



AUSTRALIAN  
**FOOD &  
GROCERY**  
COUNCIL



# MEMBERSHIP PROSPECTUS

## **Associate Member**

# Your industry advocate

**You are part of a thriving industry that is vital to the wealth of the nation, delivering jobs, economic growth and helping people to live well. Advocating for our food and grocery suppliers and manufacturers is a core focus of the Australian Food and Grocery Council (AFGC).**

We give you access to key stakeholders through our established relationships. Member funds are invested in representing the suppliers behind Australia's iconic food and grocery brands. AFGC delivers you industrywide insights and the ability to have a greater influence through collective action on a range of issues including commercial, economic, supply chain, supermarket retail, export, regulatory, health and environmental issues.

Joining is critical to ensuring the sustainability of your industry. AFGC membership offers a way for you to connect your business with the sector and make a positive impact to the future of the industry. Your contributions will inform and enable our work as the voice of the industry.

## What we do



### Policy

we work with members to develop policy positions that are appropriate for the food and grocery manufacturing sector.



### Advocacy

we represent your views to government, trading partners, and stakeholders.



### Collective action

we bring the industry together to work pre-competitively with you members to solve issues you cannot solve alone..



### Navigation

we provide members with information and insights so you can navigate complex industry issues..



**Our vision is for a thriving, trusted food and grocery supply industry that sustains Australia**

# State of Industry

2022-23

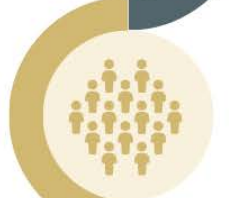
**TOTAL  
TURNOVER**  
**\$162.7bn**  
(+ 11.6%)



**AFG TURNOVER**  
**32.2%**  
(As % of  
manufacturing)



**EMPLOYMENT<sup>1</sup>**  
**281,269**  
(+4.1%)



**REGIONAL  
EMPLOYMENT**  
**36.5%**



**EXPORTS**  
**\$42.6bn**  
(+ 8.1%)



**IMPORTS**  
**\$48.6bn**  
(+ 4.7%)



**OPERATING  
PROFIT  
BEFORE TAX<sup>3</sup>**  
**\$7.2bn**  
(-7.2%)



**CAPITAL  
INVESTMENT<sup>2</sup>**  
**\$4.2bn**  
(+ 24.5%)



The figures on this page exclude the fresh food sector and are based on 2022-23 ABS data.

1: This is total number of employees, head count basis and does not include seasonal employees.

2: Gross fixed capital formation for food, beverage and tobacco manufacturing subsector is taken as indicator of capital investment.

3: For food, beverage and tobacco product manufacturing subsector.

## Join and you can...

### Connect with industry decision makers.

Your membership gets you unrivalled access to decision makers in Australia's food and grocery industry. Connect with people who matter to your business through our events and meetings. Network with industry executives and stakeholders.

### Showcase your value.

Success depends on your ability to capture attention and interest of industry leaders. Membership provides an opportunity to showcase your value through getting your name in our associate directory, opportunity to sponsor events, provide thought leadership content.

### Get exclusive industry intelligence.

You need to stay ahead of the curve, and we can help. Stay on top of policy trends and emerging issues with our briefings, updates and newsletters. Keep up-to-date by tapping into knowledge through access to the members portal, publications, tools and events.

**Event sponsorship opportunities are also available.**

**Network with potential clients and enhance your organisation's profile within the food and grocery industry**



## Benefits of being an Associate Member



**The benefit of membership is that your organisational membership entitles you to nominate a wide variety of staff members who will utilise our products and services and will have access to the member portal.**

We will give each of those key staff members access to the member portal and to resources, reports, and industry insights, and they also have the ability to register for the many free webinars we host.

As an Associate Member, you will be able to see value for your membership in many ways, including:

- Receiving AFGC member communications so that you can keep abreast of relevant industry issues
- Attending free member-only webinars
- Contributing, where relevant, to industry briefings should the opportunity align with your business and AFGC's requirements
- Attend events where you have access to engage in conversation with full members
- Receive discounts on conferences and events
- Have the first right of refusal to AFGC sponsorship opportunities, and
- A featured article in our all-member newsletter, *Member Matters*, once per financial year.

### Apply for Membership

Want to join AFGC? You can fill out an application form online here: <https://portal.afgc.org.au/BecomeAMember/>.

### Approval and Onboarding

As per our constitution, we send all applications to our Board for approval. When we receive approval, we will send you a welcome pack, which includes a contact form for key personnel within your organisation.

## Our major events



**FOOD+GROCERY**  
AUSTRALIA 2025

**Food and Grocery Australia (FGA)** is held in May. This event offers Chief Executive Officers and Senior Industry Executives the latest information on local and global consumer and retail trends. You also benefit from networking opportunities including receptions, dinners and breaks over the duration of the event.



**FUTURE LEADERS FORUM**


The **Future Leaders Forum** is held in October each year. It is designed for young professionals that want to grow their career in the food and grocery supply industry. This one-day event is often used to recognise high performing team members and gives them additional skills and insights to help transform their employer's business.



AUSTRALIAN FOOD & GROCERY COUNCIL  
**SUMMIT 2024**

Our new **Summits** are targeted one day events focussed on vital topics for the FMCG industry.

- **Supply Chain Summit**: 13 August, Sydney Masonic Centre
- **Sales Summit**: 14 August, Sydney Masonic Centre
- **Sustainability Summit**: 12 September, Raddison Blu Plaza, Sydney



**“AFGC has a strong impact on key issues and can quickly take the temperature of the market.”**

## Associate Member Fees

Our associate membership fees are calculated on member annual turnover figures which fall into two categories, above or below \$12M at a flat rate.

We charge membership on a pro-rata basis, so you only pay for the months remaining in any financial year.

### Associate Membership Fee Structure

Tick one	Fee Group	Annual Membership Dues (inclusive GST)	Membership Category	Annual Turnover For 12-month period ending 30 June 2025
		\$5,920	Associate Member	\$0M - \$12M
		\$11,840		Greater Than \$12M

## Find out more

### Australian Food and Grocery Council

Unit 5G, 65 Canberra Avenue  
GRIFFITH ACT 2603  
Locked Bag 1  
KINGSTON ACT 2604  
T: + 61 2 6273 1466  
F: + 61 2 6273 1477  
afgc@afgc.org.au  
www.afgc.org.au  
ABN 23 068 732 883

## Connect with us



[linkedin.com/company/australian-food-and-grocery-council](https://www.linkedin.com/company/australian-food-and-grocery-council)



[youtube.com/c/AustralianFoodGroceryCouncil](https://www.youtube.com/c/AustralianFoodGroceryCouncil)