



KINAWAY MEMBERSHIPS

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A CHANGE IS COMING TO KINAWAY

Kinaway Chamber of Commerce (Kinaway) is the leading Victorian organisation dedicated to supporting Victorian Aboriginal and Torres Strait Islander business owners.

Kinaway is named from the Gunnai/Kurnai language word, meaning “exchange.”

Our focus is on changing Aboriginal and Torres Strait Islander peoples’ lives through a strength-based model of business ownership and participation in the Victorian economy.

Through membership with Kinaway, Aboriginal and Torres Strait Islander businesses are supported via:

- Advocacy and promotion in the Victorian economy
- Guidance and training in business, administration, and marketing
- Networking, training and partnership opportunities with corporate and government partners

These services provide an essential framework to promote and support the ongoing operation of Aboriginal businesses.

Kinaway Chamber of Commerce fosters and develops partnerships with government, corporates and academia to build procurement opportunities and facilitate support to Aboriginal businesses.

In alignment with our vision of economic empowerment and self-determination, Kinaway is implementing a paid membership. We look forward to continuing to serve you and your business and driving Kinaway towards a bigger and better future.



Donald Betts
Acting CEO

MEMBERSHIP OVERVIEW

September 20, 2023

The structure of membership at Kinaway is changing from September 20, 2023.

September 20 - October 26

Membership applications are open for first time members and renewals from September 20 to October 26.

New memberships and renewals will be processed throughout the month of October. Membership applications outside of this period may attract a \$25 processing fee.

November 1

Membership fees should be paid in full by November 1, 2023 for members to be eligible to receive a Kinaway Business Award.

Businesses may be nominated for an award but any nominations will be forfeited if the nominee has not paid membership fee by this date.

2023 onwards

Membership is valid for 12 months with renewals occurring in October each year.

MEMBERSHIP TIERS

Indigenous Business Owners

Ancient Gold Dust

Sapphire Teal

Desert Dusk Red

Deadly Black



Membership Tier	Ancient Gold Dust	Sapphire Teal	Desert Dusk Red	Deadly Black
Annual Fee	\$150	\$300	\$750	\$5,000

* Exclusive to Artists

MEMBERSHIP SERVICES

Membership Tier	Ancient Gold Dust	Sapphire Teal	Desert Dusk Red	Deadly Black
Business Certification (Can publicise that you are a Kinaway Certified Business)	✓	✓	✓	✓
Welcome Pack (Including a certificate, letter from CEO, Kinaway membership booklet, Kinaway branded gifts)	✓	✓	✓	✓
Business Directory (Digital profile created on Kinaway Business Directory)	✓	✓	✓	✓
Business Discovery/Review Session (Introductory and/or follow up session(s) with a Broker for your business to understand your current business goals and needs)	1	1	2	4
Additional Consulting Hours	2 Hours Per Year	2 Hours Per Year	5 Hours Per Year	10 Hours Per Year

* Exclusive to Artists

KONNECTION

Kinaway's konnection services provide all Kinaway members with the opportunity to meet online and in person with other members, corporate partners, and buyers.

Membership Tier	Ancient Gold Dust	Sapphire Teal	Desert Dusk Red	Deadly Black
Access to Member Only Facebook Group (Online community with other Kinaway Members)	✓	✓	✓	✓
Invitation to Member Events (Black Coffees, Markets, E3pos, etc)	✓	✓	✓	✓
Kinaway Business Awards Tickets (Held in November)				2 Free Tickets
Corporate Referrals (Where relevant, refer your business to Kinaway Corporate Partners looking to procure)	✓	✓	✓	✓
Invitation to connect at industry-specific forums (Industry focused forums to connect like-minded individuals)			✓	✓
Friends of Kinaway Introductions (Facilitation of connections with other Chambers of Commerce, and other leading organisations)		✓		✓

* Exclusive to Artists

MARKETING AND MEDIA

Services that allow Kinaway members to increase awareness of their business.

Membership Tier	Ancient Gold Dust	Sapphire Teal	Desert Dusk Red	Deadly Black
Advertising in newsletter/socials (Feature article)	1 Social Media Post Per Year	1 Social Media Post Per Year	1 Newsletter Feature Per Year 2 Social Media Posts Per Year	2 Newsletter Features Per Year 2 Social Media Posts Per Year
Business Spotlight (Preferential advertisement placement on Kinaway website and opportunity to advertise in seasonal Kinaway catalogue)			1 Per Year	3 Per Year
Podcast Episode (Guest star on an episode of Deadly Stories Podcast, presented by Kinaway)		1 Episode Per Year	1 Episode Per Year	2 Episodes Per Year
Event Sponsorship Naming Rights (One event per year)				✓
“Special Offer” Advertisement Opportunity (The chance to advertise promotional pricing within our network)				✓

* Exclusive to Artists

BUSINESS CAPABILITY SERVICES

Services that provide Kinaway members with a range of supports to build sustainable businesses.

Membership Tier	Ancient Gold Dust	Sapphire Teal	Desert Dusk Red	Deadly Black
In-person Business Growth Workshops/Training	✓	✓	✓	✓
Access to Online Business Growth Webinars	✓	✓	✓	✓
Access to Kinaway Intellectual Property, Research and Data				✓
Hot desking in Kinaway office/access to Training Rooms	✓	✓	✓	✓
Invitation to quarterly CEO briefings (Hear straight from the source about updates in the Indigenous Procurement space)			✓	✓

* Exclusive to Artists

SAPPHIRE TEAL TIER

The Sapphire Teal tier is an exclusive offering for Members who are **visual and digital artists**.

This membership tier opens up new possibilities for our Artists to have their work discovered on a larger local, national, and global scale, creating opportunity for new growth and recognition.

The Sapphire Teal tier offers similar base benefits as the Ancient Gold Dust tier, however also includes:

- Artist spotlight on Kinaway website
- Eligibility for Kinaway art brokerage service
- Pathways to global exposure
- Opportunity to auction off your pieces at Kinaway events (subject to availability)
- Art displayed in Kinaway head office gallery

