



"Summertime" by Aboriginal Artist, Danielle Mate Sullivan

# YARPA

## NSW INDIGENOUS BUSINESS AND EMPLOYMENT HUB



New South Wales  
Aboriginal Land Council



# Introducing YARPA HUB

On behalf of the NSW Aboriginal Land Council, I would like to introduce Yarpa: the NSW Indigenous Business and Employment Hub. Yarpa is a key deliverable under the Commonwealth Government's Indigenous Business Sector Strategy.

Yarpa's mission is to connect the Indigenous community of NSW to meaningful business and employment opportunities to improve access to their share of the state's economy.

Yarpa will provide a one-stop-shop for Indigenous entrepreneurs and business owners, Indigenous job seekers, and industry to access business and employment advice and services. Yarpa connects clients with opportunities to enhance Indigenous peoples' involvement in the economy, ensuring the empowerment, strength and prosperity of Indigenous people, families and communities, now and into the future.

Building on its Indigenous Procurement Policy (IPP) in 2017, the Commonwealth Government awarded 3,291 new contracts to 723 Indigenous businesses valued at \$285.5 million across all industry sectors, in all States and Territories.

Yarpa will build on the significant developments that have occurred through the IPP. Add to this, the NSW Government's policies on Aboriginal participation in construction and procurement, there is even greater opportunity to develop mutually beneficial partnerships between Government, industry and Indigenous businesses.

Yarpa aims to harness these opportunities by brokering relationships, as well as provide generalised business support and professional development opportunities through a range of innovative services and partnerships.

In 2019, the NSW Aboriginal Land Council will also commence an Indigenous employment service that will support Indigenous people achieve their career aspirations.

Even though it is relatively new, Yarpa aspires to play an integral role in providing a connected service to Indigenous Businesses, government and the private sector.

In our discussions with Indigenous Businesses we are hearing that a simple matching service is not enough and too blunt a mechanism to affect the level of growth that is required to maintain a sustainable and prosperous Indigenous Business Sector.

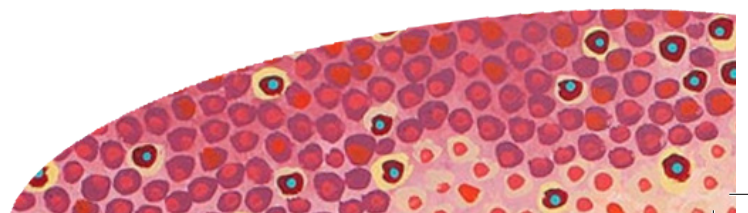
More sensitive support is needed on both sides to increase the level of information available about Indigenous Businesses and to better support those businesses throughout the procurement process with government and industry.



**Roy Ah-See**

**Chair**

NSW Aboriginal Land Council



# THE YARPA HUB

## Western Sydney focus

We're basing our initial steps in Western Sydney because that's where many contracting and employment opportunities will be created over the next few years through investment in infrastructure.

Almost 106 billion dollars of infrastructure investment has been committed in NSW over the next ten years, most of this in Greater Western Sydney. Key projects in Western Sydney are the Western Sydney Airport and a new mini city surrounding it as well as the North South Rail Link.

Closer to the CBD are the Sydney Metro and WestConnex.

The Sydney Metro also extends to the east as well as the Harbour Tunnel and Warringah Freeway Upgrade, Beaches Link and Gore Hill Freeway Upgrade.

We have modelled the potential difference between supply and demand – for Indigenous participation in infrastructure construction in Greater Sydney.

Preliminary data analysis suggests that 693 Aboriginal or Torres Strait Islander people currently work in infrastructure construction in Greater Sydney and 2,774 across the state.

That means that just 0.9 percent of the total Infrastructure Construction workforce in Greater Sydney is Aboriginal or Torres Strait Islander.

Assuming a three percent Aboriginal participation in construction target – as required by Government - this would imply a current shortfall of around 1,612 Aboriginal workers in infrastructure construction.

Based on the demand projections, approximately 16,350 additional workers will be needed in infrastructure construction over the next four years.

