Minister’s Message


As Minister for Regional Development, it was great to attend the 4th Indigenous Economic Development Forum in Alice Springs on 6 & 7 October.

The program included keynote presentations by national and international speakers. Speakers were 1st Nations Canadian Chief Clarence Louie from the Osoyoos Band, (an Indian community), Joe Ross, Chair of the Prime Minister’s Northern Australia Land and Water Taskforce, Terri Janke, Indigenous Arts lawyer and consultant, Bob Beadman, Coordinator General for Remote Services and Sivaram Vemuri, Associate Professor of Economics at CDU who shared his experiences about working with, and learning from, Indigenous Territorians.

This strategy belongs to all Territorians and we must all make a commitment if we are to close the gap of Indigenous economic disadvantage. I urge you to take a look at the strategy, available at www.nt.gov.au/d/regional

Many Indigenous people have already seen how they can prosper by establishing their own business and I took the time to visit many of the business stalls on display at the IED Forum and I’m sure they will have success into the future.

I’d like to thank all the people involved with hosting the 4th IED Forum on a great event.

Speaking of business, congratulations must be extended to Yvonne Bradley of Bradley Seafood who won the Commonwealth Bank Business Owner Award at the prestigious NT Telstra Business Women’s Awards.

Yvonne and her husband began their businesses by living in a tent for two years while they built the required infrastructure. (see story page 7)

I encourage you to take a look through this edition of the IED Update and read about other successful Indigenous businesses.

Karl Hampton
Minister for Regional Development

Fourth IED Forum a huge success

Over 300 delegates attended the 4th Indigenous Economic Development (IED) Forum held in Alice Springs on 6 & 7 October.

The program included keynote presentations by national and international speakers. Speakers were 1st Nations Canadian Chief Clarence Louie from the Osoyoos Band, (an Indian community), Joe Ross, Chair of the Prime Minister’s Northern Australia Land and Water Taskforce, Terri Janke, Indigenous Arts lawyer and consultant, Bob Beadman, Coordinator General for Remote Services and Sivaram Vemuri, Associate Professor of Economics at CDU who shared his experiences about working with, and learning from, Indigenous Territorians.

Break out sessions targeted all business levels including sessions for people wanting to start a business or further develop an existing business as well as people with an interest in commercial partnerships and/or doing business on Country. Sessions were also available for people working in Indigenous Economic Development.

Over 27 Indigenous businesses from across the Territory showcased their products and services at the Indigenous Business Expo held in conjunction with the Forum. For the first time government and non government people held booths presenting current programs and services to further develop Indigenous business.

(see photos on page 2)
A Forum dinner was held on day 1 under the stars at the Alice Springs Desert Park. This event was well attended with over 250 people enjoying the evening with entertainment provided by Warren H. Williams and his band.

For further information on the IED Forum and to access speaker presentations please visit www.nt.gov.au/iedforum.

The Northern Territory Government’s Indigenous Economic Development (IED) Strategy 2009-2012 was launched at the Forum by the Minister for Regional Development, Karl Hampton MLA.

The IED Strategy objective is to significantly increase Indigenous participation in economic development through growing Indigenous employment, business participation, ownership, and wealth. To view the IED Strategy please visit the website at www.nt.gov.au/d/regional or phone Lauren Cameron on (08) 8999 5087 for hard copies.

Thank you to all sponsors, partners and media associates...
Apmwerre Black Tank
Cultural Tours

Tourism NT recently supported Apmwerre Black Tank Cultural Tours to attend and participate at the 4th Indigenous Economic Development Forum held at Alice Springs in early October. The Tourism NT sponsorship also assisted Apmwerre Black Tank Cultural Tours to showcase their family business in the Indigenous Business Expo that was held alongside the Forum.

Black Tank Outstation is an Arrernte Aboriginal Community situated approximately 80 kilometres north of Alice Springs. It is the home of the Lynch family, an Arrernte family who hold strong traditional responsibilities for the area. Black Tank Tour Experiences invite guests into their homeland to share in a tour of their country.

Strong in traditional Aboriginal culture as well as contemporary knowledge, the tour provides an authentic and detailed insight into local Arrernte culture. In a very relaxed and spiritual environment guests can learn about cultural awareness, dot paintings, Corkwood Dreaming, bush living and more.

The tour provides an opportunity to interact and ask questions of the local ladies about their culture and daily way of life leaving guests feeling a strong connection to the land and the Aboriginal culture.

