

The Circle – First Nations Entrepreneur Hub

The Circle acknowledges Aboriginal and Torres Strait Islander Peoples as the traditional custodians of our land.

We recognise the Kaurna people as the traditional custodians of this place we now call Adelaide.

We pay our respects to Elders past, present and future and to the cultural authority of First Nations Peoples from other areas of this country.

“Always Was, Always Will Be.”



Background

- **\$3 million** Australian Government commitment in the Adelaide City Deal
- Funded by the National Indigenous Australians Agency (NIAA), in partnership with the South Australian Government
- The Circle support First Nations businesses in SA, linking to industry and business development opportunities and supports First Nations innovation and entrepreneurship
- Soft launch in February 2021
- Officially launched on 27 August 2021



Minutes Item 6.1 Presentation

The Circle Vision

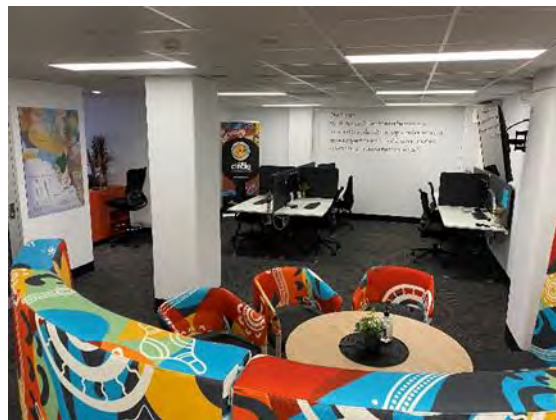
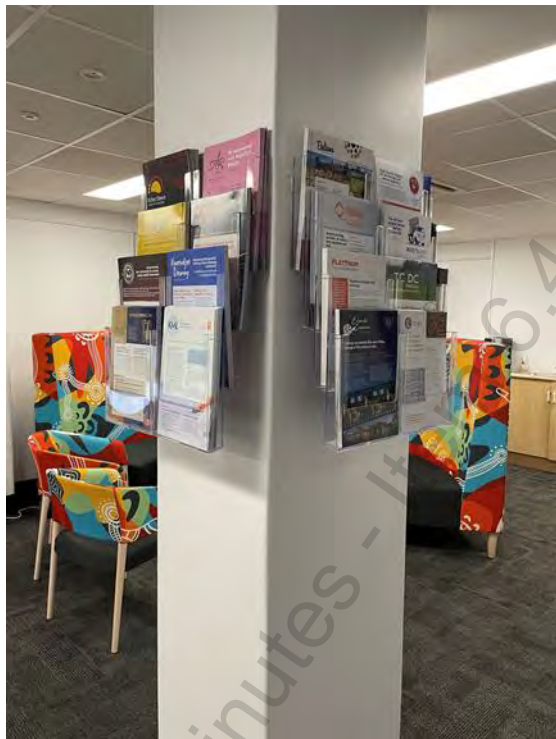
First Nations businesses are connected to a culturally respectful, professional and opportunity-driven service that fosters innovation, engagement, growth and business success.



The Circle – Service Model

Business Development Support	<p>Streamlined access to existing services through individual business development support, referral and connection to the Hub community.</p> <p>Providing practical support to navigate existing services and sourcing tailored, fit for purpose solutions.</p>
Access to New Markets	<p>Connection to a range of procurement and participation opportunities across South Australia with the public, private and not-for-profit sectors. Where relevant, introductions to export market opportunities.</p>
Expert Business Advice	<p>Referral and linkages to existing support for key business acumen across various stages of growth. In addition, support to identify and source tailored, fit for purpose tools, initiatives, activities and support to suit the needs of an individual business.</p>
Capability Growth	<p>Networking opportunities and events to improve business-to-business relationships and stimulate engagement and participation in capacity, capability, and confidence building activities.</p>
Access to Physical Hub	<p>Access to meeting rooms, providing a culturally safe place to be innovative, connect with others and conduct business from a central, well-equipped and professional location.</p>

The Circle Hub



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About our Members (as at 30 June 22)

- 134 active members
- 20 applications pending
- Almost half of the known First Nations businesses in SA are members
- 70% of members are 100% First Nations owned
- Members employ almost 4,700 people



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The Circle Outcomes (as at 30 June 22)

Since Launching, the Circle has achieved at least:

- 157 formal Business Development Support sessions
- 13 Industry Events
- 92 referrals of members to Industry opportunities
- 28 referrals of members to Government Agencies
- 23 employment referrals
- 18 members per month (avg) accessing the physical Hub



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The Circle Team



Kelly May, Operations Manager

Phone: 0467 721 326

Leads The Circle's operations and support functions



Trevor Lovegrove, Project Officer

Phone: 0481 476 634

Membership and use of The Circle Hub at Lot Fourteen



Sue Panagaris, Business Development Manager

Phone: 0466 480 979

Connection to the Aboriginal Business Sector and access to business development support



Kira Lane, Administrative Support Officer

Phone: 0403 842 799

Team Support and Administration

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SAVE THE DATE

First Nations
Business Showcase

Thursday, 27 October 2022
9.00am - 3.00pm

Adelaide Entertainment Centre
Port Road, Hindmarsh

Register now
thecircle.sa.gov.au

Questions & Contact

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**the
circle**

First Nations Entrepreneur Hub



Australian Government
National Indigenous
Australians Agency

Funded by the National Indigenous Australians Agency
in partnership with the South Australian Government



Government of
South Australia