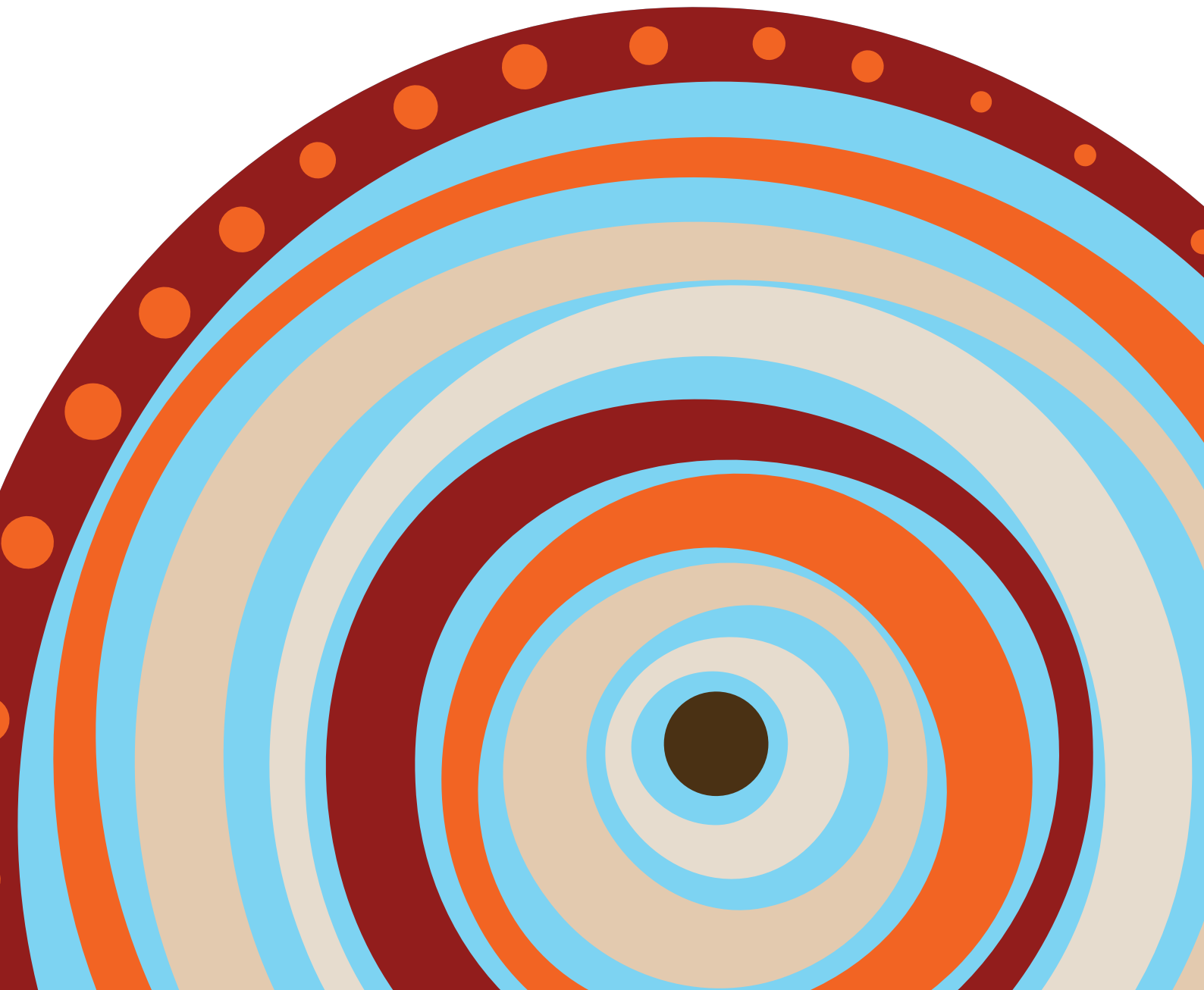




Aboriginal
Affairs

Aboriginal Business Networking Luncheon

Looking Abroad: Aboriginal and Māori Businesses
October 2023





Roadmap Artwork

The artwork was designed for the NSW Government's work with the Aboriginal business sector under Priority Reform 5. The right side of the artwork represents the business roundtable and everyone coming together in a meeting place. The pathways leading in with footprints represent our journey towards making change from the roundtable. The dots around the roundtable represent the Aboriginal stakeholders and NSW Government. The Roadmap is represented by the brown dotted pathways leading from the roundtable up to circles depicting the 3 key themes: strengthening accountability, supporting businesses, and recognising talent. The land and the waters are represented throughout the rest of the artwork. The artist, Lani Balzan, is a proud Aboriginal woman from the Wiradjuri people of the three-river tribe. One of her biggest goals and inspirations in creating her artwork is to develop a better connection to her culture and to continue to work towards reconciliation, bringing people and communities together to learn about the amazing culture we have here in Australia.



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Acknowledgement of Country

We acknowledge the Gadigal people of the Eora Nation as the custodians of the land where the Aboriginal Business Networking Luncheon was hosted. We also pay our respects to elders past and present, and celebrate the diversity of Aboriginal peoples and their ongoing cultures and connections to the lands and waters of NSW.





Introduction

As a continued commitment to the NSW-specific work on Closing the Gap Priority Reform 5, the NSW Coalition of Aboriginal Peak Organisations (CAPO) and Aboriginal Affairs NSW (AANSW) have maintained the momentum that began with extensive community consultations initiated in April 2021. The feedback was clear and consistent; there is a need for the NSW Government to amplify its support for Aboriginal businesses, starting with a deeper understanding of the challenges they face.

