



## A CHAT WITH OUR CEO



It's hard to believe that Christmas and New Year have come and gone and we're now in the third month of 2018. Like everyone at Winun Ngari I have been incredibly busy and I am looking forward to the challenges of this year.

In late January and early February, I had a wonderful opportunity to travel to NZ as a member of the Australian Indigenous Business Delegation. The delegation was made up of an impressive group of people including other Australian CEOs and Chairpersons from a cross-section of Indigenous Corporations and government representatives including Nyunggai Warren Mundine AO, Ms Alison Duncan (Australian Deputy High Commissioner A.I) and Ms Kirsti McQueen (Assistant Secretary, Business and Economic Branch, Department of Prime Minister and Cabinet).

This trip provided me with some of the best experiences of my working-life. We met an amazing group of people with influence in the Maori business community, travelling to Wellington, Rotorua and Auckland. Some of our experiences included:

- o A traditional Maori welcome and Maori Village Evening experience
- o Presentations about the Maori journey, including the treaty of Waitangi
- o A private tour of New Zealand's national museum to view the Te Papa Tongarewa collections
- o A meeting with the Federation of Maori Authorities (FOMA) - the peak industry group representing Maori groups active in the primary industries
- o Roundtable discussion with Wellington Maori business leaders
- o Discussions with the Minister for Maori Development and Minister for Community and Voluntary Sector
- o A range of activities hosted by the Australia High Commission
- o Meetings with various business groups including the Maori Business Network, Westpac, Air NZ and ATEED Tourism etc.

We were there to learn from the Maori people about how they invest in their culture and language, by listening to their elders and focusing on the values that unite them. There is a common Maori language taught in NZ school and the Maori women have brought all the tribes together; uniting them as one people with a common focus looking for partnerships and business opportunities to strengthen their communities and the prosperity of their people.

If you're interested in knowing more about my trip, following pages are a speech I gave at the Celebrating Indigenous Economic Success function held at Parliament House during the Closing the Gap week.



# A CHAT WITH OUR CEO continued

## Closing The Gap Week speech

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*Kia Ora! (Hello in Māori language.)*

*I had the greatest pleasure in representing the PM's Indigenous Advisory Council and my own organisation Winun Ngari Aboriginal Corporation in the Indigenous Business and Trade Delegation to New Zealand last week, with 12 other Aboriginal leaders from across Australia.*

*In the five full days we visited and meet Māori Ministers, Business owners, Māori not for profit organisations, Local councils, Māori Trust Boards, Air New Zealand, Westpac Bank, Tourism and many more.*

*What I learnt, saw and had the privilege of being involved in was:*

***The journey of hearts minds and people of Māori people.***

*Their friendship, passing of knowledge, lessons learnt and showing us their courage in making a difference for their people in many ways was very evident everywhere we went. One of the strongest message from the Māori elders, that I learnt was to move forward you must learn 'to forgive to heal' to achieving anything with our land and people.*

*Māori's strong faith and belief in their history, gods, elders, language, values, economic development that may or may not work is very strong.*

*Education is most important in ensuring their language and culture is taught in all schools, which is bringing them all together to enhance the economy of New Zealand, Māori businesses, families and individuals.*

*They have a young population: 15-19 years old: 1991 (52,000) to 2017 (70,500) and 20-24 years old: 1991 (44,000) to 2017 (64,000). The Māori also hold 29 of New Zealand's 120 seats in Parliament.*

*Strong Māori women are front and centre in decision making, relationship building between their peoples and tribes within Government, delivery of services on the ground and influencing the growth of their economic base.*

***They have a saying 'Māori Business is the Māori Economic'.***

*Māori economy's strongest asset bases lies in the primary sector with an estimated value of over NZ\$10.3 billion. Māori command a 50% share of New Zealand's fishing quota and are influential stakeholders across:*

- 12% - Sheep and Beef - mainly exported to China and Asian countries;
- 10% - Dairy production - New Zealand's largest primary sector, produced and turned into dry powdered milk and exported mainly to China;
- 40% - Forestry;
- 50% - Fishing quota – exported to Europe, Asia, Australia and United States and exploring





# A CHAT WITH OUR CEO continued

## Closing The Gap Week speech

Māori asset base is estimated at over NZ\$50 billion, with the Māori contribution to GDP at around NZ \$12 billion per year. (Gross Domestic Product measures the value of economic activity within a country. GDP is the sum of the market values, or prices, of all final goods and services produced in an economy during a period of time.)

