



# How can landholders and harvesters work together to benefit from kangaroo management?

**A proposed operating model for cooperation**

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# What's wrong with the current situation?

- **shooters** - individuals have no bargaining power with processors, and little security of access to country
- no reward for better harvesting practice or better quality product
- low prices for product for shooters – hard to make a living
- **landholders** - get no benefits from the kangaroos on their land
- difficult for landholders to effectively manage TGP
- **shooters and landholders** - have different aims in managing kangaroos – conflict
- poor relationships between landholders and shooters
- **processors** – kangaroos not managed for production, no security of access to supply, can't develop high-value clean and green products

# How could landholders get involved in kangaroo management?

- i. become shooters themselves
- ii. require payment from shooters

## iii. collaborate with shooters

- have input into harvest management
- gain approval for tags/quota to be assigned to group as a whole
- take on chiller box operation
- negotiate as a group with processors to secure adequate returns
- take on role in quality standards and marketing

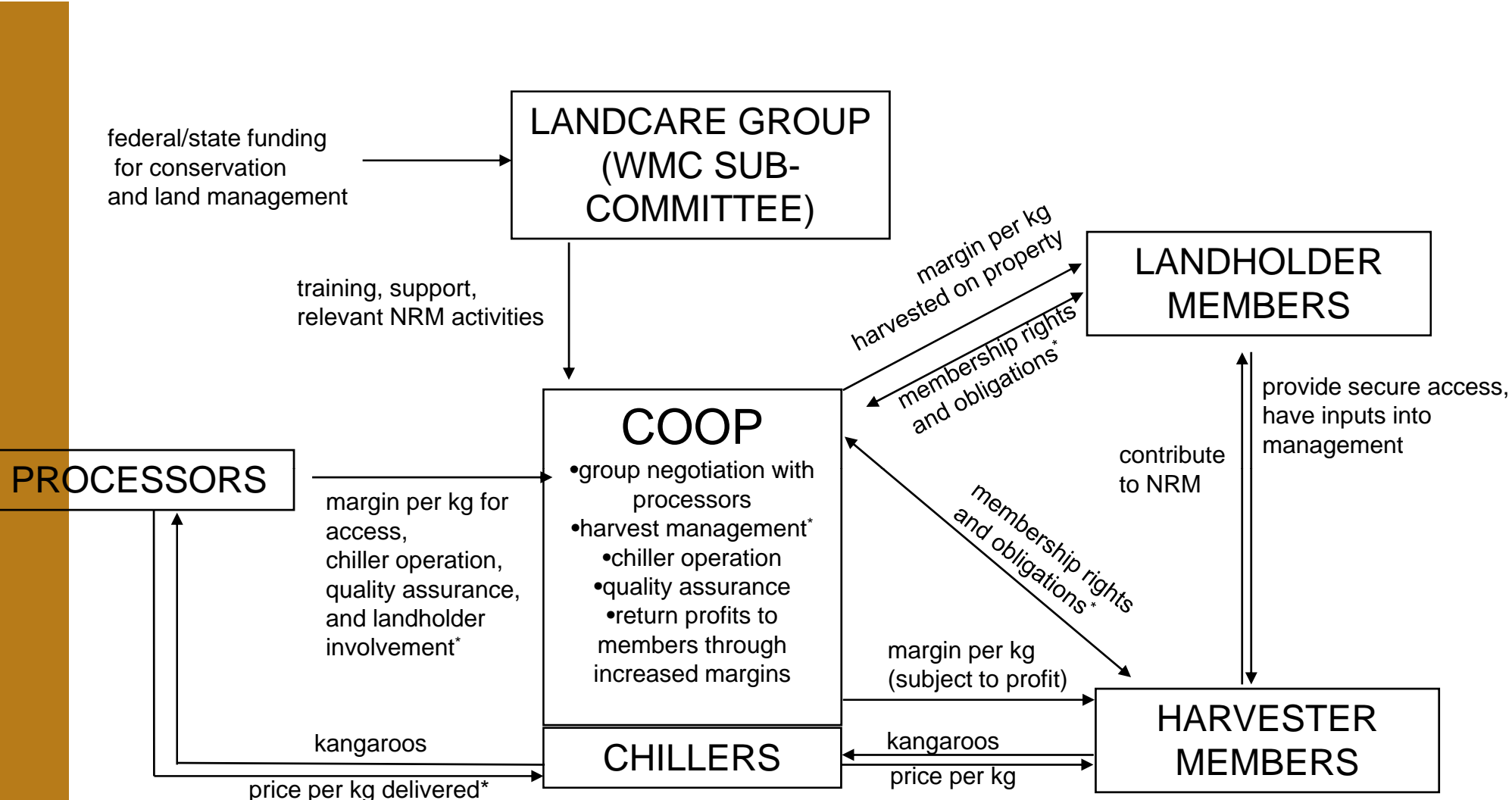
# WHY WORK TOGETHER?

- as a united group, shooters and landholders have much stronger bargaining power with processors
- can capture a larger share of final consumer price
- can manage kangaroos in rational, integrated way to meet both production and TGP management goals
- can develop differentiated product (based on quality and environmental management)
- can enter into long-term relationships with processors
- processors get consistent supply, consistent high-quality, basis for developing differentiated products

# HOW COULD IT WORK?

## A model developed for the Maranoa Wildlife Management Conservancy Qld

- shooters, landholders (and possibly box operators) together establish a Cooperative (under Qld Cooperatives Act 1997)
- Coop acts on behalf of all members to further their interests, through playing a role in kangaroo management, processing, marketing, and product development
- members run and manage the Coop
- profits are returned to members



# MARANOA KANGAROO MANAGEMENT COOPERATIVE PROPOSED MODEL

# RUNNING A COOP

- Board of Directors - elected by members
- engage staff as necessary (possibly EO, field manager, administrative)
- capital needs: members buy shares; Coop can seek commercial capital
- Landcare or regional bodies can seek funding for related NRM activities (e.g. kangaroo surveys)
- new members can join with approval of Board
- members can leave at any time

# WHERE TO FROM HERE?

- chiller boxes owned by Landcare and have been operating - these will continue operation as usual
- establish Working Group (both shooters and landholders) to decide on operating model
- carry out requirements for registering Coop (developing rules for operation, including the rights and responsibilities of members)
- hold “Formation Meeting” where interested parties apply to join, pay membership, and elect Board of Directors
- Coop starts operation