When taken together, the current shortfall plus three percent of the projected additional workers needed amounts to 2,103 potential additional demand for Aboriginal workers in the infrastructure construction sector alone in Greater Sydney.



**James Christian**  
Chief Executive  
NSW Aboriginal Land Council

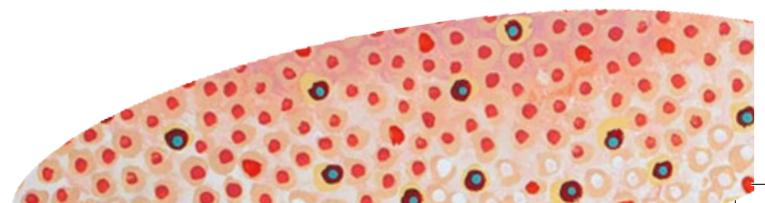
We need to equip as many of our people as possible to take advantage of these new jobs because each of these opportunities can potentially transform the lives of an Aboriginal family.

But to do this successfully, we need to listen to you about the challenges you currently face with Aboriginal employment and procurement. We would value your ideas of how we can best help you succeed with these challenges.

NSWALC is well placed to support you in this. We're the largest member based Aboriginal organisation in the country, with 23,000 member across a network of 120 local land councils in all parts of NSW.

But we know we can't succeed without your support. Yarpa is seeking to build meaningful relationships with organisations that carry a genuine desire to engage with Indigenous Businesses. This is an opportunity to be part of a great story that is reconciliation by procurement, participation and employment. Strengthening partnerships through social and economic investment to create shared growth through leadership.

In our ever-changing world where organisation KPI's are not just about shareholder returns or taxpayer approval, we find ourselves part of a system that has an expectation of social impact, cultural diversity and recognition of our First Peoples. We invite to join us in this adventure.



# THE YARPA HUB

## for Indigenous Business

Indigenous Business is growing. From humble beginnings, Indigenous Businesses today turning are over millions of dollars per year in Australia. There are many factors supporting this change.

On the demand side, Government has recognised that procurement policy can be a valid instrument for social change which significantly contributes to economic growth and prosperity.

The introduction of significant Indigenous participation targets across both Commonwealth and State governments has significantly increased demand for contracting with Indigenous business through procurement and mobilised further opportunities across private and public industry sectors.

On the supply side, organisations such as Supply Nation, the NSW Indigenous Chambers of Commerce, Indigenous Business Australia, First Australians Capital and Many Rivers Microfinance have played a key role in brokering Indigenous Business participation and growth.

It's early days for Yarpa, but, we believe by working in partnership with Government, industry, major employers and existing service providers, there are many benefits for joining us to grow your connections and opportunities.

## Indigenous Business Statistics

- Indigenous businesses winning contracts under the Indigenous Procurement Policy (IPP) have a workforce that is 41% Indigenous – that's around 60 times that of other Australian businesses (0.7%).
- However, Indigenous businesses face multiple barriers to success including historic economic marginalisation, low intergenerational wealth transfer, and the ongoing impact of poor education, employment and health outcomes.



**Jonathon Captain-Webb**  
Implementation Manager  
the YARPA Hub  
NSW Aboriginal Land Council

- Over the past 10 years, Indigenous entrepreneurship has increased substantially. The Census reveals that the number of Indigenous business owner managers has increased by almost 72% over the past 10 years.
- Nationally, it is estimated there are approximately 8,600 to 11,900 Indigenous businesses (including self-employed, enterprises and trusts).
- Of the 11,538 Indigenous business owner-managers counted in the 2016 Census, 4,527 (39%) of these were in NSW.
- Nationally, Indigenous businesses added between \$2.2 billion and \$6.6 billion to the Australian economy in 2016.
- Despite these significant gains, this represents between just 0.1% and 0.4% of Australia's GDP, and Indigenous business owner managers only represent 0.8% of all business owner managers in Australia.
- The Indigenous business sector would need to triple in size to match the proportionate contribution made by Maori businesses to the New Zealand economy.

Contact **THE YARPA HUB**

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