



# Geelong Manufacturing Council

*Advancing Regional Industry*

ANNUAL REPORT 2022

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## Geelong Manufacturing Council

is the leading voice for manufacturing in Geelong and the south-west region of Victoria. We are for manufacturers.

We offer connection, knowledge sharing among peers, tailored training and advocacy.



In his first official visit as Deputy Prime Minister, the Hon Richard Marles MP toured GMC Industry Sponsor and Oceania's largest carpet maker, Godfrey Hirst in Geelong on Friday, May 27, 2022. Mr Marles was appointed Defence Minister in June.





Signs are positive that the manufacturing sector in Australia has “come in from the cold” and, after a 50 year gradual decline in impact and profile, the sector has become a core focus of

rebuilding Australia’s future, particularly after the last few years.

The pandemic brutally exposed Australia’s over reliance on imports and global supply chains and emphasised the importance of sovereign capability. Allied with this, it has become increasingly apparent that to sustain our standard of living, we cannot keep relying on exporting minerals and other resources without value-adding.

The new emphasis on the importance of manufacturing was highlighted by the pledges of both parties in the run up to the last Federal election. Significantly the new Labor Government is in the throes of establishing a \$15 billion National Reconstruction Fund as well as a Future Made In Australia Office to drive the manufacturing sector to diversify and propel the economy. Hopefully, this will also further promote research, innovation and value-adding technologies. Particular areas include opportunities around recycling and clean energy, agtech, defence and medical products.

On the home front the GMC itself has undergone somewhat of a rejuvenation over the last year. Our new CEO Jenn Conley was appointed in September and embraced the role with gusto and passion. She was able to successfully navigate existing challenges, as well as work with the Board to re-orient the GMC’s Strategy. Her ability to communicate and advocate on behalf of our members has been outstanding. She has ensured that the GMC is now placed to not only continue but expand new business and sector opportunities in the future.

We have also welcomed three new Board members, Professor Tuba Kocaturk from Deakin University, Rob Backwell, Chair of IXL Group and Farm Foods’ CEO Greg Hughes. These new appointments have added new ideas and depth to our board deliberations and strengthened our governance capabilities.

A highlight from this year was undeniably the

Tech and Innovation Summit we held in April with more than 100 industry leaders, entrepreneurs and innovators at GMHBA Stadium. The energy was palpable with interesting and stimulating presentations and discussions on new tech opportunities as part of the push toward net zero, the new innovation ecosystem, enabling technologies, getting to market and the celebration of such local manufacturing success stories such as Carbon Revolution, Quickstep, Li-S Energy and Boomaroo Nurseries. And, of course, the networking during the day was outstanding, often the most intangible value offered by these sorts of events.

I believe Geelong is a great place to live and work: our close proximity to one another and the palpable pride we feel in our city, coupled with a traditional “can do” attitude, promotes collaboration and innovation.

The financial year 21/22 delivered a strong result (see CEO’s Report) with gratifying membership support. As well as our CEO Jenn Conley, I would particularly like to acknowledge the efforts of my fellow Board members, as well as Deputy Chair Thys Heyns, for their valued advice and support.

I am excited about the next 12 months. There really is no better time to think innovatively, invest in R & D and create new partnerships. The GMC will continue to build capability and opportunity for our members and support this great region in capitalising on our proud history of manufacturing.

I look forward to 2023 (also our 25th anniversary year!) with anticipation.

**Lyn George**



The 2021 Census data reveals an extraordinary story about Geelong manufacturing. In the five years since the last Census collection, manufacturing employment in the

Geelong and Colac regions grew for the first time in recent memory.

This proves the resilience yet again of our local industry – and vindicates what regional manufacturing leaders have been saying about the value of ‘creative destruction’ for building a globally competitive advanced manufacturing sector. ‘Creative destruction’ was a term popularised by 20th Century economist Joseph Schumpeter to describe what he said was the “process of industrial mutation that incessantly revolutionises” and improves manufacturing. It fits Geelong perfectly: a legend of industrial adaptability.

For the GMC organisation itself, the 2021-2022 financial year had its elements of creative destruction. We adapted significantly following the impacts of COVID and the end of a \$1 million Federal Government contract in 2020. GMC returned with a vengeance to our core mission, and in response, membership support was unprecedented.

While the actual net result was a \$4827.66 loss, the GMC’s underlying result was a surplus of approximately \$105,000. We made a one-off reconciliation payment of \$109,543 to the Advanced Fibre Cluster Geelong (AFCG) to bring about the de-merger of the two entities in January 2022, following the completion and delivery of the Victorian Government seed funding.

GMC was proud to support the AFCG, initially in establishing the cluster, and lately with services including an executive search and recruitment of an experienced manager, David Buchanan, in April.

Huge thanks are due to GMC’s Chair, Lyn George, and Program Manager, Leanne Nelson, for enormous support in helping to sail the GMC ship safely throughout the entire year. A special acknowledgement also to new major sponsor in 2021-2022, IXL Group, a company that has endured the many twists and turns that manufacturing in Australia and Geelong has taken

over the years and emerges victorious always. IXL Group is a proud Australian-owned company, based in Geelong for over 160 years.

Our continuing major sponsors, Deakin University, The Gordon and Viva Energy, demonstrated their commitment to the manufacturing ecosystem – and all increased their support for GMC. All three organisations are significant employers in Geelong and fundamental in various ways to the region’s manufacturing success.

We hosted 25 events throughout 2021-2022 including six GMC Connect bi-monthly member meetings and three invitation-only major and industry sponsors’ events.

Many of the region’s manufacturing leaders were part of GMC’s Technology and Innovation Summit in April 2022. The day’s success was made possible through the generosity of event major sponsors, the City of Greater Geelong, Deakin University / IMCRC, PPK Group, and Viva Energy, and our event supporting sponsors, KPMG, and Deakin University’s Applied Artificial Intelligence Institute (A2I2). In the following pages, we share GMC’s achievements during the year, including reflections from the Summit.

In the coming year, we will be delivering on our refreshed strategic focus on core GMC values. Members are telling us what they need and want from their organisation: we will be stepping up high level networking, knowledge sharing, advocacy on workforce and other issues, business opportunity sharing, and will again deliver our remarkable training program.

