



NORTHERN TERRITORY
INDIGENOUS BUSINESS NETWORK

2022
**MEMBERSHIP
PROSPECTUS**

BUY BLAK | GROW BLAK | EMPLOY BLAK

ACKNOWLEDGEMENT OF COUNTRY

The Northern Territory Indigenous Business Network (NTIBN) acknowledges Aboriginal and Torres Strait Islander peoples as the Traditional Owners of the lands and waters where our businesses are founded and will grow. We recognise Countrymen from all over the nation, and are proud of the resilience, strength and survival of our people. We are grateful for each unique nation across Australia that so generously shares their space, time and stories with us. We recognise, respect, prioritise and preference Aboriginal and Torres Strait Islander ways of being, knowing and doing.

Importantly, NTIBN acknowledges all Aboriginal and Torres Strait Islander business owners, for the significant, empowering, innovative and lasting economic impact we are creating. Together we are Closing the Gap and generating new futures for our people.



ABOUT US

The Northern Territory Indigenous Business Network (NTIBN) was created to assist with establishing, nurturing and growing an interconnected network of Indigenous owned businesses throughout the NT.

Officially launched in 2010, NTIBN has maintained a commitment to delivering benefits to its members across the Territory, by helping to increase the economic participation and social prosperity of Indigenous Australians. Governed by a board of successful and well-respected Indigenous business owners, NTIBN is 100% Indigenous owned, and is the peak body representing NT Indigenous businesses.

In partnership with governments, Land Councils, Industry Peaks and Training Providers, NTIBN plays a leading role in highlighting to the wider community the importance and benefits of a strong and vibrant Indigenous business sector.

OUR ROLE

We continue to work towards an expanded range of functions, products and services that include, but not limited to:

- Promote and elevate NT Indigenous businesses through our new online digital platform, iNDiSTRY Connect - The Blak Business Directory
- Certification of Indigenous businesses through a robust verification process
- Networking opportunities for our members and the wider business community
- Facilitate strategic partnerships to maximise opportunities for our members
- Support growth and development of Indigenous businesses through delivery of iNDiSTRY North - The NT Indigenous Business and Employment Hub
- Cultural appropriate business advice when engaging Indigenous services.

We hold regular business and industry networking events across the Territory and have now expanded into more regions and remote areas with the launch of iNDiSTRY North.

OUR MISSION

To increase the economic participation and social prosperity of Indigenous Australians by encouraging, supporting, empowering and building the capacity of Indigenous businesses.



WHY NTIBN?

- We are 100% Indigenous owned and the only Indigenous Business Network representing all Indigenous businesses in the NT.
- We are recognised as the peak and preferred certifying authority in the NT.
- We are a business growth and advocacy services provider. We understand and act with commercial principles. We are about business. We are about Aboriginal business in the NT.
- We advocate hard for the recognition that Aboriginal business and the generation of Aboriginal wealth, will be the game changer in Closing the Gap.
- NTIBN have launched iNDiSTRY Connect - The Blak Business Directory. This digital platform is designed to promote and elevate NT Indigenous businesses and allies, providing corporate profiles, an online presence, demonstrated capability and prequalification identifiers for industry and procurers, and an online platform to market.
- NTIBN is delivering iNDiSTRY North - a 100% Aboriginal owned, Northern Territory owned, NT Indigenous Business and Employment Hub.

iNDiSTRY North is focused on meeting the diverse needs of Indigenous Businesses in the NT, providing the relevant supports - building, connecting and growing Aboriginal businesses, mentoring support, computer access, office space, networking, referrals and supply chain.



WHAT IS iNDiSTRY NORTH?

100% ABORIGINAL OWNED, NORTHERN TERRITORY OWNED, Business Hub

- Owned by NTIBN certified members, iNDiSTRY North delivers Indigenous business service offerings and the establishment of spaces for Indigenous business in the NT.
- iNDiSTRY North delivers connect services to members and key stakeholders across the Territory.
- Partnering with Blak Business, Land Councils, government, industry peaks and training providers - iNDiSTRY North provides a one-stop-shop for:
 - leading business start-up and growth services
 - access to the premier marketplace for Aboriginal supply chain in the North
 - prime opportunities for industry briefings, networking and connecting to Aboriginal business enterprises.

OUR REACH

- iNDiSTRY North is designed as a Hub and spoke model with a major precinct in Darwin, an anchor hub in Alice Springs and regional Hubs across the Territory.
- iNDiSTRY North is nationally networked and equipped for international investment and trade.