Kelly’s Ranch

With decades of experience in the cattle Industry, Jerry Kelly is the perfect bloke to be passing on skills to the younger generation. As a local Warumungu man and Traditional Owner from the region Jerry takes pleasure and pride in providing his visitors with an experience and understanding of his traditional culture, the stockman’s life and life in the bush.

Having established Kelly’s Ranch earlier this year, the business has already been a huge success, with Jerry having completed a number of horse-riding courses for Tennant Creek’s youth and teaching organisations.

Assisted by his daughter Irena, who has learned the tricks of the trade from her father since she was a toddler, the pair have struck a rapport with Tennant youth.

Jerry’s month long courses take regional young people through the paces of working on a station and learning how to ride horses.

It allows Jerry to help the region’s youth while working in an industry he loves and is highly experienced in.

He has worked as a stockman at stations throughout Queensland and the Northern Territory for around 30 years.

So no matter if it’s a group riding lesson, one to one instruction, or a scenic trail ride, horse riding at Kelly’s Ranch Riding School is a fun way to exercise, a great way to develop new skills and is an experience like no other.

Jerry was recently sponsored by the Department of Regional Development, Primary Industry, Fisheries and Resources to attend the fourth Indigenous Economic Forum 2009 in Alice Springs from 6-7 October.

“It was good to go to the forum and pick up a few things about business," he said.

“I listened to how some people started their business and learned how to look after my own business and run it.”

To find out more information about Kelly’s Ranch go to the unique website: www.kellysranch.com.au or call (08) 8962 2045
Minister for Fisheries, Kon Vatskalis, recently launched a new NT Fisheries vessel.

Named Jungkayi, the 5.7 meter Ocean Prowler was locally built by Arafura Marine and is powered by a 150hp outboard motor. The vessel will be used by the Fisheries Indigenous Development unit to conduct training and patrols with Indigenous Marine Rangers around the coast.

The name Jungkayi was suggested by the marine rangers and is the traditional meaning for the “protector of the sea country”, which is equivalent to the role of modern day fisheries management and enforcement.

Groote Eylandt red snapper research

Recently Fisheries research scientists in conjunction with the Groote Eylandt Marine Rangers trialled a pilot project to collect samples of juvenile red snapper species.

Specialised fish traps that are environmentally friendly were used and while no target species were caught, a lot of valuable data was collected.

As there were no target species caught, NT Fisheries will reassess and modify the trial gear as required. The gear will then be trialled in Darwin harbour and Shoal Bay as areas where juvenile snapper have been caught in the past. Once the gear is proven, the research will be expanded again to Groote Eylandt and other areas of the NT.

Larrakia shellfish research project

An 18-month water quality and shellfish sampling study of the Darwin Harbour region is being undertaken in a collaborative effort with Larrakia Rangers, Australian Institute of Marine Science (AIMS) and Fisheries. The Rangers will undertake a survey of the abundance, size range and health of shellfish in the harbour. The survey will collect samples for microbiological and heavy metal analysis as shellfish are an important aquatic food source for Aboriginal people in the region.

Additional benefits of the research

- Larrakia Rangers will receive laboratory skills training from Fisheries staff. This training will enhance the Rangers’ research skills and add value to their research function within the shellfish project.
- These new laboratory skills will then be put into use through a roster agreement with Larrakia Rangers assisting departmental staff to process otolith samples, crab measuring and threadfin biology.
- Additional training will be provided to the Larrakia Rangers in the monitoring of aquatic pests. This will increase capacity for early detection of pests while collecting samples for their shellfish project.

Are you an Indigenous business owner?

Statistics for October 2009:

- Total enquiries processed: 388
- Number of NT companies nominated: 1003
- Total estimate value: $10,491,365
- Number of NT Indigenous business’s nominated: 21
- Total estimate of Indigenous enquiries: $1,577,000
- Number of new NT Indigenous businesses registered in period: 0

Are you ready to open your business up to new clients, potential contracts and future business opportunities?

Register your business now with the NTICN.
Visit www.nticn.com.au or call (08) 8922 9422.
Recently Djelk Rangers located a gill net that was abandoned by a commercial vessel. This net posed a threat to aquatic life and an extensive search by vessel and helicopter was initiated by the rangers to locate it. The Djelk Rangers in Maningrida located the gill net and with additional support from the Maningrida police this threat to the environment was removed.

The Marine Fisheries enforcement section would also like to add a timely reminder about nets that are likely to be investigated by police. If any nets are located that are obviously not old washed up nets but are possibly linked to fisheries offences, it is imperative that the nets be left where they are unless otherwise specified by police.