In response, a series of engagements were designed in the form of Aboriginal Business Roundtables. These roundtables are at the heart of the NSW Roadmap for Aboriginal Business Growth. The Roadmap process will continue to play a key role in fostering accountability around Aboriginal business growth and ensuring that the NSW Government's approach to Aboriginal economic advancement remains on track.

Discussions at business roundtables centre on strategies for addressing emerging and ongoing issues unique to Aboriginal businesses. Insights gained help to inform and influence NSW Government policy to support and grow Aboriginal businesses.

While these roundtables have been integral to the NSW Government's Closing the Gap initiative, focusing on collaboration and network building for Aboriginal employment, business growth, and economic prosperity, the recent Aboriginal Business Networking Luncheon signified a strategic shift in format. This was aimed at deepening the impact through more direct communication, knowledge sharing, and the forging of relationships — not only among Aboriginal business owners but also with Māori business owners.

The NSW Government is committed to hosting ongoing Aboriginal business roundtables to support Aboriginal economic advancement. This commitment is set out in the NSW Roadmap for Aboriginal Business Growth and the 2022-2024 NSW Implementation Plan for Closing the Gap.

Expanding Horizons: Aboriginal and Māori Businesses Coming Together

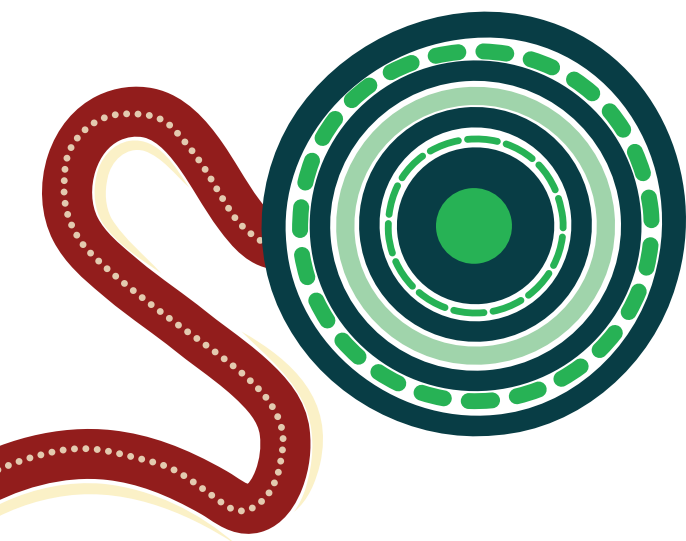
The latest event transitioned from the established roundtable discussion format to the Aboriginal Business Networking Luncheon, held at the National Centre for Indigenous Excellence (NCIE) on Gadigal land in Redfern.

