

Gross Income Average

The annual turnover of Victorian Aboriginal and Torres Strait Islander businesses has increased.

	2022	2021
Less than \$500,000 in turnover were	79%	81%
Less than \$150,000 in turnover were	57%	64%
Less than \$75,000 in turnover were	46%	49%

Sole Traders and Registered Companies

The percentage of member Victorian Aboriginal and Torres Strait Islander businesses who were sole traders decreased whereas companys have increased.

	2022	2021
Sole Traders	39%	47%
Companies	47%	41%

Regional v Metropolitan

The number of businesses in Greater Melbourne is growing compared to Regional Victoria.

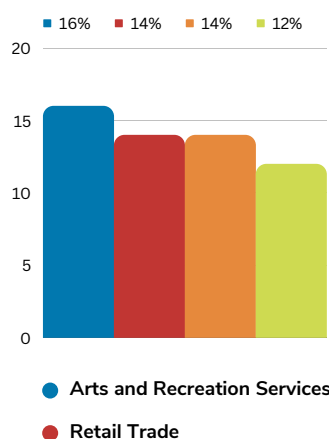
In 2022, 62% of Victorian Indigenous businesses were based in Greater Melbourne and 33% were in Regional Victoria.

In 2021, 52% of Victorian Indigenous businesses were based in Greater Melbourne and 43% were in Regional Victoria.

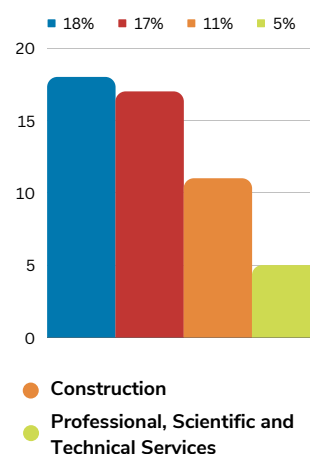
Sectors of Work

The Top 4 sectors continue to include construction, professional services, arts and recreational services and retail trade. However the number of businesses in these sectors have come to be more in parity in 2022 from 2021.

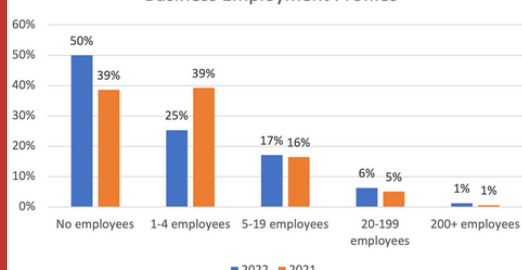
2022 Top Business Sectors



2021 Top Business Sectors



Business Employment Profiles



Employment Rates

In 2022 compared to 2021 we seen

- a reduction in businesses with 1-4 employee's
- growth in businesses with no employee's

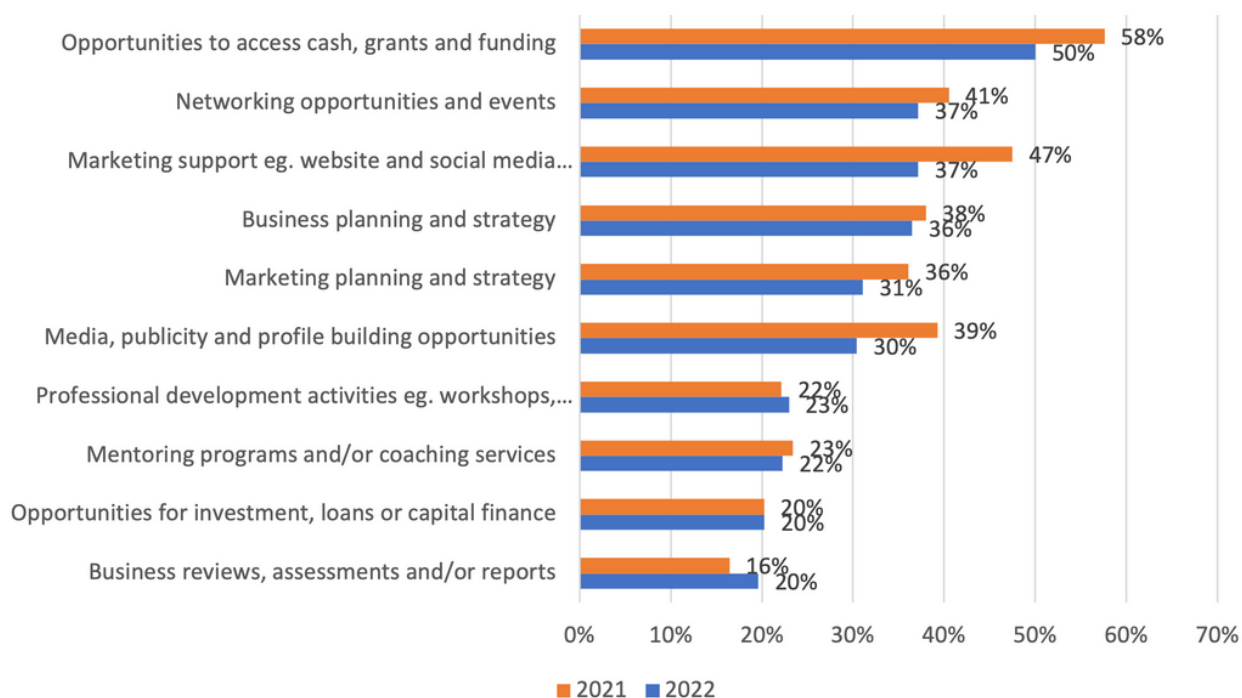
Top 5 Business Needs of Victorian Aboriginal Businesses

- Opportunities to access cash, grants and funding
- Marketing support
- Networking opportunities
- Business Planning and strategy
- In 2021-22 Kinaway ran a Website Program to support members without websites.
- In 2021-22 We ran professional development workshops on Media and Communications.

By running these programs, we seen declines in need for 'Marketing Support' and 'Media, Publicity and Profile Building Opportunities' from 2021 to 2022.

'Opportunities to access cash, grants and funding' remains the top need for members in both 2021 and 2022.

Top 5 Needs of Kinaway Businesses in order to grow their business



Source -

Kinaway Chamber of Commerce Victoria, "Kinaway Annual Business Growth Survey 2020-21", August 2021

Kinaway Chamber of Commerce Victoria, "Kinaway Annual Business Growth Survey 2021-22 (Analysis)", November 2022