Next year is GMC’s 25th Anniversary year: a chance to celebrate this region’s world-class manufacturing capabilities, our innovation that “incessantly revolutionises”, and our close-knit and globally competitive ecosystem. It has been a privilege getting to know so many of you over recent months and I hope to see more of you and your colleagues at events and meetings throughout 2023.

**Jennifer Conley**



## Member networking

We hosted 25 events in the year, including 6 bi-monthly GMC Connect meetings, 3 CEO invitation-only events, a new member lunch, major projects briefings, and women in manufacturing networking.

## GMC Technology and Innovation Summit

In April, a total of 30 speakers, drawing on deep industry experience, shared lessons learned and a positive view of the future for Geelong manufacturing.

## Strategy refresh

Aligning GMC to the organisation's core values, we renewed our focus on critical knowledge sharing, networking and advocacy for manufacturers in Geelong and the region, who deliver \$1.2 billion of added value to the local economy.

## Advocacy

We ramped up our representations to Government during the year, delivering on member challenges. In June, we also launched the GMC Manufacturing Insights Project, with Deakin support, to understand issues and opportunities.

## Leadership for Manufacturing Excellence

18 participants began our 2022 Leadership program in June. GMC has proudly taken more than 100 emerging leaders through strategically significant projects, building their confidence while delivering value for their organisations.

## Future Workforce

Year 9 and 10 Geelong students took part in our future workforce development program. Geelong Future Leaders of Industry, Girls Leading Advanced Manufacturing and our new Vocational Education program hosted 35 students through 33 industry tours.







**Lyn George, OAM**  
**GMC Chair**  
**Corporate Director**  
**and Co-owner of Austeng**

Lyn graduated from the University of Melbourne with an Arts/Law (hons) degree. After initially working as a lawyer, since 1995 Lyn has worked at Austeng in a managerial role. In the last few years her focus has been on business strategy and vision, as Austeng has transitioned from reliance on traditional sectors such as automotive to clean tech and advanced manufacturing. They work with many start ups and universities to assist in commercialising innovative technologies. Austeng has been inducted into the Victorian Manufacturing Hall of Fame in recognition of its outstanding reputation and track record in the industry and is the recipient of the 2014 and 2016 R&D/Innovation Award for Engineers Australia (Vic). In addition to her current role at Austeng and Chair of the GMC she is also:

- Director of the Advanced Fibre Cluster Geelong
- Member Geelong UNESCO City of Design Working Group
- Advisor to numerous early stage start-up companies
- Former director of Geelong Chamber of Commerce



**Thys Heyns**  
**GMC Deputy Chair**  
**Director/Consultant**

Thys Heyns has 35 years' experience in the oil and gas industry, most recently with Viva Energy as Chief Operating Officer. Prior to joining Viva Energy in February 2015, Thys was with BP for 28 years in an international career across four continents that covered Supply Chain, Oil Trading and Refining. Thys is an experienced Refining executive with recent roles including General Manager of the 120 kb/d Viva Energy Geelong Refinery, the 400kb/d BP Rotterdam Refinery and the 140kb/d BP Kwinana Refinery in Western Australia. Prior to that, Thys was the Commercial General Manager for BP's global refining portfolio. Thys' academic qualifications include a Bachelor of Commerce (Hons) in Accounting and Economics as well as a Master in Business Administration. In addition, he has attended executive education programs at Stanford University, Cambridge University and Massachusetts Institute of Technology (MIT).



**Jamie Baensch**  
**General Manager**  
**of Air Radiators**

Jamie is an experienced and successful General Manager and Professional Engineer, having run product design and vertically integrated manufacturing companies in Australia, China and Thailand. He has core competencies in strategic planning, business management, product development, project management and lean manufacturing operations. Jamie started his career at Marand as a graduate engineer, then moved to Ford as a chassis and driveline engineer. In 1994 he joined Air International where he progressed into executive management roles. In 2006 he left the automotive industry and worked as a Business Advisor for the Federal Government program Enterprise Connect. Then in 2008 he returned to Marand and in 2010 joined Air Radiators as General Manager.

In addition to his working role Jamie is:

- Advisory Councillor to both the Victorian and National Councils for the Ai Group
- Advisory Board Member, School of Engineering, Deakin University
- Advisory Board Member, Institute for Intelligent Systems Research and Innovation (IISRI), Deakin University



**Tuba Kocaturk**  
 (appointed August 19, 2021)  
**Professor of Integral Design**  
**at Deakin University School**  
**of Architecture and Built**  
**Environment**

Tuba Kocaturk is the founding director of MInD (Mediated Intelligence in Design) Lab; a trans-disciplinary and practice-based research group that operates at the intersection of Built Environment, Information Technology and Design Innovation. The lab collaborates closely with design, construction, health, advanced manufacturing, art & culture, and technology sectors. As an architect, educator and international research leader, her work is predominantly practice-based and advocates the use of "design thinking" and "system thinking" as a methodology for knowledge production and as a strategy for cross-sector innovation. Tuba is the co-founder of the European Network of Transdisciplinary Design. Her work led to her receiving one of the first Design Foundations grant, introduced by the UK government through Innovate UK, aimed at helping businesses engage with wider stakeholders through human-centred research to identify high-value innovation opportunities and generate more innovative products, services and business models. She has initiated a similar approach through Deakin University's International Design and Innovation Platform, DesignMind, which connects industry with design-led research.

Tuba is currently collaborating with the City of Greater Geelong for the development of the city's future agenda as a UNESCO City of Design.



**Robert Backwell**  
 (appointed November 4, 2021)  
**Company Director**

Rob Backwell is a director of the IXL Group of companies, including Backwell IXL and IXL Metal Castings. IXL has been making things in Geelong since 1858, and today its Geelong manufacturing activity includes domestic appliances, metal stamping and a foundry. The Group's domestic appliance marketing and distribution business, IXL Home, sells IXL, Cannon and iRobot appliances throughout Australia and New Zealand. Rob was previously an Executive Director of Macquarie Group, where he had an 18 year career in investment banking and private equity investment. He holds degrees in Commerce and Law from the University of Melbourne, and an MBA from the University of Chicago.