The theme: 'Looking Abroad: Aboriginal and Māori Businesses', signified a broadening of horizons, encouraging Aboriginal businesses to explore opportunities beyond local and domestic markets, and fostering connections with Māori businesses.

The intent behind this cross-cultural, trans-Tasman interaction was clear - to build solid, supportive networks, encourage the sharing of knowledge and insights, and mutually explore and navigate the paths to business expansion and success in global markets.

At the core of this theme was the powerful idea of 'trans-Indigenous' trade, a reflection on the resilient histories and the potent future of Indigenous businesses. The event was curated to facilitate the flow of practical advice, with Austrade playing a key role in guiding businesses on strategies to flourish in export markets.

Also coinciding with Indigenous Business Month, its theme: 'To gather, together' appropriately reflected the importance of the event in bringing government, Aboriginal and Māori businesses and key stakeholders together to share ideas and explore new economic opportunities.



Business Luncheon Attendees

In total, there were 94 participants including 48 businesses which attended the networking luncheon.

Among this number, there were 41 Aboriginal businesses and 7 Māori businesses embodying a powerful spirit of enterprise, resilience, and a shared vision for expanding in the global marketplace.



Aboriginal Business Attendees

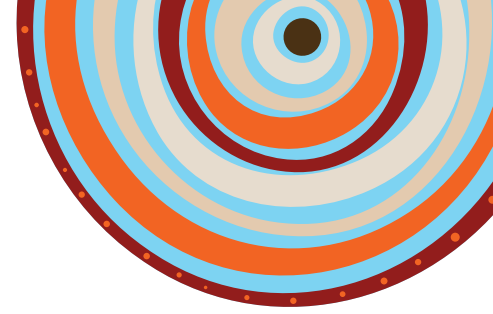
- Aboriginal Health TV
- Allpro Plumbing Solutions Pty Ltd
- Black Door Gallery
- BlackFisch
- Bullroarers
- Cooee Cookies
- Cultural Choice
- Diramu Aboriginal Dance and Didgeridoo
- Dollies Tribe
- Dreamtime Tuka
- E-Bisglobal Pty Ltd
- Gaimaragal Group
- Indigenous Technology
- Kalinda IT Pty Ltd
- Kayandel
- KIMAKA MM
- Kuntha-la Program
- Miranda Plastics
- Miwi Connections
- National Indigenous Culinary Institute
- NCB Group Pty Ltd
- Neon Marketing
- NGNU
- NSW Indigenous Chamber of Commerce Inc
- Screen Equity Partners
- StructureCorp Pty Ltd
- Two Cockatoos Cultural Consultancy
- Udouboo
- UNSW First Nations Business Society
- Umbarra Environmental Services Group
- Walangari Karntawarra
- Warranggal Dreaming
- We Care NSW
- Westbourne College Pty Ltd

- Wiradjuri Wave
- Worthwhile Ventures
- Yaala Sparkling
- Yaali Collective
- Yarpa Hub
- Yindyamarra Disability Services
- Yirigaa
- Yuku-na Glow

Māori Business Attendees

- Ectech
- First Nations Network
- Height Project Management
- No Ugly
- Tai Pari Mōhio Ltd
- Tarras Vineyards | TUKU Māori Winemakers Collective





Event Highlights and Key Takeaways

The significance of land and deep-rooted cultural ties were reverently brought to the forefront with a poignant Welcome to Country by Uncle Allan Murray from the Metropolitan Local Aboriginal Land Council.

A heartfelt resonance filled the room as a beautiful Māori response gracefully followed. Delivered in Te Reo Māori, the response rich with cultural significance embodied a profound sense of cross-cultural unity and mutual reverence.

