

# FARM BUSINESS UPDATE 2026



## High performing farms



**PITTSWORTH, TUESDAY 21 JULY**

Pittsworth Function Centre, 42 Hume St, Pittsworth QLD 4356

**9:00am for a 9:30am start, finish 3:05pm**

GRDC Farm Business Updates are different! While agronomy, soils, farming systems and nutrition are all critical to your business, it's how you deploy all resources at your disposal that determines if you will be profitable. Farm Business Updates focus on the business and people skills needed to manage a profitable grain production business.

The GRDC Farm Business Update in Pittsworth on Tuesday 21 July 2026 features a great line up of topics identified as priorities by grain growers and advisers in your region and across Australia.

### Managing risk around infrastructure and machinery purchase decisions

Ben White from Kondinin Group explores the risks growers need to consider when making major infrastructure and machinery purchases, focusing on the practical questions that matter most: Do we really need this asset now? Will it genuinely improve efficiency or profit? What are the financial and operational downsides of not investing? And is buying, leasing, or contracting the lower-risk option? Ben will discuss considerations to help decision making in a challenging operating environment.

### Positive, productive communication language and techniques – developing skills and emotional resilience in management and staff for both the good and the less than good times

Jane Foster from Emotional Resilience Training will share practical communication techniques that help managers and staff stay positive, productive, and steady under pressure. She'll explore the language and behaviour that support strong teamwork in good seasons, as well as the skills needed to navigate conflict, stress, and difficult conversations when times are tougher. Gain usable tools to build emotional resilience and communicate more effectively across your business. Dr Foster's sessions are very highly rated by grain growers.



GUEST SPEAKER

**BEN  
WHITE**



GUEST SPEAKER

**JANE  
FOSTER**

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## Steps to more effective decision making – when the stakes are high, a clear process will help to make decisions that are ‘more right, more often’

Rick Llewellyn (CSIRO) shares insights from the GRDC RiskWi\$e project on a process to support better decision making when the stakes are high. He'll show how using a clear, step by step approach helps growers avoid common thinking traps, and make choices that are “more right, more often.”

## Grower experience with autonomous optical spot sprayers – return on investment and how do they change capital, labour and management allocations?

Tom Coggan (Coggan Partnership, Meandarra) shares his experience with autonomous optical spot sprayers and their impacts on his business.



## Best management procurement – options to help reduce cost of farm inputs

Rob Dawes from AgProcure looks at managing your inputs with clear take-home actions you can implement to help reduce farm input costs. What options are available for smarter purchasing?

## Grain price outlook and global and domestic drivers

In recent years, there has been a huge uncertainty in grain markets, from the invasion of Ukraine to now Iran. But what are the experts seeing? Andrew Whitelaw from Episode3 discusses the issues and likely impacts.



**Registration:** 9:00am for a 9:30am start. Finish 3:05pm.

**Cost:** Free (registration essential for catering). Morning tea, lunch and workbook provided.

(Agenda subject to change)

To RSVP or register, or further information or agenda, please contact Andrea Mathers or Erica McKay on 02 9482 4930, email [andrea@icanrural.com.au](mailto:andrea@icanrural.com.au) or register online at [www.icanrural.com.au](http://www.icanrural.com.au)



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