**Gregory Hughes**  
 (appointed November 4, 2021)  
**CEO of Farm Foods**

Greg Hughes is a driven executive with an excellent commercial skill set. He has successfully managed ASX listed companies, private equity backed organisations as well as family owned enterprises. He has held executive level positions for the last 15 years with major companies including Mars Incorporated, Sakata Rice Snacks, Dymocks group and A2 milk. He has lived and worked in Australia, SE Asia and the USA.

Greg is currently the CEO of Farm Foods here in Geelong and is a non executive Director of Kikada Lane Dental group, ACMK Investments Pty Ltd and Gateways Support Services a major NDIS service provider in Geelong. Greg has served as both Chair and head of Finance on a number of private school boards before relocating to the Bellarine in mid 2018. Greg has a strong passion for building great cultures, enterprise value and success.

Greg has a diploma of teaching from Australian Catholic University (ACU)





## JULY TO SEPTEMBER 2021

### Resetting our resilience

The first quarter of the 2021-2022 financial year continued the roller coaster that was Covid. GMC's Women in Manufacturing Network was fortunate to find a brief window to host an in-person event for men and women: "The Resilience Reset". Resilience had become a key theme and the workshop provided an opportunity for attendees from 11 organisations to take time out, assess their personal energy levels and reset, in order to perform at their best. Feedback was hugely positive. We reverted to online events in August and September including: GMC's Major Projects Briefing, featuring updates from Millie Keating from Hanwha Defense Australia, Bryan Palmer from Hansen Yuncken, Peter McCracken and Andy Balmain from ICN Victoria, and GMC's Kevin Foard; and our bi-monthly member event with Barwon Water's Shaun Cummings, and Air Radiators' Jamie Baensch, and Helen Craven.

Our CEO Connect program, which had included sessions with Brian Cooke, former Geelong Cats CEO, Fi Mercer of Governance Evaluator, and Philippa Bakes, founding President of RICE, provided an excellent forum to share insights, experiences and opinions for twelve of our region's manufacturing leaders. The program wrapped up with a final online session on Circular Economy, hosted by interim CEO, David Sykes.



### Welcoming our new CEO

In September, the Board of Directors welcomed the GMC's new CEO, Jennifer Conley. The Board chose Jennifer for her experience in building collaboration in complex settings, her skills in facilitating business and sector opportunities, delivering for member-based organisations, and her experience in advocating to create a positive environment for manufacturing. "Jenn's inspired ability to encourage collaboration and innovation across traditional industry boundaries and her skill as a communicator and advocate meant she was the best person to lead the GMC. We look forward to a new era for manufacturers as they navigate the challenges and access the opportunities of the future with her visionary guidance," GMC Chair, Lyn George OAM, said.



December 5 GMC Connect event with special guest speakers, the Hon. Richard Marles, and CSIRO Chief Scientist, Bronwyn Fox, pictured here with GMC Chair, Lyn George OAM, and Board member, FarmFoods' Greg Hughes.

## OCTOBER TO DECEMBER 2021

### New Board members appointed

As we double-vaxxed and our world gradually opened, GMC invited a small group of key sponsors and stakeholders to a high-level networking event and announced the appointment of three new directors to the GMC Board. The new members are: Deakin University Professor Tuba Kocaturk, Director of IXL Group, Rob Backwell, and Farm Foods' CEO, Greg Hughes. They joined GMC Chair, Lyn George, Deputy Chair, Thys Heyns and General Manager of Air Radiators, Jamie Baensch.

We co-hosted an online panel discussion, with the Advanced Fibre Cluster Geelong and DMTC Ltd, highlighting the importance of new materials in defence applications, and our members took away prizes at the Geelong Business Excellence Awards 2021.

The 2021 AGM featured budding entrepreneurs, Ryan Veale and Rhys Bischof, with an update on their agricultural and environmental sensing solution, Strut, awarded funding through the Cleantech Innovations Geelong, a 6-year program co-sponsored by the Geelong Manufacturing Council and the City of Greater Geelong, with Victorian Government support. In December, we hosted a broad member event with then Member for Corio, now Deputy Prime Minister, the Hon Richard Marles MP, together with CSIRO Chief Scientist, Professor Bronwyn Fox, on the critical importance of science for industry development. The year ended with a Teacher Immersion tour for The Gordon through member facilities.



### Hanlon's wins GMC sponsored award

Family-owned business Hanlon Industries won the GMC sponsored Geelong Business Excellence Award for Advanced Manufacturing in 2021. "Geelong is such an important part of our business," says Elly Hanlon, one of three siblings, along with Tom and Hugh, who have taken over the business started by their parents, Paul and Theresa. The fast-growing company employs more than 150 people and owns four facilities across Australia. Hanlons is one of Australia's largest digital and static billboard manufacturers, and manages infrastructure projects. Another GMC member, FormFlow, took out the 2021 Innovation award at the event. FormFlow's world-first technology allows corrugated sheets to be bent at right angles, dispensing with the need for seams in wall and roofing joins. The company also designs solutions to address housing affordability, accessibility and sustainability.





Senator Sarah Henderson (centre) and Tim Pickford (far right) with GMC Board members at the GMC Connect event on March 8.

## JANUARY TO MARCH 2022

### Building industry links with South Korea

GMC face-to-face events had been interrupted by Omicron in the New Year, but by early March we were able to welcome more than 60 members to our first GMC Connect event for 2022, featuring Hanwha Defense Australia (HDA) Director Strategy, Tim Pickford, together with Senator Sarah Henderson. HDA announced in February that the site of its new Australian Armoured Vehicle Centre of Excellence would be on a 20-hectare site at Avalon Airport. Part of the South Korean conglomerate, Hanwha Corporation, HDA will build Land 8116, a \$1 billion Australian Government project, at the new facility. The global opportunity for current and emerging defence industry suppliers and other Geelong manufacturers was again on the radar when we hosted a delegation from the City of Changwon in late March.