Māori tourism is also a significant element of New Zealand \$24 billion tourism industry.

The need for royalties, land or government funds is not what a lot of Māori business have the privilege of receiving to achieving great economic outcomes for their people. These businesses are also prepared to take risks and they were very upfront in letting us know that taking risks is what life is all about.

One such business the Tuaropaki Trust who create value by investing in food, energy and communications. They obtained \$90m finance from Westpac in Melbourne to build the geothermal plant from scratch without using land as security. Finance was approved on the cash flows only.

This plant is New Zealand's first independent electricity generator and produces enough electricity to power approximately 135,000 homes, 24 hours a day, 365 days a year.

The geothermal energy is also used in the milk drying process which is a world first, as well as heating their glasshouses for hydroponic growing areas to grow tomatoes and capsicums that is exported to the New Zealand Market 40%; Japanese Market 40% and Australian market 20%.

Another Māori business that we had the pleasure in dining at was the Mitai Māori Village. This is a family run Māori village in Rotorua which gives visitors a cultural experience of what Māori settlements may have been like in the past. The night we dined at the Mitai Māori Village there were people from 19 countries across the world. The cost per person is NZ\$130 and are catering for 500 people per night during their busy tourist season. You do the maths on what this business turns over yearly.

We visited the site of Tainui Group Holding's massive Ruakura inland port project which is partnering with Australian firm LINX Cargo Care to build New Zealand's largest logistics hub and brings 6,000 to 12,000 new jobs to the area.

This is only three of the successful business that we meet with over the five days.

### **What are the opportunities for Indigenous businesses in Australia?**

Established Maori tourism operators welcome the opportunity to partner with Aboriginal tour operators in Australia. Two of our strong Aboriginal women leaders of the delegation whom own and operate their own tourism businesses have already commenced talks in this game since arriving back in Australia. The role played by women in the Māori development story was inspirational to our female members of the delegation who spoke of Australian Aboriginal women often being marginalised when it came to decision-making and business.

The strong Aboriginal women in business in Australia can learn from the clear and strong focus on Maori women businesses and tailored programs. This can and will establish a great network across the Tasman. It is interesting to note that in Australia, Aboriginal women self-employed is 2,891 compared to Males 6,009.





# A CHAT WITH OUR CEO continued

## Closing The Gap Week speech

*Building wealth and prosperity was important for the advancement of the Māori people, but it was not pursued at any cost. Successful Māori enterprises have used culture as a business driver and their reputation for integrity, sustainability and community values has given them a commercial edge in their target markets. These successful Maori businesses also want to consider direct investment opportunities in Aboriginal businesses here in Australia. The cash-flow financing models pioneered in New Zealand that allow for large-scale development without the need to use land as security. Maori business leaders will share finance models they have developed with large banks in Australia to secure business finance for large ventures. This can lead to opportunities for direct investment across the Tasman, establishing Aboriginal tourism routes across the two counties, further sharing of knowledge and case studies, and working together to support Aboriginal women in business.*

*We gained new insights into the power of partnerships, whether they be in local government, tourism, governance, investment or simply unlocking silos to allow Aboriginal groups to work together more effectively.*

*The Māori people have a saying 'Be at the table or be on the menu'.*

*A key partner from the outset of this delegation was the Australian New Zealand Leadership Forum. ANZLF is a business-led forum that meets every 12-18 months, bringing together business leaders from both sides of the Tasman to discuss opportunities for better collaboration and trade between our two countries and into third markets. At its last meeting in October 2016, the ANZLF included an Indigenous panel and they were keen to take this further by establishing an Indigenous business working group. The group would complement the ANZLF's five other sector working groups which bring together smaller groups of 10-20 business leaders to take forward initiatives within their sector. It was the shared goal that the delegation's visit would kick off that process and provide a basis for ongoing collaboration in Māori and Aboriginal businesses to work together.*

