



## SUBMISSION FORM

**Please complete and fax to the Summit Project Officer, Peter Jones, on 8999 1888. If you have any queries about the Form, please contact Peter Jones on 1800 000 971.**

To assist us in verifying and collating responses, please ensure you provide us with the information marked with an asterisk.

- \* Are you a  
(Please tick relevant box)
- Summit Participant?  
 Regional Forum Participant?  
 Other?
- \* First Name Lenore
- \* Last Name Dembski
- \* Company Name Paperbark Woman
- \* Job Title Director
- \* Business Address  
Street Address: Shop 4 Harry Chan Arc, 60 Smith Street
- Suburb: Darwin
- State: NT
- Post Code: 0800
- \* Personal Address  
Street Address: 15 Evelina Court
- Suburb: Howard Springs
- State: NT
- Post Code: 0835
- \* Business Hours Phone Number: 0408 892372
- \* After Hours Phone Number: 89831032
- \* Email Address: lenore@octa4.net.au

## **What do you see are the key opportunities for development in the Northern Territory**

### ***The development of Aboriginal and Torres Strait Islander people, their businesses and their land.***

Aboriginal and Torres Strait Islander people make up a large percentage of the Territory Population and they own or control considerable pockets of land.

The development of Aboriginal people will mean they can better participate in the general Territory economy by developing and expanding businesses, running their own communities better and increasing their health and education standards.

Helping Aboriginal people to develop their land by themselves or with the assistance of joint ventures, partnerships etc, may allow the Territory to be opened up to different markets in ways of tourism, agriculture, mining etc.

### ***Assisting artists across a broad range of disciplines to produce and sell their products.***

There are many talented people living in the NT on a short, medium and long term basis. The artists cover areas such as paintings, pottery, glassworks, textiles, music, song, jewellery, photography, dance, literature, carving, drawing and acting etc. Rather than go for mass production and selling or viewing by locals and the tourist market as the main source of income, these small business people could aim for the national and international market at the high end of the market. Some items could be produced through the Trade Development Zone for sale mainly on the international market.

### ***Value adding onto existing product and services across a range of industries.***

The Territory already produces a large range of primary and secondary products and services.

Additional growth for the Territory could come from doing the value adding in the Territory rather than sending the raw produce overseas. It would also mean we get higher dollars for our products and we increase the job opportunities that are available in the Territory. Often when services are supplied by Territorians we often miss the opportunity to offer additional services that could be completed by other Territorians thus increasing the money coming into the Territory.

### ***Building on the opportunities Darwin has because of it's close to proximity to Asia.***

Darwin is seen as a safe, clean, environmentally and culturally friendly location. It has the potential to become the supplier of many services and products to Asia and beyond. Taking into consideration people coming to Darwin and our people going to other countries to provide the services.

Some of the services that could be expanded upon include: specialist health services including elective surgery such as plastic surgery; education and training at all levels from primary, secondary, tertiary and vocational; cultural and environmental tourism from individuals and micro numbers to large groups; and retailing of Australian made products.

## **What is holding up the development in the Northern Territory**

### ***The development of Aboriginal and Torres Strait Islander people, their businesses and their land.***

Large numbers of Aboriginal people are employed through CDEP (work for the dole type program) and many community based Aboriginal business are heavily subsidised through these and other schemes. Not enough support (not necessarily money) for Aboriginal businesses. Often Aboriginal people have the technical skills to produce the items and services but need additional targeted skills to produce them for the higher quality end of the market and to promote and sell them either by retail or wholesale.

With regard to the development of land and sea resources, there is often a lack of knowledge about the ways partnerships, joint ventures and companies operate so there is more chance of people being wary of going into business using their land as the main resource. This lack of knowledge and also an understanding of how mainstream business culture works, often leads to a lack of trust.

***Assisting artists across a broad range of disciplines to produce and sell their products.***

In many cases artists are not looked upon as business people by government agencies and therefore resources available to them are limited. A number of artists start out using their skill as a hobby and as they move through the cottage industry to fully fledged business they need extra support. Artists are often not across ways to cost and market their items fully and often sell their product way below the actual value. There needs to be more low cost incubators for artists so they can produce and market their products and where they can also gain more skills in business and salesmanship.

***Value adding onto existing products across a range of industries.***

The changing population of the Northern Territory often means that people/businesses do not have long enough time to build their networks and to educate themselves about the other business that exist in their industry and connecting industries. Often people believe that the quicker they can get their money in, the more easier it is to expand their business.

In the area of processing our food goods having facilities that can enable to packaging of raw product in plastic and tin containers would also be of assistance, and would enable other opportunities to be given to primary producers.

There is a lack of skills on behalf of Territorians in the area of turning raw products and bi-products such as animal skins etc into high quality accessories and items for the top end of the market.

***Building on the opportunities Darwin has because of it's close to proximity to Asia.***

Although there are a large number of business in the Territory across many industries, in order to capture the high-end markets in the areas of health, education and tourism services and products there needs to be a number of established business in these industries to do the business. Many of the business have the ability to move into the supply of products and services to Asia (either in the Territory or in Asia) but they often need additional financial assistance to get really established. Other assistance by way of technical and marketing support is also often needed.

**What are your proposed solutions for each of these issues**

***The development of Aboriginal and Torres Strait Islander people, their businesses and their land.***

The Northern Territory Government should create an Aboriginal Economic Development Unit in the Department of Industry and Business that supports the individual and group development of Aboriginal and Torres Strait Islander Territorians. The unit's main aims should be to: increase the participation rate of Aborigines at all levels of the workforce; assist Aboriginal people to gain greater economic independence through enterprise development; assist Aboriginal people to determine the direction and pace for their own development in a culturally and socially appropriate way, and provide assistance and advice on employment, training and economic issues to individuals and organisations working with Aborigines. The unit should have a grants budget that could be used to facilitate the work of the unit and it should be led by an Aboriginal person.

***Assisting artists across a broad range of disciplines to produce and sell their products.***

The NT Office of the Arts, the Dept of Industry and Business and the NT Employment and Training Authority should work together with other Commonwealth agencies to facilitate and assist artists to develop their skills into flourishing businesses. Development funding for artists, whether they produce a product or provide a service, should be considered in the same way as that for other industry areas. Training for the artistic industry should be considered and funded in the same way as training for trades and other vocations.

The NT Government should investigate the possibility of having a yearly artists expo where there is a week where national and international buyers are encouraged to come and book and order goods. The week could be operated in a similar way to Australian Fashion Week where products from outside the Territory are also exhibited and sold.

***Value adding onto existing products across a range of industries.***

Northern Territory Government agencies should provide venues at low cost for business groups to meet on a regular basis where they can increase their knowledge of what's available where and from whom in the Territory. These venues should be available after normal working hours.

Existing resources such as the Services and Suppliers Directory NT (produced by several non-govt organisations with some funding assistance from the NTG) should be more readily available to businesses and should cover a range of industries from the cultural and art and craft to the heavy industries.

***Building on the opportunities Darwin has because of it's close to proximity to Asia.***

NT Government should facilitate a mapping exercise of the potential industries and business services and products that could be used to market Darwin as a city of choice for education, health and tourism. Darwin has a large population of cultural groups from around the world, including many from Asia. Cultural groups within the Darwin community should be encourage to promote the services and products available in the Territory to the relatives, friends and business associates in Asia. When events such as the Arafura Games and NT Expo occur, visiting groups should be provided with access to material on the services and products available in the Territory.

Lenore Dembski  
Director  
Paperbark Woman