The visit followed the signing of a Memorandum of Understanding (MOU) between the City of Greater Geelong and Changwon City.



The Changwon City delegation, led by Mayor of South Korea's Changwon City, Mr Huh Sungmoo, with the GMC.



GMC's Program and Engagement Manager, Leanne Nelson

### Women in Manufacturing

Our Women in Manufacturing Network hosted its annual International Women's Day event in March, with the theme "Equality & Inclusion for a Sustainable Future". Fifty attendees enjoyed networking and an insightful panel discussion featuring Emily Rahles-Rahbula of Barwon Water, Vanessa Kearney of Viva Energy and Vicki Tutungi of Capricorn Power, on how diversity and inclusion are supporting organisational goals to reduce emissions and improve sustainability.



Year 9 and 10 Geelong students at the Launch of GMC's future workforce development program in June.

## APRIL TO JUNE 2022

### Inspiring our future workforce

With support from Skilling the Bay, GMC works with members to showcase manufacturing careers to our talented future workforce. We launched the Geelong Future Leaders of Industry (GFLI) programs, including our Girls Leading Advanced Manufacturing (GLAM) in June 2022 with 35 students from 8 Geelong schools. This year we added a vocational education stream and welcomed experienced careers educator, Jenny Cave. The schools program shows students the variety of engineering, science and trade roles that are available, and advocates to attract more girls into science, technology, engineering and mathematics (STEM) study streams.

#### What the students are saying:

"We had the opportunity to talk to leaders in the industry and I even managed to participate in work experience over the holidays which was another incredible experience. I highly recommend this program. You learn so much and its super fun."

#### What our members are saying:

"As manufacturers, we must get better at promoting ourselves and attracting the best talent - and this is just what GFLI does for Geelong."

#### What parents are saying:

"Each time [my daughter] comes home, she amazes me with what she has learned and the passion she shows for this field. I don't know too many 15- or 16-year-olds who know the direction they want their future to take. The drive and passion she now has [for a future STEM-related career] is due to what she has experienced on this program."



### Skills for emerging manufacturers

Next level skills and knowledge-sharing among peers are major benefits from the GMC's unique Leadership for Manufacturing Excellence (LfME) program. Through workshops and mentoring over eight months, the tailored program gives emerging manufacturers the tools to succeed in today's environment while delivering an average return on investment to participating organisations of more than \$500,000 per annum. The LfME program brings together the key themes of innovation, lean, organisational change, and leadership through coaching, workshops, and in-house improvement projects of strategic significance. Benefits achieved by participating organisations were \$6.5m in 2019 and \$8.4m in 2020. In June 2022, 18 participants joined the program, starting their leadership journeys and initiating a range of innovative workplace improvement projects. To date more than 200 individuals have graduated from GMC training.





Innovation Ecosystems session above, chaired by Iain Martin, with: Murray Height, HeiQ; Ale Sutti, IFM; David Doral, Quickstep; Matt Dingle, FormFlow; Vicki Tutungi, Capricorn Power.

## Leading minds joined GMC for our Technology and Innovation Summit

Featuring industry experts, top investors and entrepreneurs in thought-provoking discussions, the 2022 GMC Technology and Innovation Summit shone a spotlight on the world of opportunity open to manufacturers. We shared insights on the global energy transition, technology development challenges and opportunities, and building sovereign manufacturing capability across a full day of panel discussions and one-on-one conversations.

Themes included:

- New technology opportunities as part of large-scale energy transformation towards global net zero.
- Innovation ecosystems: creating the collaborations. What does it take to bridge the divide, to align interests between industry and the research sector?
- Enabling technologies: activating new process technologies such as Artificial Intelligence to drive Australian manufacturing competitiveness.

- Getting technology and innovation to market: the big opportunities and navigating the early stages. Opportunities to attract investment and set up structures to ensure successful growth.
- Manufacturing growth success stories and lessons from companies walking the walk.

Presented by the Geelong Manufacturing Council, the all-day event included some of Australia's leading minds on the global opportunities and challenges in manufacturing, and attracted more

than 100 industry leaders, investors and innovators to the GMHBA Stadium. The program included a focus on the biggest technology challenge of our lifetime – the clean energy transformation – and what it will take locally, nationally and globally to reach net zero emissions. In a world emerging from international supply chain disruption of a scale not seen since wartime, the Summit also underscored the importance of having strong, flexible and domestically-controlled manufacturing capability. More than 30 Geelong and regional

manufacturing sessions chairs and panellists included Carbon Revolution CEO, **Jake Dingle**, HeiQ Australia CEO, **Murray Height**, UMS CEO, **Peter Meikle**, Marand CEO, **Rohan Stocker**, Viva Energy Chair, **Robert Hill**, Viva's Chief business development and sustainability officer, **Lachlan Pfeiffer**, Quickstep CEO, **Mark Burgess**, FormFlow CEO **Matt Dingle**, Flaim's CTO, **James Mullins**, Li-S Energy CEO **Lee Finniear**, **Nick Jacometti** of Boomaroo Nurseries, and **Roxie Bennett**, from global innovation company, Scale Facilitation..





GMC Chair, Lyn George.



Matt Fletcher, KPMG; Ben Gust, Virescent Ventures; Lyn George; James Mullins, FLAIM; Kate Cornick, LaunchVic; Richard Farkashazy, Hanwha.



Peter Meikle, UMS.



Thys Heyns; Iain Martin.



Simon Dawson, IMCRC; Jake Dingle, Carbon Revolution.



Luke Thackeray, Scale Facilitation; Deakin Vice Chancellor, Iain Martin



Summit Expo.



Geelong Mayor  
Trent Sullivan.



Genevieve Reid, Deakin University.



Rohan Stocker, Marand; Lee Finnear, Li-S Energy; Mark Burgess, Quickstep; Nick Jacometti, Boomaroo



Raj Vasa, A2I2.



Robert Hill, Viva Energy.



Lisa Pitre, RDV.



Lachlan Pfeiffer, Viva Energy; Paul Ebert, Worley.



Ross George, Austeng.



Dawn Li, Dow; Matthew Drake, Innovative Window Solutions.