The importance of the Marine Ranger program across the NT Coastline was further highlighted when a Djelk ranger patrol detected a commercial vessel fishing within a fisheries closure line. This vessel was seized under the Fisheries Act.

John Randall started work in the Fisheries Indigenous Development Unit on 18 August 2009, on a 12 month apprenticeship; he will be undertaking a Certificate III in Business.

John has worked in CSIRO, Kakadu and has been living and working in Central Australia for the last 6 years based near Uluru.

Johns brings experience and maturity in the field; working with Indigenous communities and has commenced his apprenticeship so he can help families living on the coast. He would like to thank everyone for the support he has received in the workplace.
Starting a business: Turning a dream into reality

For as long as Toni can remember she wanted to be in business. Her initial vision was to establish a performing arts company. In her early twenties Toni did this — establishing and successfully running an Aboriginal Arts Academy. She made this happen by pulling together a team of people to help operate and develop artistic shows that targeted Top End primary and secondary schools.

At the beginning of 2009 Toni was the Coordinator for the Indigenous Business Incubator (the Hub) in Darwin. She spent her time helping other Indigenous business people start their own business. When the Hub closed Toni established her own consultancy, TAS Consultancy and Learning Enterprise.

Toni believes that in making the decision to start your own business you must realise that operating a business is risky, and you must be prepared to work hard, long hours and make sacrifices. You have to prepare yourself (look at professional development) and do some research. You have to be prepared to write your vision and develop a plan. Most of all you must be honest with yourself and determine if you have the skills and knowledge to operate a business.

Toni states that, “Being an Indigenous business owner can sometimes be difficult, there may be added barriers such as: envy of family and community, members of the community expect continuous support, family obligations, and the list goes on.”

But having a clear vision and plan for the future of her business helped immensely. Recently Toni signed with SED Consulting Group which is one of Australia’s largest consulting firms. Her mission is simple: assist leaders and managers to improve and sustain performance and give them access to the best possible advice and support. As part of her mission she aims to assist Small to Medium Enterprises, government and not for profit organisations stating “We are successful when our clients are successful”.

You can contact Toni Ah-Sam at SED Consulting Darwin 0439 875 138 or email tonia@sedconsulting.com.au and website: www.sedconsulting.com.au

Indigenous apprentices get a start in Regional Development

One of the milestones in the recently launched Indigenous Economic Development Strategy 2009-2012 relates to the Northern Territory Public Service achieving 10% Indigenous employment.

The Regional Development division has been playing their part with the appointment of three Indigenous apprentices during 2009.

Two apprentices were recruited to the Alice Springs office in August this year and one apprentice began work at the Darwin office in February.

They are all working towards attaining national accredited training certificates in business.

Jessica Scrutton has been working with Regional Development in their Darwin office since early 2009. Jess will be graduating on 30 November with a Certificate III in Business and she is actively looking for a position in Government. She has enjoyed the challenges of her job and training and is looking forward to using the skills she has learnt.

Cassie Abbott and Jason Matthews, both born and raised in Alice Springs, started with Regional Development on 17 August 2009.

Cassie and Jason are also working towards a Certificate III in Business and have already learnt skills they can apply to their new careers including organising meetings, taking minutes, researching and generally providing administrative assistance to the Regional Development team.
Indigenous business woman wins NT Telstra Business Women’s Award

Yvonne Bradley who runs her family-owned business Bradley Seafood recently won the Commonwealth Bank Business Owner Award at the prestigious 2009 Telstra NT Business Women’s Awards held at the Skycity Casino in Darwin.

Yvonne, her husband Neil and their children lived in a tent for two years while they built a shed and solar and wind power plant to run their fishing business from remote Manangoora Station, located about 160km southeast of Borroloola, in the Gulf of Carpentaria where they have provided fresh fish and crabs to wholesalers in Darwin.

Isolated for months at a time by flooded rivers, Yvonne often shot wild animals for crab bait. When the waters subsided she would transport the catch 1200 kilometres to Darwin.

Yvonne describes herself as a teacher, mother, labourer, skipper, mechanic, sports trainer, bookkeeper, entertainer, singer–song writer, nurse, wife and cook. She is also a successful business woman who has doubled the size of the family’s fishing operation over the past three years.

Bradley Seafood is now planning to package and market its produce under its own brand name to restaurants in the southern states.

As the winner of this award, Yvonne attended the National awards in Melbourne on 12 November to compete as a finalist for the Australian title. Although Yvonne did not win the national award she says the whole experience has benefited her enormously and she has been inspired by the business women she has met from all over Australia.

