



AUSTRALIAN
**FOOD &
GROCERY**
COUNCIL



MEMBERSHIP PROSPECTUS

Full 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 industry wide 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

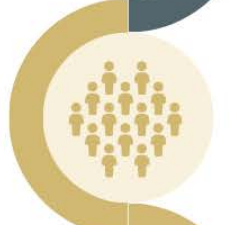
**TOTAL
TURNOVER**
\$162.7bn
(+ 11.6%)



AFG TURNOVER
32.2%
(As % of
manufacturing)



EMPLOYMENT¹
281,269
(+4.1%)



**REGIONAL
EMPLOYMENT**
36.5%



EXPORTS
\$42.6bn
(+ 8.1%)



IMPORTS
\$48.6bn
(+ 4.7%)



**OPERATING
PROFIT
BEFORE TAX³**
\$7.2bn
(-7.2%)



**CAPITAL
INVESTMENT²**
\$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...

Learn new skills and expand your network

Think big. Grow your business, increase profitability, enrich your teams and expand your network through AFGC events and training. Developed specifically for the Australian food and grocery manufacturing industry, members attend AFGC events at preferential rates.

Access insights, tools and advice

Stay informed. The AFGC has analysed and decoded a wealth of industry intelligence, extracting only information that's most relevant to the sector. Members are kept up-to-date and remain compliant by tapping into this knowledge through publications, tools, member-only seminars and direct access to AFGC staff.

Be represented in advocacy for your industry

Stronger together. Capitalise on AFGC expertise in government relations, corporate relations and issues management. Benefit directly from strategic relationships the AFGC has forged with politicians, regulatory bodies, major retailers, like-minded associations, key experts and influencers.

Protect the reputation of the industry

Promote your industry. We recognise the scale of our member contributions to Australia's community, economy and environment. Industry members are featured on our media channels regularly.

“The State of the Industry Report, combined with updates provided in weekly member's briefs gives us the latest industry information to discuss with our key stakeholders.”



Focus areas



Reduce the industry's environmental impact



Enhance conditions for industry competitiveness and growth



Enhance consumer safety, wellness and choice



Operate a **sustainable** and **effective** organisation



“The tipping point for joining was the Food and Grocery Code of Conduct (FGCC) but we have received extra value through member events, briefs and training.”

Get involved

You will receive great value-for-money by getting involved in a range of conferences, seminars, committees, working groups, roundtables and other activities. We have designed our activities to provide:

- **Insights** - on key industry issues to help you prepare for future changes
- **Training** - to help develop the capability and skills that are key to business success
- **Connections** - with other members and stakeholders that can support your business



Benefits of being a Member

Full members gain access to a host of benefits, including:

- > **Member-only webinars**
Join member-only webinars for insight into issues affecting the FMCG industry.
- > **Discounted registration rates for AFGC events**
Enjoy discounted registration fees for our industry-leading events where you will connect with new people and learn from international experts.
- > **Member support services**
You can pick up the phone and speak to our team for help with any questions or issues.
- > **Member newsletters**
Select the e-newsletters that you and your colleagues want to receive each quarter.
- > **Free member resources**
Access our online Members Centre for guides, tools and more.
- > **Member briefs**
Receive emails with vital updates for your business.
- > **Education and training**
Send your team to a course, seminar or forum tailored to your business' needs.
- > **Member representation**
Participate in Committees, roundtables, working groups and benchmarking surveys that help to shape the future of the FMCG industry.

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

Committees

As a full member you can nominate representatives to join one of our focused standing committees.

These member committees help steer future policy directions on:

- **Nutrition and Regulation** for regulation and food safety
- **Sustainable Practices** for balancing economic and environmental needs
- **Supply Chain** delivery of efficient and effective outcomes in supply chain
- **Corporate Affairs** for building and maintaining the reputation of the industry
- **Grocery Industry** for promoting fair retailer – supplier relationships

Forums

The **SME CEO Forum** is held twice each year.

This is a member-only event that is offered free of charge to CEOs that run SMEs and want to network with their peers. Each event sees different guest speakers share knowledge to benefit members, along with AFGC providing updates on its activities and priorities.

The **Trading Partner Forum (TPF)** is the meeting place for suppliers and supermarket retailers focusing on delivering end-to-end supply chain efficiency through collaborative efforts to reduce cost and complexity for suppliers and their retailer trading partners. With commitment and oversight from the AFGC leading supermarket retailers and suppliers focus on delivering efficiency and improving the effectiveness of the shared end-to-end supply chain.

CEO Dialogues

CEO Dialogues is a short, sharp discussion series and provides a platform where member CEOs can discuss topical issues of the day in a frank and exclusive forum. Hosted by the AFGC CEO, Tanya Barden, CEO Dialogues facilitates conversation, engagement and collaboration and provides insights that aid in the advocacy work of the AFGC on behalf of the food and grocery supply industry.

Training and Education

Participate in the **Food and Grocery Code of Conduct training sessions** to help your business understand Code obligations, legal requirements and how to get maximum benefit. If you are involved in retailer and supplier trading relationships, this training will help you to improve business outcomes.

Attend a training session on **Australian Competition Law** to discover the impact it could have on your business.

If you want to understand why this law is important to you, how to avoid compliance issues and the ways it intersects with the Food and Grocery Code of Conduct, then this session will answer your questions. These sessions are delivered with our partner NextGen.

The **Australian Grocery Academy** provides purpose built training for our industry. Designed to the specific needs of industry, in partnership with Real World Marketing and delivered by an experienced team of Sales, Category and Retail Leaders the interactive and outcome-focused programs equip delegates with the thinking and tools to work better with retailers and deliver improved top and bottom line results. Seven modules are offered in a mode to suit your business.



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

Ready to join the AFGC?

Apply for Membership

Ready to join? 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.

Full Membership Fee Structure

Our membership fees are calculated on member annual turnover figures. Please note that the turnover calculations used for membership fees **now exclude export sales, B2B sales and scheduled pharmaceutical or medical products**. See below for formula to calculate your membership fee.

Tick one	Fee Group	Annual Membership Dues (inclusive GST)	Membership Category	Annual Turnover For 12-month period ending 30 June 2025
	I	\$3,110	Full Member	From \$0 - \$20M
	K	<i>Calculate your dues below</i>		From \$20M - Cap

Full Member - Membership Dues Calculator - Where annual company turnover exceeds \$20M:	
Annual Sales Turnover (Invoiced Sales to Retailers, excluding GST)	\$ _____ x (0.0171%)
Add GST	\$
Total Membership dues including GST (capped at \$267,286 including GST)	\$

- > Annual Sales Turnover includes sales from subsidiaries or other related companies that are included in the declared turnover.
- > Turnover calculations exclude exports, B2B sales and scheduled pharmaceutical or medical products.
- > Membership fees are calculated on a pro-rata basis on a financial year.

Find out more

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