#### Deakin University

Achieve your business goals with a Deakin partnership. Whatever the size of your organisation, Deakin can help you grow your ideas from concept to reality. Tap into the best and brightest minds from their faculties, institutes and research centres. Access industrial scale facilities and co-location opportunities, as well as their world-class, impact-driven research. In partnering with Deakin, you'll gain a collaborator who is open and flexible to your needs, understands your goals, and shares your ambition. With proven success in tailoring practical interventions and launching scalable commercial applications, they're consistently delivering transformational solutions to local and global challenges.

Deakin University | [www.deakin.edu.au](http://www.deakin.edu.au) | 5227 2673



#### Hanwha Defense Australia

Hanwha Defense Australia's comprehensive portfolio of capabilities and reachback into the larger Hanwha allow them to seek opportunities in every defence domain in Australia. Currently HDA is developing opportunities in a suite of military domains and is working to create an extensive manufacturing and sustainment facility in Geelong which will also include an R&D capability and become the hub for Hanwha's local activities. Hanwha has engaged with over 400 Australian companies to create the industrial base and supply chains to support their activities in Australia. The company is committed to building a sovereign and self-reliant defence industrial base in Australia.

Millie Keating | [www.hanwhadefense-intl.com/Australia/main](http://www.hanwhadefense-intl.com/Australia/main) | 0408 073 064



#### IXL

IXL Group is a proud Australian owned company, based in Geelong for over 160 years. The company has extensive manufacturing, exporting and distribution capabilities across a range of industries and sectors including automotive, mining, retail and solar. IXL Manufacturing's integrated design and assembly solution allows for product design, prototyping, tooling, testing to lean manufacturing principles. IXL Metal Castings makes and supplies high integrity ferrous castings to customer specifications. Cast Iron, cast steel and alloys in most sizes in volumes of 1 to 1000 are available as a raw casting through to painted, machined and ready to assemble.

Adam Dellar (Backwell IXL) Sean Boswell (IXL Metal Castings)  
[www.ixl.com.au](http://www.ixl.com.au) | 5225 2222



#### The Gordon

The Gordon is an icon in Geelong and has solid strategies, priorities and directions to continue its proud tradition and history of great success. The Gordon is committed to supporting and collaborating with industry to effect positive change from an economic and community perspective. The Gordon's network of resources includes the Geelong Tech School, the Skills and Jobs Centre, and Skilling the Bay. They partner with schools, industry and community groups to deliver programs to help raise education levels, increase workforce participation, find solutions to emerging issues and prepare workers for new industries.

Jana Perera | [www.thegordon.edu.au](http://www.thegordon.edu.au) | 1300 8514 28



#### Viva Energy Australia

Viva Energy Australia make, import, blend and deliver fuels, lubricants, solvents and bitumen through extensive national and international supply chains. The Australian economy relies on the products they supply, their experience in operating supply chains safely and reliably, and their commitment to helping Australian motorists, businesses and industries. Viva Energy are proudly Australian, extremely proud of their history and excited to be an important part of Australia's future. The Geelong refinery has been an important part of Geelong for more than 65 years and is committed to supporting the local community in Geelong as a major employer and building strong community relationships and making a positive difference.

Dale Cooper | [www.vivaenergy.com.au](http://www.vivaenergy.com.au) | 13 16 18





#### AKD Softwoods

AKD is Australia's largest softwood sawmilling business with plantations and more than 1000 employees in locations across regional East Coast Australia. AKD's products are used in a wide range of applications including in the housing, outdoor, renovations, garden and landscaping, and agricultural markets.

David McGinness | [www.akd.com.au](http://www.akd.com.au) | 5231 9100



#### City of Greater Geelong

City of Greater Geelong support local business and promote investment opportunities to drive economic growth in Greater Geelong, through a range of activities and supports such as promoting greater geelong business and industry capabilities and delivering programs and events to grow, diversify and upskill Geelong's labour force.

Tennille Bradley-Ow | [www.geelongaustralia.com.au/business](http://www.geelongaustralia.com.au/business) | 5272 5272



#### gforce Employment Solutions

gforce is a for-purpose community organisation that makes a difference in the lives of people and communities. They are a full-service employment and recruitment organisation that seeks to assist all jobseekers, participants and employers. gforce have served the community for almost 40 years.

Keith Baillie | [www.gforce.org.au](http://www.gforce.org.au) | 5229 9144



#### Godfrey Hirst

Godfrey Hirst is committed to designing, manufacturing and supplying high quality floor coverings that contribute to a more beautiful, comfortable and sustainable world. Godfrey Hirst carpets and hard flooring products set the safe, comfortable and beautiful interior foundation for Australian homes.

Jane Fletcher | [www.godfreyhirst.com](http://www.godfreyhirst.com) | 1300 444 778



#### Incitec Pivot

Incitec Pivot plays a leading role in the manufacture and supply of fertiliser to farmers in Australia's eastern and southern States. Incitec Pivot Limited contributes to the production of the infrastructure, food, clothing, shelter and energy people need every day through its product and service delivery to the mining and agriculture industries.

Shane Hase | [www.incitecpivot.com.au](http://www.incitecpivot.com.au) | 1800 009 832



#### MAB

For more than 26 years, MAB has delivered exceptional developments from grass roots communities, inspired city skylines to thriving commercial and industrial projects. With an unrivalled ability to deliver on complex planning outcomes for major projects and an established track record of creating outstanding public places, MAB are committed to producing quality developments.

Matthew Planner | [www.mab.com.au](http://www.mab.com.au) | 8681 2222



#### Ports Victoria

Ports Victoria (VRCA) manages commercial navigation in the port waters of Geelong and Hastings and is responsible for the safe and efficient movement of shipping in port waters, providing direction and control of the movement of ships, and maintaining shipping channels and navigation aids.

Stuart Christie | [www.vrca.vic.gov.au](http://www.vrca.vic.gov.au) | 5225 3500

## Geelong Manufacturing Council

### Advancing Regional Industry

#### Air Radiators

A world-class business committed to the design and manufacture of innovative heat transfer and air movement solutions in partnership with their customers.

