SEGRA Conference
25-27 Oct 2011
Geelong, Victoria

Indigenous Economic Growth –
Dynamic Indigenous Entrepreneurs

Kaely Woods, Deputy Chief Executive Officer,
Indigenous Business Australia
Who are we?

Our vision is for a nation in which the First Australians are economically independent and an integral part of the economy.
Indigenous Economic Growth

• We will talk today about:
  – Background on Indigenous circumstances
  – Some examples of success
  – How we all can contribute to Indigenous economic growth

• Two other speakers on the panel, both exceptional entrepreneurs, will talk about their experiences
• But first, something different
• Get your thinking caps on and join in this brief Quiz
Q. What proportion of Indigenous Australians live in regional areas?

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<td>B.</td>
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A. What proportion of Indigenous Australians live in regional areas?

A. 32%
B. 22%
C. 43%
D. 15%
E. 54%
Indigenous population by region

Proportion of the Australian population by remoteness area

Indigenous

- Regional: 43%
- Major cities: 32%
- Remote: 25%

Non-Indigenous

- Major cities: 69%
- Regional: 29%
- Remote: 2%
Q. Which Australian state or territory has the largest Indigenous population?

A. New South Wales
B. Queensland
C. South Australia
D. Western Australia
E. Northern Territory
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A. New South Wales
B. Queensland
C. South Australia
D. Western Australia
E. Northern Territory
Indigenous population by state

Q. What percentage of the Australian land mass is Indigenous owned?

A. 11%
B. 27%
C. 25%
D. 16%
E. 32%
A. What percentage of the Australian land mass is Indigenous owned?

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Indigenous owned land as a proportion of each remoteness area, 2008

Source: Overcoming Indigenous Disadvantage: Key Indicators 2011 Overview, p. 44.
Q. In 2008, the rate of unemployment for all Australians in regional areas was 4%. What was the Indigenous unemployment rate?

A. 19%
B. 7.5%
C. 23%
D. 11%
E. 17.5%
A. In 2008, the rate of unemployment for all Australians in regional areas was 4%. What was the Indigenous unemployment rate?

A. 19%
B. 7.5%
C. 23%
D. 11%
E. 17.5%
Q. In 2008, 11% of all Australians owned their own business. What percentage of Indigenous Australians owned their own business?

A. 5%
B. 3%
C. 7%
D. 9%
E. 11%
A. In 2008, 11% of all Australians owned their own business. What percentage of Indigenous Australians owned their own business?

A. 5%
B. 3%
C. 7%
D. 9%
E. 11%
Q. In 2008, 65% of all Australians owned their own home. What percentage of Indigenous Australians owned their own home?

A. 19%
B. 29%
C. 65%
D. 36%
E. 43%

Colin & Patricia Mitchell, IBA home loan clients
A. In 2008, 65% of all Australians owned their own home. What percentage of Indigenous Australians owned their own home?

A. 19%
B. 29%
C. 65%
D. 36%
E. 43%
Indigenous home ownership

Proportion of people living in home owner/purchaser households, by remoteness, 2008

Source: Overcoming Indigenous Disadvantage: Key Indicators 2011 Overview, p. 44.
Background on Indigenous circumstances

• So we know Indigenous Australians:
  – Are more likely to live in urban or regional centres
  – are less likely to own a business or a home and be in (full) employment

• Challenges to getting into business:
  – Lack of assets to raise capital or finance
  – Lower incomes to service loans
  – Lower levels of education and training
  – Fewer role models
In 2010-11 IBA supported a portfolio of 289 business loans worth $54 million

Wendy Brookman, owner of Fernwood gym franchise & IBA client
Business survival rates of IBA clients were better than the mainstream:

- 91% of IBA loan customers were surviving after the first year (Australian average 84%)
- 81% after second year (Australian average 73%)
- 72% after third year (Australian average not available)
First step - Into business workshops

Series of 3 workshops to build understanding of rewards and risks of running a business

2010-11 held 266 workshops with 1,421 attendees
– Workshop A – 788 attendees
– Workshop B – 406 attendees
– Workshop C – 227 attendees

Kym Wylie, who recently attended one of IBA’s Into Business workshops.
Structures for Success

- AIMSC
- Government procurement changes
- Indigenous bodies – eg. IBCA
- IBA looking to do more
How can we contribute to this Indigenous economic growth?

- Look for opportunities to procure services of Indigenous business
- Develop Indigenous business procurement guidelines
- Offer to mentor Indigenous businesses in your field of expertise
- Offer employment to Indigenous people and develop skills
for more information

visit www.iba.gov.au
phone 1800 107 107*, or
write to PO Box 38 Woden ACT 2606

*Calls to 1800 numbers from your home phone are free.
*Calls from public and mobile phones may be timed and charged at a higher rate.