



2026 Aboriginal Business Showcase

Exhibitor Proposal

25 June 2026 | Melbourne Cricket Ground

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About us

ICN Victoria is a not-for-profit organisation that exists to help local businesses win. With the support of the Victorian Government, we have worked with local industry since 1984 to ensure that small and medium sized enterprises (SMEs) are given full and fair opportunity to work on major procurements by identifying opportunities for participation, innovation, and growth.

Working with supporters including Kinaway, we help Aboriginal businesses to access opportunities in these supply chains.

Our services include matching company capability with opportunities driving local, social, and sustainable outcomes through government and private sector procurement.

We have teams across Victoria that support the process, including:

- analysis and identification of business capability
- industry sector specialists
- supply chain mapping and market research
- consulting on best procurement practice
- localisation and import replacement support on major procurements

Our processes facilitate end-to-end compliance with industry participation policies and support industry's social licence to operate, ensuring that our local economy wins.



2026 Aboriginal Business Showcase

We invite you to partner with us as an exhibitor at the **2026 Aboriginal Business Showcase**, our second annual event strengthening Aboriginal business leadership and partnership on major projects will be held on **Thursday 25 June 2026** at the **Melbourne Cricket Ground**.

Proudly supported by Kinaway Chamber of Commerce, this is a meaningful opportunity to engage alongside Aboriginal businesses, creating direct connections between project owners, government, contractors and the growing Aboriginal business community.

Our event will strengthen connections, reduce barriers to participation, and create meaningful pathways for Aboriginal businesses to contribute to Victoria's major infrastructure and economic development.

The **2026 Aboriginal Business Showcase** is the definitive event for making high-value connections, unlocking procurement pathways for Aboriginal businesses, and elevating your organisation's commitment to social procurement, economic inclusion, and Aboriginal participation in major Victorian projects.

This flagship event will bring together government agencies and policy leaders involved in major infrastructure investment and procurement, project owners, Tier 1 contractors, and procurement managers, Industry associations and supply chain leaders and up to 40 Aboriginal-owned businesses showcasing their capabilities.

The event will ensure that Indigenous businesses and voices remain central, cultural respect and protocols are upheld and outcomes focus on self-determination and sustainable economic participation.



Event outline

Date	Thursday 25 June 2026
Time	9:30AM arrival for 10:00AM-1:30PM
Location	Melbourne Cricket Ground (Olympic room)
Format	In person, seated event with showcase stalls
Attendance	Up to 450 people
Exhibitors	Up to 40 expo spaces available

Speakers

Featured speakers will include:

- Government representatives driving policy and procurement
- Infrastructure project owners and delivery authorities
- Tier 1 and Tier 2 contractors involved in major projects
- Aboriginal business leaders and social procurement specialists

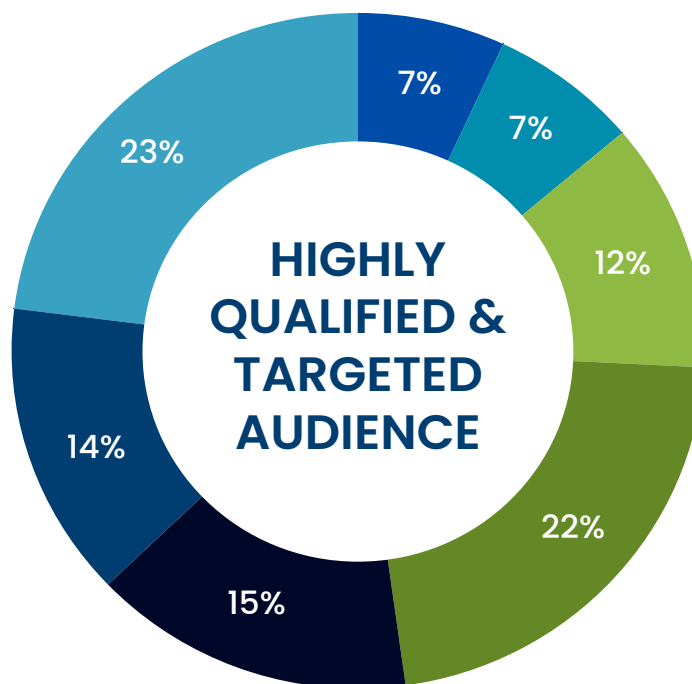


The audience

Attendees will include:

- Government agencies responsible for infrastructure delivery and social procurement policy
- Project owners and major infrastructure developers
- Contractors, procurement managers, and social procurement leads
- Aboriginal business owners across construction, professional services, engineering, environmental services, cultural consulting, communications, energy, and technology
- Industry associations and supply chain partners
- Regional development organisations and economic development bodies

