



Note: Calculations based on independent studies by Regen Network, Mulloon Institute and MLA.



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*Building resilience in our agricultural assets and diversifying on-farm revenues are key to our mission. The team at Impact Ag Partners have been instrumental in developing strategies to measure and monetise natural capital, with significant outcomes such as aggregating our northern New South Wales properties into an Emissions Reduction Fund soil carbon project.*

”

Eric Lawrence,  
Head of Family Office, Macdoch Australia

At Impact Ag Partners, we believe in investment that builds the on-farm natural capital assets and drives the means to effectively create pathways for addressing current global challenges.

Working alongside the progressive team at Wilmot Cattle Co., we have been successful in meeting these challenges through management that supports significant emission drawdown while future proofing the asset and securing long-term investment returns.



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