Jamie Baensch  
<https://www.airradiators.com/>  
5275 6644

#### ANDRITZ

Process technologies, equipment, plants, and systems – With its technologies and service solutions, ANDRITZ is the world leader in all major business areas.

Matthew Letizia  
<https://www.andritz.com/>  
5223 7035

#### ANZ

Whether your business is big or small, global or local, ANZ's business bankers can help. They'll get to know you and your business and offer smart, personalised banking solutions.

Paul Cunningham  
<https://www.anz.com.au/>  
13 13 14

#### Austeng

A boutique engineering firm that specialises in the design, engineering, development and building of customised electromechanical machinery and systems.

Lyn George  
<https://austeng.net.au/>  
5278 2044

#### Barrett Burston

Servicing the Australian malting industry since 1860, Barrett Burston Malting's passion for producing high-quality malt is rooted in tradition, dedication and innovation.

Paul Malone  
<https://bbmalt.com.au/>  
9425 2300

#### Bartletts

A leading provider of sustainable environmental management services in Victoria, using innovative and environmentally sustainable solutions.

Darren Bartlett  
<https://bartlettsenvironmental.com.au/>  
5248 7955

#### Barwon Water

Supports regional prosperity by providing excellence in water, sewerage and recycled water services to their customers and the community.

Shaun Cumming  
<https://www.barwonwater.vic.gov.au/>  
1300 656 007

#### Bendigo Telco

A regional B2B telecommunications provider of voice, data and cloud solutions for government organisations and private business.

Jane Jackson  
<https://www.bendigotelco.com.au/>  
1300 228 123

#### Boomaroo Nurseries

One of Australia's largest vegetable seedling and greenlife suppliers, with quality, value and the interests of their customers at the heart of their business.

Nick Jacometti  
<http://www.boomaroo.com/>  
5282 2199

#### Boral

Invests in driving innovation, new product development and understanding to understand and support where the building markets of tomorrow are headed.

<https://www.boral.com.au/>  
1300 650 564

#### Cobram Estate Olives

The market leader in the Australian olive industry and a global leader in sustainable olive farming with operations in Australia and the USA and a portfolio of premium brands.

Nick Stahl  
<https://www.cobramestateolives.com.au>  
5272 9500

#### Carbon Revolution

A global technology company and tier one OEM supplier, which has successfully innovated, commercialised and industrialised the supply of lightweight carbon fibre wheels to the global automotive industry.

Jake Dingle  
<http://www.carbonrev.com/>

#### CMTP

Makes Australia's most trusted custom pallets, cases and crates. At CMTP, no job is too big. Their custom-made solutions offer reliability and durability for any packaging situation.

Travis Mead  
<https://www.cmtp.com.au/>  
1300 932 896

#### Committee for Geelong

Providing strategic leadership, advocacy and influence to leverage the economic and social prosperity of our city-region.

Jennifer Cromarty  
[www.committeeforgeelong.com.au/](http://www.committeeforgeelong.com.au/)  
5223 1115

#### Coulter Legal

Control today. Create tomorrow. Coulter Legal builds insightful legal partnerships to help you meet the challenges of today while planning for tomorrow.

Alicia Carroll  
<http://www.crl.com.au/>  
5273 5273



CSIRO

For over nearly a century, CSIRO have been improving the lives of people everywhere with their science. CSIRO solves the greatest challenges through innovative science and technology.

Dr Marcus Zipper  
<https://www.csiro.au/>  
1300 363 400

Direct Recruitment

Has provided highly successful recruitment services to the Geelong community for more than 20 years.

Simon Heffernan  
<https://directrecruitmentgeelong.com.au/>  
5221 3880

Douglas Partners

An Australian employee-owned professional engineering consulting firm, specialising in Geotechnics, Environment, Groundwater, Rock Mechanics, Geophysics and Earthworks.

Arthur Rowling  
<https://www.douglaspartners.com.au/>  
5221 0711

Dow Chemical

A materials science leader committed to delivering innovative and sustainable solutions for customers in packaging, infrastructure and consumer care.

Dawn Li  
<https://www.dow.com/en-us>  
1300 360 732

Farm Foods Australia

Farm Foods Australia is a Geelong based, 100% Australian family-owned food manufacturer. It has grown to become one of Australia’s leading meat and plant-based manufacturers and co-packers.

Greg Hughes  
<https://www.farmfoods.com.au/>  
5298 3660

Findex

Through startup, expansion and continued growth, Findex supports small and medium enterprises of all shapes throughout Australia.

Adam Murray  
[www.findex.com.au/](http://www.findex.com.au/)  
5224 7700

FLAIM

Intersecting technology and science to safely and cost-effectively replicate the stress and uncertainty of real-world emergency situations, Flaim Systems delivers better training with less effort, disruption and cost with improved effectiveness.

James Mullins  
<https://www.flaimsystems.com/>  
8657 3350

Form Flow

FormFlow brings great ideas to life. They provide affordable, high quality housing solutions, building products and more.

Matthew Dingle  
<https://formflow.net.au/>  
0447 003 126

FPA

When you partner with FPA Patent Attorneys, you gain access to Australia’s most experienced patent attorneys, and some of the finest legal minds in your industry.

Tracey Hendy  
<https://www.fpapatents.com/>  
8662 7357

Geelong Galvanizing

As innovators in high quality, corrosion resistant steel finishes, Geelong Galvanizing is the only Galvanizer in Victoria to offer painted steel finishes and Duplex coatings, a paint finish over galvanized steel.

David Chaston  
<https://geelonggal.com.au/>  
5275 7555

GeelongPort

GeelongPort, Victoria’s second largest port, manages 12 million tonnes of cargo and 600 vessel visits per year. GeelongPort supports the agriculture, construction, energy and tourism sectors.

Brett Winter  
<https://geelongport.com.au/>  
1800 979 717

Geelong Trades Hall

Supporting workers and their unions for over 100 years.

Anthony Anderson  
5223 1115

genU

genU offers practical, high-quality business services for a wide range of organisations. Plus, you’ll be doing a world of good by helping kick-start the careers of people living with a disability.