State Government	
Local Government	
Education	
Associations	
<hr/>	
INDUSTRY	
Renewables	1,000
Clean Energy	400
Construction and Engineering	12,300
Defence	2,500
Health	3,400
Medtech	40
IT & Communications	110
Manufacturing	2,200
Transport	3,900
Water	160
Professional Services	2,700



AUDIENCE BREAKDOWN

- Managing Director/CEO/Chair
- Executive Managers
- Operations and maintenance managers
- Procurement Managers
- Asset & Facility Managers
- Environmental Civil/Project Engineers
- Others

Our reach

Email

10,000+ businesses



LinkedIn

8,500+ followers
600,000+ impressions



Newsletter

12,000+ subscribers,
monthly distribution
35% open rate



Website

53,000+ views



Events & socials

500+ new signups
from events yearly



Exhibitor benefits

The Aboriginal Business Showcase continues to expand as a critical platform connecting Aboriginal businesses with the organisations delivering Victoria's major projects. Exhibiting places your business directly in front of project owners and procurement leaders actively seeking to strengthen their social procurement commitments and Aboriginal business participation.

Direct access to opportunities

Connect face to face with government agencies, project owners, contractors, and procurement managers, committed to social procurement targets who are actively seeking Aboriginal suppliers.

Showcase your capability

Demonstrate your expertise, products, and services directly to those influencing procurement and supply chain decisions.

Targeted networking

Engage with highly relevant businesses and industry stakeholders open to new opportunities and Aboriginal business participation.

Build strategic partnerships

Establish meaningful connections that can lead to real contract opportunities, supply chain participation, and long-term business relationships.

Brand visibility

Gain exposure through event marketing, including the event website, social media and email campaigns, positioning your business as a key contributor to Victoria's infrastructure and economic development.

Facilitated Introductions

Benefit from our Industry Advisers who will actively support introductions between exhibitors, project owners, and procurement leaders to help turn conversations into meaningful outcomes.



Exhibitor tiers

Benefits	In person (40 available)*	Digital (unlimited)
Pre-event EDM*	Mention	Mention
Company name on website	✓	✓
Showcase stall	Standard	-
Access to attendee list (company names only)**	✓	-
Tickets	4	1
Price ex GST	\$750	\$250

In person exhibitor (40 available)

Inclusions:

- Mention on email to registered attendees pre-event**
- Company name and link on ICN Victoria's website and event listing**
- Standard industry showcase stall (trestle table & chair provided)
- Access to attendees list after event (company names only)^
- 4 tickets included (\$300 ex GST value)

Digital exhibitor (unlimited)

Inclusions:

- Mention on email to registered attendees pre-event**
- Company name and link on ICN Victoria's website and event listing**
- 1 ticket included (\$75 ex GST value)

* Subject to category of the business

** Subject to submission deadlines and ICN Victoria branding guidelines.

^ Subject to attendees' consent.

Optional extras

Subject to availability and request prior to event:

- Additional tickets beyond the 4 complimentary tickets included (\$75 each)
- Sponsor opportunity as per sponsorship proposal (subject to availability)

Exhibitor information inclusions

- 1 x trestle table with linen
- 2 x chairs
- Approximately 2m x 2m exhibition space (final dimensions may vary slightly by venue)
- Exhibitor placement determined at the discretion of the event operations team to ensure optimal flow and visibility
- Power available upon request (subject to venue availability)
- Early access for bump-in and setup (typically 1-1.5 hours prior to event start)
- On-site support from the event operation team
- Complimentary catering (morning tea and lunch) and beverages for up to 4 exhibitor representatives



Partner with us

Become an exhibitor, complete the below form and return to Melissa McCurry - mmccurry@icnvc.org.au

Contact information

Organisation (marketing purposes):

Business name:

ABN:

Postal address:

Contact name:

Contact position title:

Mobile:

Email:

A formal contract agreement document will be provided and is required to be signed to confirm participation.

We apply to be an exhibitor in accordance with the terms and conditions set out in this proposal

Authorising signature:

Date:

Total amount for sponsorship: \$ +GST

All proceeds raised from this event will be used to lower the cost for participants or invested in activities that support the participation of SMEs including Aboriginal Businesses into supply chains.

Select your exhibitor tier

Tier	Price	Confirm - YES
In person exhibitor	\$750	
Digital exhibitor	\$250	

Terms and Conditions

- Notice of cancellation must be submitted in writing to Melissa McCurry mmccurry@icnvic.org.au
- Cancellations received on or after 4 June 2026 will not be refunded.
- ICN Victoria reserves the right to cancel the event and refund any sponsor dollars at any time.
- Exhibitor bookings are only confirmed once full payment is received and the contract is signed.
- Exhibitors must comply with all venue rules and event guidelines.
- Exhibitors must hold their own public liability insurance (minimum \$5 million recommended).

Contact

Melissa McCurry

Events Lead
mmccurry@icnvic.org.au
0447 330 836