Art and Design business begins to shine

Territory Indigenous designer Anne Hanning Kngwarreye has thanked the Northern Territory Government for supporting her Art and Design business which has begun to make waves on the national and international stage.

“I’d like to express my thanks to the Department of Regional Development, Primary Industry, Fisheries and Resources for their support and assistance in helping me reach my business goals,” Ms Hanning Kngwarreye said.

The financial assistance given to Anne enabled her to travel to Melbourne to assist in the design of the Australian National Gift jewellery piece for Miss Universe Australia, Rachael Finch which she wore during the recent Miss Universe contest. The piece was then auctioned at a charity event – The AIDS Foundation of the Bahamas and was of particular interest and noted in the Bahamas weekly.

“I was also able to attend the national costume and national gift launch which allowed me to network with industry heavyweights and make some great new contacts, and I got to view how other designers are marketing themselves in the fashion industry,” Anne said.

“This has been great exposure for me and my designs which are also now featuring on swimwear and leisure wear which has just been unveiled in the United States at the Miami Swim Show and the Rosemount Sydney Fashion Show.

“I’m also hoping to secure a deal with a major national retail chain to use some of my designs, which is really exciting.

“None of this could have been achieved without assistance along the way and I would like to once again thank the Indigenous Business Development team for helping me with my business and I’d like to encourage other Indigenous people with business ideas to follow their dreams.

For more information contact Anne on 0401 877 125
**REGIONAL DEVELOPMENT STAFF PROFILES**

**Kym Nolan**
Manager Indigenous Business Development

Kym is based in the Darwin office, has been with Regional Development since January 2007. She manages the Indigenous Business Development Program which provides assistance to Indigenous people who wish to start a business or develop commercial arrangements with the goal of wealth and job creation.

Kym has over 10 years experience working directly with Northern Territory businesses providing guidance in accessing and using business related information, services and products and in constructing and delivering development programs to new and existing businesses.


The NTG IED Strategy targets 200 new Indigenous businesses over the next 3 years. Kym’s role and her dedicated team will be key players in reaching this target.

Contact the Indigenous Business Development team on 1800 256 or ibd@nt.gov.au

**Julie Hansen**
Indigenous Business Development Officer

Julie joined Regional Development in June 2009 and is based in Alice Springs. She has responsibility for the Tennant Creek area and travels to all parts in between visiting clients. Julie works with Indigenous people wanting to start in business across many industries including tourism, arts, hospitality, and many more.

Julie was educated in Canada at the University of Western Ontario where she completed an Honours Bachelor of Arts Degree in Urban Development. She has travelled extensively, working in the UK, Turkey, Canada, New Zealand and Australia in a variety of roles across the finance, I.T., real estate and tourism industries.

Julie immigrated to Australia in 2004, travelling around the country for six months before making Alice Springs her home in early 2005. She hopes to gain her Australian citizenship in time for the Australia Day ceremony in 2010.

Julie is available to assist Indigenous business in Central Australia and can be contacted on: 8951 8553 or email: julie.hansen@nt.gov.au

**Helena Casseeram**
Executive Officer, Regional Development

After visiting Australia as a tourist on two occasions, Helena and her family migrated to Alice Springs seven years ago when her husband won a position with the NT Government, under the skilled migration scheme.

“The move from gorgeous tropical Mauritius to Alice Springs was very challenging but the friendship and support of the Alice Springs residents made things easy,” she said.

Helena joined the Regional Development team in Alice Springs in the newly created position of Executive Officer last August. She brings to the team a wealth of skill and experience with 20 years international experience in Labour and Industrial Relations from her time in the Mauritian public sector as well as a number of years in the NT public sector as Recruitment and Senior Recruitment Officer in the previous DCIS. Helena has also worked as an investigation officer in the Office of Ombudsman NT.

“Working with a virtual team is a big challenge which I face everyday. I am determined to provide the best executive support to the Regional Development team across the NT as we provide economic development services to all Territorians”

**Did you enjoy this edition of the IED Update?**

**New Chair at IBA**
During NAIDOC Week 2009, Dr Dawn Casey officially commenced her role in Indigenous affairs as the Chair of Indigenous Business Australia (IBA).

**New FaHCSIA State Manager**
The new state manager of Dept of Families, Housing, Community Services and Indigenous Affairs (FaHCSIA) is Dave Chalmers who starts in January 2010. The Interim state manager is Greg Roche and Brian Stacey starts as state manager in NSW next month.

**Contact Anne Pearce**
ph: (08) 8999 6908  
fax: 8999 5101 or email: anne.pearce@nt.gov.au

The IED Newsletter is printed on recycled paper.