<https://www.genu.org.au/>  
1300 558 368

GHD

GHD is a global network of multi-disciplinary professionals providing clients with integrated solutions through engineering, environmental, design and construction expertise.

Peter Meyer  
<https://www.ghd.com/en-au/index.aspx>  
5273 1800

GT Recycling

GT Recycling is a provider of environmentally sustainable recycling solutions for both small and large businesses, councils and government departments.

Trevor McLean  
<https://gtrecycling.com.au/>  
5248 0473

Hanlon Industries

Specialists in steel fabrication, maintenance, labour hire, commercial building and everything construction in many industries across Australia.

Tom Hanlon  
<https://www.hanlonindustries.com.au/>  
1300 20 22 80

Head Start Barwon

Head Start is the School-Based Apprenticeships and Traineeships (SBATs) program that supports secondary school students to succeed while they study and work towards a career.

Jonathon Simpkin  
<https://www.vic.gov.au/head-start-apprenticeships-and-traineeships>  
1800 338 663

Hoare Bros

Hoare Bros is ideal to contact for mining, earthwork and earthmoving services plus plant and equipment hire throughout Australia.

Deryck Gall  
<https://www.hoarebros.com.au/>  
5221 2100

HR4 Businesses

HR4Business is a HR Consultancy providing quality outsourced HR services for small to medium businesses. Professional. Practical. Proactive.

Sue Kelly  
<https://www.hr4business.com.au/>  
5222 6695

ICN

ICN is a network of experienced industry procurement and supply chain specialists who introduce businesses large and small to projects large and small across Australia and New Zealand.

Peter McCracken  
<https://www.icn.org.au/>  
9864 6700

Infra Build

InfraBuild recycle, manufacture and distribute steel long products. They are Australia’s only fully vertically-integrated steel manufacturer spanning scrap metal recycling, steel manufacturing and downstream distribution.

Phil Mathews  
<https://www.infrabuild.com/en-au/wire-manufacturing/>

Innovative Window Solutions

Innovative Window Solutions is well-known for providing functional, aesthetic, high-end architecturally designed residential aluminium doors and windows and commercial framing solutions, tailored to suit each clients’ specific requirements.

Matthew Drake  
<https://www.innovativewindowsolutions.com.au/>  
5278 7655

Jacaranda Industries

Jacaranda supplies and installs commercial joinery, solid surfaces and acoustic solutions, that range from bespoke, multilevel apartment works, lavish foyers and complex wall and ceiling panelling.

Rita Koritsas  
<https://www.jacarandaindustries.com/>  
5240 4600

JR Laser

JR Laser Cutting is Geelong’s premier laser cutting service company for over 20 years. With state-of-the-art laser cutting machines, their exceptional cut quality and turnaround times are among the best in the industry.

Trevor Arklay  
<https://www.jrlaser.com/>  
5278 3233

KPMG

KPMG are a global network of professional firms providing a full range of services to organisations across a wide range of industries, government, and not-for-profit sectors.

Alun Needham  
<https://home.kpmg/au/en/home.html>  
0411 110 953

Mainfreight

As a global logistics provider, Mainfreight offers managed warehousing, domestic and cross-border transport and international freight forwarding.

David Carswell  
<https://www.mainfreight.com/>  
8514 5214

Malteurop

Malteurop is a community of malt experts with close ties to the farming world and a long-term supplier to the key brewers of the Asia Pacific region.

Jeremy Thiblet  
<https://www.malteurop.com/en/>  
5277 1950

Marand

Marand Precision Engineering is a global supplier of precision engineered solutions to a range of industries, including aerospace, defence, rail, automotive, mining and energy.

Rohan Stocker  
<https://www.marand.com.au/>  
8552 0600

McHugh and Eastwood

McHugh and Eastwood are a 100% Australian owned logistics and freight company providing customers with professional, efficient and value for money services that are customised to match their needs and priorities.

Andrew Bakker  
<https://mcheast.com.au/>  
5278 6800

Moore Australia

Moore Australia is a network of independent firms who provide audit, accounting, tax and business advisory services.

Ryan Leemon  
<https://www.moore-australia.com.au>  
5215 6800

Programmed

A leading provider of Staffing, Facility Management, Maintenance and Care services, employing more than 30,000 people every year across a broad range of industries and partnering with more than 10,000 customers, small and large.

Matthew Neate  
<https://programmed.com.au/>  
5247 6900

QA Electrical

QA Electrical is one of Australia’s most trusted contracting companies, specialising in electrical, data and engineering services for commercial and industrial clients.

Adam Keilar  
<https://qaelectrical.com.au/>  
5278 7777

Quantem

Quantem is the leading independent provider of bulk liquid storage terminals across Australia & New Zealand.

Jessica Norris  
<https://quantem.com.au/terminal-locations-geelong/>  
0432 27 465

Quickstep

Quickstep is a leading composite component manufacturer, ready to support your composite needs, with our advanced composite solutions capabilities.

Krishna Oruganti  
<https://www.quickstep.com.au/>  
9774 0300

Rendine Constructions

Where others see the impossible, Rendine makes the impossible possible. Such is Rendine’s reputation as a progressive, leading edge construction company with unparalleled vision.

Michael Thornton  
<https://www.rendine.com.au/>  
5248 2542



RPC Technologies

RPC Group of Companies is a global leader in the design, engineering and manufacturing of glass reinforced composite (GRP) solutions.  
Darren Bishop  
<https://www.rpctechnologies.com/>  
5273 2700

Rydges Geelong

With 138 spacious guest rooms, apartments and luxury suites, pool area and spa, Rydges Geelong offers modern accommodation and conference facilities within one of Australia’s most popular cities.  
Kim McIntyre  
<https://www.rydges.com/>  
5223 6200

Scale Facilitation

Scale Facilitation removes the barriers to commercialization and facilitates innovators with the right strategic partners who will adopt, and truly scale their innovations.  
James Fatone  
<https://www.scalefacilitation.com/>

Scaada Group

SCAADA Group, Australia’s most progressive and collaborative consultancy and project management firm, has been delivering best-in-class environmental and construction services to the region for over decade.  
Dale Smith  
<https://scaada.com.au/>  
1300 722 232

