

FARM BUSINESS UPDATE 2026

High Performing Farms



Tooleybuc Sporting Club, Lockhart Road, Tooleybuc NSW

Shamrock Hotel, Melville Street, Numurkah VIC

Registration: 9am for a 9.30am start. Finish 3:15pm.

Cost: Free registration – please register for catering numbers and dietary requirements

Morning tea, lunch and booklet included.

Click to register for Tooleybuc
<https://grdc.com.au/events/list/2026/06/grdc-farm-business-update-tooleybuc>

Click to register for Numurkah
<https://grdc.com.au/events/list/2026/06/grdc-farm-business-update-numurkah>

(Agenda subject to change)

The program features a great line up of topics that have been identified as priorities by grain growers and advisers in your region and across Australia.

GRDC Farm Business Updates facilitate the adoption of innovative and leading-edge farm business practices that drive high performing farms.

Topics:

- Take control with a farm business strategy – Be ready for volatility, pressure and opportunity. *Jeanette Long, Ag Consulting Co*
- Where does automation actually pay? – machinery, labour and investment decisions. *Bindi Isbister, Agrarian Management*
- Make decisions that protect performance in volatile conditions. *Tony Hudson, Hudson Facilitation*
- Good decisions with clarity under pressure - Avoid reactive decisions, conflict and costly mistakes. *Dr Jane Foster, Emotional Resilience Training*
- Input markets and supply chain – when to commit and when to hold back. *Rob Dawes, Rob Dawes Consulting*
- Cost structures and rotations – making the farming system work harder for profit. *Chris Minehan, RMS Agricultural Consultants*

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TOOLEYBUC, WEDNESDAY 24 JUNE

Tooleybuc Sporting Club, Lockhart Road, Tooleybuc



NUMURKAH, THURSDAY 25 JUNE

Shamrock Hotel, Melville Street, Numurkah

9.30am to 3.15pm
(doors open at 9.00am for a 9.30am start)

Take control with a farm business strategy – be ready for volatility, pressure and opportunity.

This session looks at how strong strategy can help you build a business that stays profitable through good years and more of the tough ones. You'll walk away with a clearer idea of how to define success in your business, set guardrails for decision-making, and avoid costly distractions or short-term thinking. Farming is changing fast, and reacting season-to-season isn't enough anymore.

Jeanette outlines how a strategy is future looking, enabling a business to define its purpose, vision and the values it needs to sustain, even when they go out of fashion



Where does automation actually pay? – machinery, labour and investment decisions.

Which of our current automation tools are genuinely changing the face of machinery investment and labour decisions, delivering operational efficiency, or reshaping farm investment decisions in a measurable way?

Machinery and labour costs continue to climb, so where does automation actually deliver value? In this session Bindi cuts through to look at where new technology genuinely improves efficiency and where it doesn't. Learn how better decisions in machinery and labour can improve timeliness, control costs, and strengthen overall business performance.



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2026



Leading high-performing farm businesses in volatile times

Make decisions that protect performance in volatile conditions.

The challenge for many farm businesses is not access to information — it is knowing which information matters most when making decisions under pressure. This session explores practical ways to tighten advisory and decision-making conversations, so decisions become clearer, more commercially grounded, and easier to implement.

Drawing on the approaches used by high-performing farm business managers, Tony examines how leading operators filter advice, challenge assumptions, and focus on the few critical factors that drive margin, resilience, and risk exposure. The aim is not to question expertise, but to ensure advice translates into decisions that work in real farm systems.



GUEST SPEAKER
**TONY
HUDSON**

Good decisions with clarity under pressure – avoid reactive decisions, conflict and costly mistakes.

Seasonal pressures can affect decision-making—often when it matters most. This session focuses on recognising when pressure and emotion is influencing your thinking and how to manage it. You'll gain practical language and triggers to help stay disciplined, even in tough or uncertain conditions.

In this session Jane explores how performance pressures over time, can quietly distort judgement, delay action, or drive premature decisions that impact your yield, margin, and operational efficiency.



GUEST SPEAKER
**DR JANE
FOSTER**

Input markets and supply chain – when to commit and when to hold back.

Input costs, supply chains and markets are becoming increasingly volatile and difficult to predict. This session explores how growers can make better purchasing decisions under uncertainty—when to lock inputs in early, when to stay flexible, and how to avoid reactive decisions.

Drawing on extensive experience in supply chain management and agricultural markets, Rob will share practical insights into navigating price cycles, supply disruptions and changing market conditions.

Walk away with a framework to assess risk, set buying triggers, and stress-test your purchasing decisions before they impact your bottom line.



GUEST SPEAKER
**ROB
DAWES**

Cost structures and rotations – making the farming system work harder for profit

Not all paddocks — or rotations — deliver the same return. This session explores how growers can better understand the profit potential across their farm and use rotations, inputs and management decisions to improve whole-farm performance over time.

From identifying consistently high-performing paddocks to managing disease, weeds and pest pressure across the system, Chris will look at how farming system design can improve profitability, resilience and resource allocation.

Focus on practical ways to identify your farm's profit zones, tailor management to paddock potential, and use rotations as a long-term business and risk management tool — not just an agronomy sequence.



GUEST SPEAKER
**CHRIS
MINEHAN**

**For further information contact ORM Pty Ltd
03 5441 6176 or admin@orm.com.au**