MEMBERSHIP



**%100
Aboriginal
Owned**



**Majority
Aboriginal
Owned**

Certified Member

Certified Membership are for majority Indigenous controlled businesses that are a minimum of 51% Indigenous owned

Sole Trader*

\$150

Billed annually

Not-For-Profit

\$250

Billed annually

Company

\$300

Billed annually

* Monthly billing available for \$20 per month



Ally Member

Ally Membership is for businesses that don't meet certified criteria but supports Indigenous business and/or employment

\$500

Billed annually

Add Blak Business Directory access for \$1000 \$800/year

1. **iNDiSTRY Connect profile on Blak Business Directory**
2. **Member discounts for NITBN's services and products**
3. **Member discounts to networking opportunities and events**
4. **Member discounts to premier events and industry briefings**
5. **Access to NTIBN's #BlakFirst policies**
6. **Advocacy at the local and national level**
7. **Authenticity as a positive Blak buyer, grower and employer**
8. **Collaborative and promotional opportunities**
9. **Government visibility for procurement opportunities**
10. **Access to the Indigenous Chamber of Commerce Networks**
11. **Access to iNDiSTRY North - Business and Employment Hub**
12. **Access to iNDiSTRY Connect - the Blak Business Directory**
13. **Visibility and recognition as a certified Aboriginal Business**

Certified Benefits

✓

✓ Certified Rates

✓ Certified Rates

✓ Certified Rates

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Ally Benefits

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* See table for further details

BENEFITS

- 1 iNDiSTRY Connect profile on Blak Business Directory.
 - Advertise on NTIBN's new digital platform - a sophisticated online marketing tool designed specifically for Aboriginal businesses.
 - Easily create and maintain a directory corporate profile, professionally marketing your capabilities to other #BlakBuyers, Ally's and Subscribers.
 - Visibility to generate new business opportunities for your increased economic growth and prosperity.

- 2 Service Streams:
 - Incubation and start-up
 - Business Development
 - Scale up, growth and sophistication
 - Women's Business and Youth Enterprise
 - Light touch employment services.

- 3 Access to member rates for all NTIBN networking opportunities and events:
 - Indigenous business specific industry briefings
 - Blak Coffee Events
 - Barefoot Business Events
 - All other NTIBN and Partner events
 - Access to iNDiSTRY North.

- 4 Access to member rates for all NTIBN nationally recognised premier events and iNDiSTRY Briefings.
 - Aboriginal Economic Development Forum
 - Blak Business Awards
 - iNDiSTRY International - The Indigenous International Investment and Trade Summit.

- 5 Access to NTIBN's #BlakFirst Policies.
 - Off the shelf options
 - Personalised versions

- 6 Advocacy at the local and national level.
 - Strong representative voice.
 - Advocating hard in the policy environment for the preferencing and prioritising of genuine Aboriginal businesses in government procurement.
 - Advocating hard with industry, the importance of buying Blak.
 - Advocating hard for recognition that Aboriginal business and the generation of Aboriginal wealth, will be the game changer in Closing the Gap.

- 7 Authenticity as a positive #BlakBuyer, #BlakGrower and #BlakEmployer, shows your partnership, loyalty and support of NTIBN's mission to increase the economic participation and social prosperity of Indigenous Australians.

- 8 Spotlight collateral - Marketing materials developed by NTIBN to showcase member businesses.

- 9 Visibility and recognition as a certified Aboriginal business by governments for procurement purposes.

- 10 Become members of the First Australians Chamber of Commerce and Industry (FACCI) network.

- 11 The Hub will be a one-stop-shop to provide:
 - Leading business start-up and growth services.
 - Access to the premier marketplace for Aboriginal Supply chain in the North.
 - Prime opportunities for industry briefings, networking and connecting to Aboriginal business enterprises.

iNDiSTRY
#CONNECT
THE BLAK BUSINESS DIRECTORY



NORTHERN TERRITORY
INDIGENOUS BUSINESS NETWORK

Your connection with Indigenous
Suppliers and Services in the
Northern Territory

CONTACT US

Phone:

1300 192 164

Office Address:

Ground Floor, Development House 76
The Esplanade Darwin NT 0801

Postal Address:

GPO Box 3200, Darwin NT 0801

Airport Address:

Wirraway Business Centre, Darwin International Airport, Henry Wrigley
Dr, Eaton NT 0820

Email:

admin@ntibn.com.au

Membership form:

INDiSTRY Connect - <https://ntibnportal.ntibn.com.au/registration/>