School of Engineering,  
Deakin University

Through partnerships with commercial industry, government, and public and private organisations, Deakin works to create sustainable solutions to the technological, social, environmental and economical problems the world faces.  
Prof David Morton  
<https://www.deakin.edu.au/engineering/industry-partnerships>  
5227 8381

SNF Australlia

A specialist in water chemistry, SNF is the world’s leading manufacturer of water-soluble polymers for treating and recycling water and wastewater.  
Russell Schroeter  
<https://www.snf.com.au>  
5275 9200

Southern Star Group  
of Companies

The Southern Star Group of Companies is a privately owned Australian business that specialises in the design, manufacture and distribution of an exclusive range of quality timber and aluminium window and door systems. The group comprises trusted brands Canterbury Timber Windows and Doors, Southern Star Aluminium Windows and Doors, Homeview Timber Windows and Doors, and Southern Star Glass and Big J Doors and Fixings.  
Paul Gray  
[www.windowsanddoors.build](http://www.windowsanddoors.build)  
5277 7200

Surdex Steel

Surdex Steel is one of Australia’s leading steel suppliers and processing companies. With Surdex you can find the steel products and processing services you need quickly, easily and locally.  
Frank Van Dyke  
<https://www.surdexsteel.com.au/>  
1300 778 335

Sykes Racing

Sykes Racing, Australia’s largest rowing boat manufacturer, builds their world-class boats at their factory in Geelong. Sykes shells are used by beginners right through to Olympic Gold Medallists.  
Mark Nothnagel  
<https://www.sykes.com.au/>  
5221 3655

Symal Group

Thriving on challenge. Offering plant hire, logistics and contracting, Symal supports construction projects across north and eastern Australia.  
Richa Koshy  
<https://symal.com.au/>  
1800 314 659

Think Fencing

Think Fencing is Australia’s biggest PVC and composite fencing supplier and manufacturing organisation. Made in Australia for Australian conditions.  
Jack Fitzgerald  
<https://thinkfencing.com.au/>  
5259 2555

Thornton Engineering

Thornton Engineering provides design and fabrication of structural steel, pressure vessels, heat exchangers, plate and piling steel products for major projects Australia wide.  
David Thornton  
<https://www.thorntoneng.com.au>  
5274 3180

UMS

UMS is focused on the design and manufacture of reconfigurable, high-fidelity motion simulators for driver, pilot and sailor training.  
Dr Peter Meikle  
<https://unimotionsim.com/>  
4246 0970

Webster Water Solutions

Webster Water Solutions to design, supply, install and service quality and competitive fluid transfer systems which exceed the expectations of our customers across multiple market sectors.  
Glen Harris  
5243 5137

Workforce Extensions

Workforce Extensions Geelong is here to provide you with the best solution for your on-hired labour, temporary or permanent recruitment needs.  
Justin Thompson  
<https://www.workforcexs.com.au/>  
1300 664 862

Worley

Worley are a worldwide team of consultants, engineers, construction workers and data scientists all with one thing in common: they love to be challenged.  
Scott Grant  
<https://www.worley.com/>  
5249 6900

Xtreme Technology

Xtreme Technology is Western Victoria’s most trusted supplier of copiers, computers and connectivity.  
Lea McBurnie  
<https://xtremetechnology.com.au/>  
5240 4200

GMIC Limited & Controlled Entities

Consolidated Statement of Comprehensive Income  
For the Year Ended 30 June 2022

	CONSOLIDATED	
	2022	2021
Note	\$	\$
Corporate Membership & Sponsorship	417,337	221,908
Project Sponsorship & Grants	279,225	1,003,701
Advanced Fibre Cluster income	33,503	243,835
Other Income	107,500	50,000
Interest received	5	79
Total income	837,570	1,519,523
Advanced Fibre Cluster expenses	(62,596)	(274,057)
Depreciation and amortisation expense	(4a) (1,913)	(5,655)
Administration expenses	(204,591)	(347,751)
Marketing expenses	(14,429)	(16,664)
Office, IT, and occupancy expenses	(297,382)	(220,523)
Project expenses	(261,487)	(1,043,314)
Total expenditure	(842,398)	(1,907,964)
Surplus from continuing operations	(4,828)	(388,441)
Other Comprehensive Income	-	-
Net Surplus (Deficit) for the year	(4,828)	(388,441)

The accompanying notes form part of these financial statements.



**GMIC Limited & Controlled Entities**
**Consolidated Statement of Comprehensive Income**  
**As at 30 June 2022**

	Note	CONSOLIDATED	
		2022	2021
		\$	\$
<b>ASSETS</b>			
<b>CURRENT ASSETS</b>			
Cash and cash equivalents	2	338,865	295,017
Trade and other receivables	3	104,928	33,643
<b>TOTAL CURRENT ASSETS</b>		<b>443,793</b>	328,660
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	4	1,040	2,663
<b>TOTAL NON-CURRENT ASSETS</b>		<b>1,040</b>	2,663
<b>TOTAL ASSETS</b>		<b>444,833</b>	<b>331,323</b>
<b>LIABILITIES</b>			
<b>CURRENT LIABILITIES</b>			
Trade and other payables	5	67,208	93,461
Provisions	6	16,921	13,487
Income in Advance	7	240,050	98,893
<b>TOTAL CURRENT LIABILITIES</b>		<b>324,179</b>	205,841
<b>TOTAL LIABILITIES</b>		<b>324,179</b>	205,841
<b>NET ASSETS</b>		<b>120,654</b>	125,482
<b>ACCUMULATED FUNDS</b>			
Retained earnings		120,654	125,482
<b>TOTAL ACCUMULATED FUNDS</b>		<b>120,654</b>	125,482

Accompanying notes that form part of these Financial Statements can be found in the full set of Financial Statements for the year ended 30 June 2022, available by request ([admin@geelongmanufacturingcouncil.com.au](mailto:admin@geelongmanufacturingcouncil.com.au))





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**W: [geelongmanufacturingcouncil.com.au](http://geelongmanufacturingcouncil.com.au)**