*This is how we will build wealth – businesses to business. The co-chairs are Traci Houpapa from New Zealand and Warren Mundine from Australia.*

*The older Māori generation know they might never get to enjoy the full fruits of commercial success, but they were comfortable knowing it would benefit future generations. As Minister Foreign Affairs and Trade's Martin Wikaira eloquently put it:*

***"We understand the pathway to the mountain and we know the steps we have to take to get there. The most important thing is what's on the other side of the mountain."***

*I want to thank Alison Duncan Australian Deputy High Commissioner and Kirsti McQueen Assistant Secretary Business and Economic Branch Department of Prime Minister and Cabinet for their patience, belief in us, honesty and leadership that they both showed on this trip. They are both amazing leaders with a wealth of knowledge who made your Government and Australian proud in taking us all on this journey.*

*Finally, Prime Minister and Minister Scullion, I want to thank you both for providing myself and the other delegates from across Australia the opportunity to fly across the ditch (as the Māori's say) to meet and partner with some wonderful people. We have come back home knowing that to make a difference we need to work together to achieve outcomes for the mob.*





## Getting to know WNAC employees

### PETER BROOKING



My name is Peter Brooking, single father. My father's family comes from Fitzroy Crossing and my mothers family comes from Lombadina community in the Dampier Peninsular.

I have lived in Derby for the past 46 years, where I attended my primary schooling (Kindy – Year 7) at Holy Rosary school and commenced my first year (Year 8) of high school at Trinity College in Perth where I then returned home and completed the rest of my schooling at Derby District High School (Years 9 – 11).

I like this position because it gives me the power to assist the children and parents within the local Derby community, in improving school attendance and their education, also assisting parents to "seek" the right assistance through referral of other agencies in getting the kids to school (e.g. assistance for school lunches, new uniforms, attaining school items etc.)

### YONDI NULGIT



Hi my name is Yondi Nulgit. I was born here in Derby and I have lived here all my life. I went to school here at Derby District High School and during my high school years I went to North Albany Senior. I like working with kids. In my own time I like to go fishing, hunting, catching up with family etc. I work with the Remote School Attendance Strategy Crew and I am a School Engagement Officer. In future, I hope to be working within the school.

### TRAVIS RYDER and NORFORCE



Congratulations to one of our very own Supervisors, Travis Ryder.

Travis has recently graduated in the NORFORCE in Darwin. Travis enlisted in the NORFORCE in October 2017 and made his return to Darwin in February 2018 for 5 weeks of Training as a Patrolman. His Partner Marlowra and Daughter Miraniah flew to Darwin to attend his Graduation March which took place at the Berrimah Defence quarters. Later at the Graduation dinner 2 awards were given out. Travis was awarded the "Most Improved" of the 14 Graduates. Travis is doing so well, and he is most definitely enjoying being a member of NORFORCE.







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## **BROOME TRIP**

Written by Dennis Latham  
former Men's Shed Activity Supervisor.

On Wednesday the 6th of December 2018, the Men's Shed boys had a special trip to Broome to get a break from Derby.

It was a good trip too. We left Derby at 7am to arrive in Broome at 10am. Our first stop was Cable Beach where we had a walk around and a swim. The boys enjoyed it a lot. I have never seen so many smiles and laughter that came from every one of them.

The next trip was Gantheaume Point where we had a look at the foot prints of the dinosaurs. Most of the boys didn't even know that they walk right passed it. Then I showed them the pools and had fun waiting for the wave to hit against the rocks. It did look a bit dangerous but it was fun to see their faces change.

The third trip was New Jetty. It was a bit upsetting because the walk way on the jetty was closed to the public so we had to take a drive to the boat ramp just for a look.

