

## QLS First Nations procurement

### Introduction

First Nations business procurement guide is an introductory guide for Queensland Law Society and its staff to use for their respective work requirements and even personal use. The importance to establish such a guide is twofold. Firstly, the majority of First Nations businesses do not have resources to sustain in the economic market, including lack of funding in the first instance. Such as lack of funding for advertising. Secondly, First Nations businesses are more community based. Generally, First Nations businesses are community focused in the sense that many products (artistic) are handmade and rarely products could be manufactured elsewhere other than within Australia.

According to the Queensland Government's Indigenous Procurement Policy (QIPP), First Nations people and businesses do not 'participate equally' in Queensland's economy or labour market. It thus follows alternative pathways for Aboriginal and Torres Strait Islander employment and economic participation. There is less opportunity for First Nations businesses to participate in the economy and create generational wealth within the community. While maintaining culture and increasing employment, there still remains a gap to increase capacity and capability for First Nations businesses to participate in the professional and/or business industry. It is more likely that First Nations businesses will employ a majority of Aboriginal and Torres Strait Islander employees. Additionally, there may be a higher chance for retention and upskill their Indigenous workforce.

### How to find out about First Nations Procurement

There are many ways in which you can find where there are First Nations businesses. Word of mouth, in particular if there are Aboriginal or Torres Strait Islander staff, generally would know where to look or know of businesses generally. Social media is a useful source to view First Nations business, however this is not advised, because there could be a possibility of this business not being a recognised First Nations businesses, and this defeats the purpose of engaging with Aboriginal and Torres Strait Islander businesses.

### There are recognised resources that may assist in locating First Nations businesses:

- [Supply Nation](#) is a peak body that facilitates procurement for government and corporate sectors. This may be the preferred avenue, because corporate, non-profit or government interest can join to be a member and get access to the wide range of First Nations businesses.
- [Black Business Finder](#) is register of Indigenous businesses who are majority or half Indigenous owned or who employs a 75% Indigenous work force.

- [Australian Charities and Non for Profit Commission](#) has a portal for Aboriginal and Torres Strait Islander charities.
- [Trading Blak](#) is an Indigenous body. This body is made up of Indigenous business owners who go to great lengths to ensure that the Indigenous businesses get a fair go in the ever increasing Indigenous business market. Please also view the attached [link](#).
- **Word of mouth** is key. Amongst Indigenous Australians word of mouth is highly active and the more prevalent.

### Business Register

- [Office of the Registrar of Indigenous Corporations](#) (ORIC), is the website for the registrar. This has relevant information for First Nations businesses. However, has information that may be relevant for public use.

### Tips

There appears to be concern about whether businesses are legitimately First Nations majority or part owned. However, to ensure the integrity of First Nations business and their owners, directors or other seek clarification by who they are or who they identify as being associated or a member of a particular community. Interacting and understanding with Aboriginal and Torres Strait Islander business owners is encouraged to get a firsthand experience of challenges that may affect First Nations businesses. Otherwise please get in contact with “Trading Blak”, (see above).

### Other

In light of the circumstances that Indigenous businesses face with competing businesses who may pass off as an Indigenous business, however may not necessarily be Indigenous owned or partly owned. There are numerous Aboriginal and Torres Strait Islander business owner and artist who are advocating to end exploitation of non-Indigenous businesses passing off as an Indigenous business. In order to close gaps and increase genuine Indigenous business in the economic market, it is encouraged for all to be aware of businesses who may not be who they appear to be.

### Conclusion

The lists or resources specified and this document is not exhaustive. This will be an evolving document.