MC Jake Duke, renowned presenter and reporter at Fox Sports Australia and proud Kamilaroi man, adeptly navigated the event, steering the proceedings through a thoughtful succession of speakers including:



The Hon. David Harris,
MP, Minister for Aboriginal
Affairs and Treaty



Georgia Richards,
Height PM



Bill Dobbie,
New Zealand
Consul-General



Greg Harrison,
Height PM



David Lawson,
Austrade



Terri-Anne Daniel,
Coee Cookies



Jake Duke,
Event MC

The Minister for Aboriginal Affairs and Treaty, The Hon. David Harris, MP, opened the narrative by laying out the NSW Government's foundational commitment to the Aboriginal business sector under Closing the Gap Priority Reform 5. His words underscored the government's commitment and approach to supporting Aboriginal economic advancement.

Next to address the room was New Zealand Consul-General, Bill Dobbie, to discuss forming significant relationships in terms of trade and commerce – encouraging businesses to explore possibilities beyond local and domestic confines, and engaging in global discourses and collaborations.

David Lawson from Austrade followed, focusing the lens on the global marketplace. His address mapped the expanses of international markets, unveiling paths, strategies, and practical advice that Aboriginal and Māori businesses can utilise to navigate to develop their businesses.

Georgia Richards and Greg Harrison from New Zealand founded Height Project Management shared pivotal insights, emphasising the significance of local Indigenous knowledge and expertise in their industry. Highlighting the profound understanding that Indigenous people

possess, they stressed their instrumental role in driving innovation and solutions for the wider community. Their guidance encompassed practical aspects such as clear goal-setting and adaptability, amalgamating traditional wisdom with contemporary business strategies to Indigenous business growth and success.

Finally, Terri-Anne Daniel of Cooe Cookies took the stage to share a personal journey in business. Her storytelling wove experiences, lessons, and the significant touchstone, “no one does it better than Mob helping Mob,” into the day's fabric of shared narratives and learnings.

On a stunning day, a marketplace provided the opportunity for 12 Aboriginal and Māori businesses to exhibit their products and services, turning NCIE's courtyard into a dynamic space of display, yarning and discovery. The day's journey through various explorations and discourses was concluded by a delightful lunch courtesy of Aunty Beryl Van-Oploo and her Yaama Barrgay Catering team.

“
**No one does it
better than Mob
helping Mob.**”

-Terri-Anne Daniel of Cooe Cookies



Next Steps: Strengthening the Path

At the conclusion of the morning's addresses, Minister Harris announced the establishment of the Aboriginal Business Taskforce. This initiative marks a pivotal step forward in the NSW Government's strategic approach to support the growth and development of Aboriginal businesses. The Taskforce will play a crucial role in providing expert advice, guiding strategic development, and driving initiatives under Priority Reform 5 of Closing the Gap, focused on Employment, Business Growth, and Economic Prosperity.

Composed of individuals with substantial expertise and knowledge, the Taskforce is mandated to offer strategic insights, ensuring that the Aboriginal business sector is well-supported and that the NSW Roadmap for Aboriginal Business

Growth is effectively implemented. The Taskforce will engage in ongoing dialogue with key stakeholders, refining strategies and approaches based on evolving needs and opportunities. The guidance from the Taskforce aims to empower Aboriginal businesses, facilitating their ability to navigate challenges and optimise opportunities for success.

Two Aboriginal Business Roundtable events are scheduled for 2024. These events will further facilitate dialogue, collaboration, and strategy refinement, ensuring the continued advancement and success of Aboriginal businesses within the strategic framework.

Acknowledgements

We commence by again thanking Uncle Allan Murray from the Metropolitan Local Aboriginal Land Council for the Welcome to Country. His considered words and presence set a respectful and communal tone for the event.

We also extend our sincere appreciation to the event's speakers and to all the attendees. Contributions made by Aboriginal businesses to building social and economic empowerment are a source of pride and celebration.

Lastly, we thank the wider community for their continuous support and commitment to promoting Aboriginal business growth and economic development. We look forward to hosting Aboriginal Business Roundtable events in 2024.