Our lunch stop was at Town Beach (old jetty) where we had sandwiches and fruit. It was a good lunch with a beautiful view and to finish it off, the walk around the boulevard where the boys did a bit of shopping for home.

Plus, considering we only had two trips this year, a fishing comp and a hunting trip, maybe we might have more trips like this one. I got good comments back from the boys like it was relaxing, less stressed. They asked if the next trip would be a camp where they can watch a movie and catch up with family and do a night fishing.

A big thanks to our bosses for allowing the trip to go ahead.

Thanks to  
Jillian Hunter  
Faith Williams  
Rocci Zito  
Wallace Pikia

And the supervisor Richard Barba, Sahnee Wilson and myself Dennis Latham of Men's Shed







## Men's Shed Health & Wellbeing Program

By Wallace Pikia – WNES Projects & Activities Team Leader

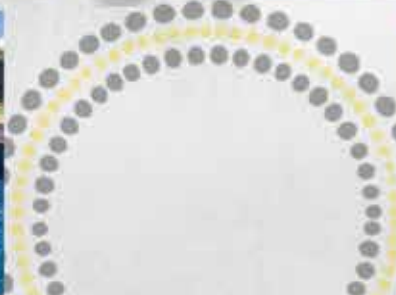
On the 19th of January at the Men's Shed participants began a 12-week Health & Well Being Fitness Program and their first day began with Broome Dietitian, Lucas Brennan. Lucas had also been running classes at Mowanjum Community Centre in 2017.

This program was designed to cater for the participant's needs and to get them engaged with local service providers such as Derby Aboriginal Health Service's, Local Drugs & Alcohol Group, Derby Anglicare, Legal Aid Awareness, Money Management, Mowanjum Licensing Academy, Culture Awareness-Local Elder and Birdwood Downs-Horse Riding & Grooming.

Fitness was also high on the agenda so the Derby Memorial Pool, Derby Life & Soul Gym as well as the local Squash Courts at the Recreation Centre were incorporated into the program. 30 participants attended throughout the week and because of the high numbers they were split into two groups.

A Family Day will be held at the end of the 12 weeks.

There were positive feedback not only from all the supervisors and participants at the Men Shed but also the Remote Communities. We are in the process of drafting up another







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# FRILLED ENTERPRISES car detailing

EXTERIOR	BASIC CLEAN	FULL DETAIL	EXTRAS
Wash	✓	✓	
Chamois dry	✓	✓	
Tyre shine	✓	✓	
Tyre check (wear/pressure)	✓	✓	
Cut/Buf		✓	
Wax/Polish		✓	
Acid wash tyres/rims			✓
Aluminium Clean			✓
INTERIOR	BASIC CLEAN	FULL DETAIL	EXTRAS
Vac	✓	✓	
Surface clean (Dash/Floormats/Doors)	✓	✓	
Windows	✓	✓	
Armoral	✓	✓	
Air vents		✓	
Cabin filter		✓	
Door Jams		✓	
Seat Covers			✓
Shampoo Upholstery			✓
Head/Roof Lining			✓



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VEHICLE PRICES:			EXTRAS					Maximum Cost per vehicle
<small>**Price may be subject to change due to product increase or severity of vehicle condition dirt ie: pindan/scratches etc</small>	BASIC CLEAN	FULL DETAIL	Restore Aluminium	Seat Covers (remove/wash&re fit)	Shampoo Upholstery (Seat Inserts/flooring/c arpet)	Head/Roof Lining	Acid wash tyres/rims	
Sedan	\$130	\$250	N/A	\$50	\$50	\$100	\$40	\$490
SUV	\$170	\$300	N/A	\$75	\$50	\$30	\$40	\$495
Single cab Ute	\$130	\$250	\$70	\$35	\$15	\$20	\$40	\$430
Twin cab Ute	\$150	\$270	\$70	\$50	\$20	\$30	\$40	\$480
Troopy	\$200	\$550	\$50	\$75	\$75	\$40	\$40	\$830
Commuter Bus	\$200	\$550	\$50	\$120	\$120	\$50	\$40	\$930



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