

## Martin Pike MBA BEc – Industry Profile

### Indigenous Business and Economic Development

#### Background

In 1997, Martin and his wife Julie moved to Darwin to lead a business management consulting practice. During his time in Darwin Martin was provided with the opportunity to work with several Indigenous owned and operated businesses via the NT Government Business Growth Program. Martin's experience in Darwin afforded him the opportunity to join the Indigenous Business Australia advisory panel in 2007 and then he successfully tendered for the Indigenous Economic Program (then auspiced by DEEWR). Over the past 25 years Martin has provided business support and advice to more than 50 Indigenous business and organisations.

Martin's belief is that business is a vehicle afforded to owners and members of an organization to get what they want; whether that be financial reward, fulfilling a core purpose, supporting others and reward for creating an experience valued by employees and customers.

Martin is an advocate and supporter for Indigenous business development because he is a champion for a "fair go" and business can be a driver to support economic independence for Indigenous Australians.

#### Current and recent projects –

- ❑ Organisation Structure and Asset Review – Whyalla Aboriginal Corporation
- ❑ Strategic Plan, ongoing mentoring and economic development projects for Kokatha Mula Nations Land Council
- ❑ Business Plan, Central Land Council Ranger Program
- ❑ Strategic review and plan for Tourism, Mining Services and Wayside inn at Bonya Aboriginal Community
- ❑ Long term supply chain re-engineering for food supply to the APY Lands, DPC-AARD
- ❑ Business Plan – Wiltja Constructions, Building Company, APY Lands
- ❑ Business Plan – Mutitjulu Aboriginal Community

- ❑ Feasibility Study – Bakery, APY Lands
- ❑ Employment and retention strategy for employers on the APY Lands
- ❑ Expanding Housing and Life Opportunities for Residents of Remote Aboriginal Communities in South Australia, Stage 1 Housing Needs Analysis, Housing SA
- ❑ Business Case Study, post secondary Indigenous student accommodation facility – Housing SA
- ❑ Business Plan for Musgrave Pastoral Company, Kenmore Park Station, APY Lands
- ❑ Feasibility and Business Plan for Yunyarinyi Road Maintenance Enterprise, APY Lands
- ❑ Business Plan for Detect SA, a successful Indigenous-owned underground utilities locator
- ❑ Feasibility Study for an Indigenous art hire business, SA
- ❑ Scoping reporting for Oodnadatta Store and Transcontinental Hotel, SA
- ❑ Business Plan for Wallace Rockhole Tourist Park, NT
- ❑ Business Review for Hermannsburg Historic Precinct
- ❑ Business support and mentoring for Mindshift Escape Rooms
- ❑ Business plan for development of a “pop up Indigenous at store” - Broome WA
- ❑ Business Review and Business Plan for Yuendumu Mining Company
- ❑ Business Review for Northern Barkly Indigenous Development Trust
- ❑ Business Review for Dreamtime Logistics (Indigenous tourism aviation business in Townsville)
- ❑ Marketing gap analysis and development for Indigenous Walking Tours in Adelaide
- ❑ Facilitator for Barkly Indigenous Economic Development Forum
- ❑ Asset Review for CDEP Program for Arrente, Ingkerreke and Tangentyere Councils (NT)
- ❑ Business mentoring for Horizontal Drill company providing services to the rollout of the National Broad Band Network
- ❑ Business support and marketing plan for agriculture equipment manufacturer, Aussie Feeders

More project information available upon request, and see [www.ksmadvisory.com.au](http://www.ksmadvisory.com.au)

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