



2026 Aboriginal Business Showcase

Sponsorship Proposal

25 June 2026 | Melbourne Cricket Ground

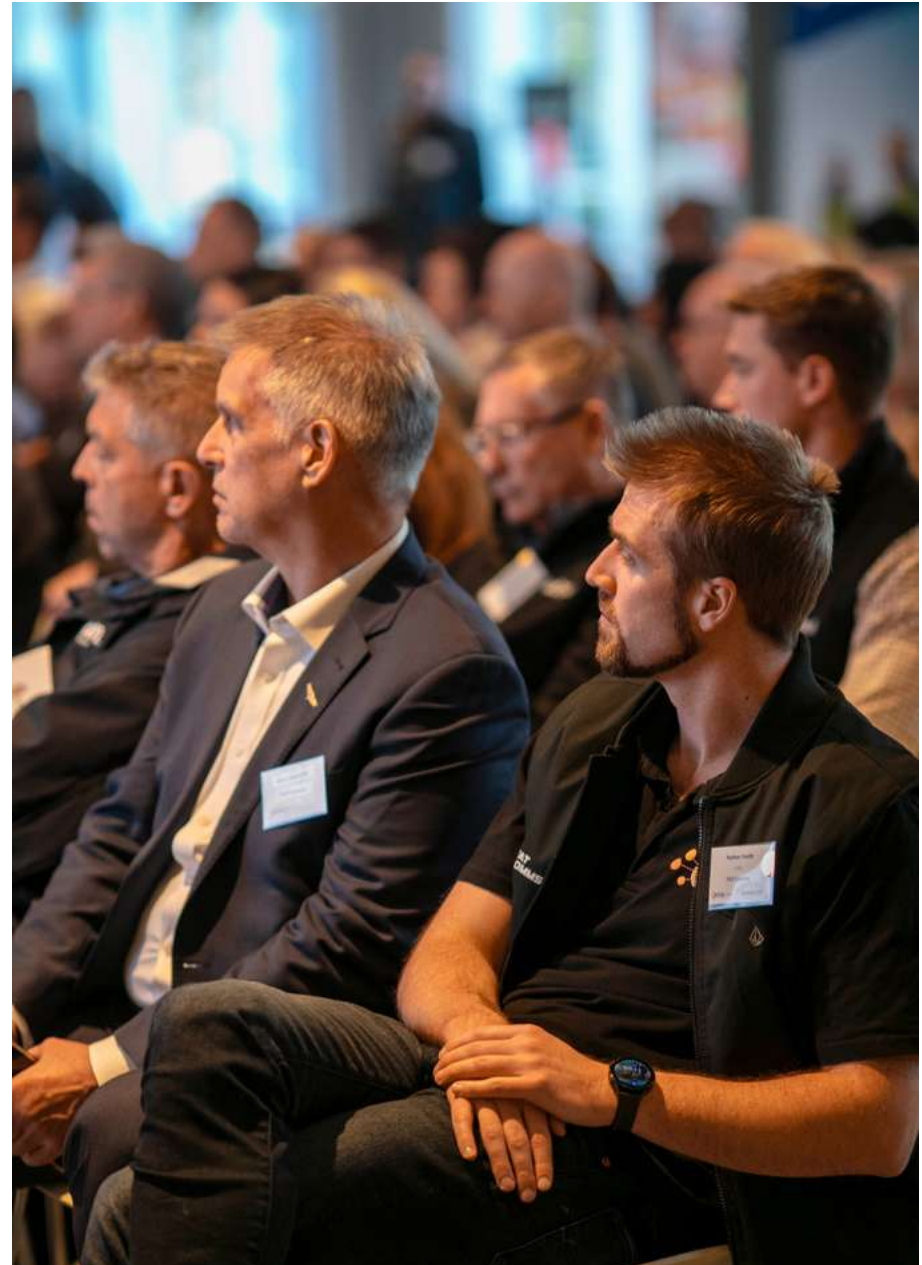
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About us

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 support 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 a sponsor of 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

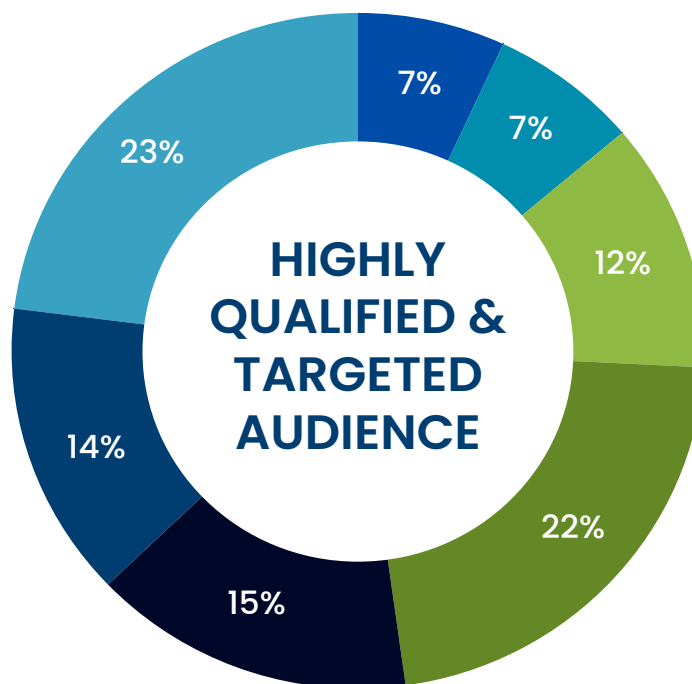


The audience

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

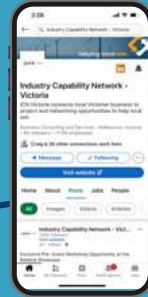
- Managing Director/CEO/Chair
- Executive Managers
- Operations and maintenance managers
- Procurement Managers
- Asset & Facility Managers
- Environmental Civil/Project Engineers
- Others

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



Sponsorship benefits

Industry exposure

Build influence and expand your network among government buyers, project owners, contractors, and Aboriginal suppliers driving multi-billion-dollar infrastructure projects across Victoria. Position your organisation as a leader in Aboriginal economic participation and social procurement.

Leadership in social procurement

Demonstrate a clear, visible commitment to Aboriginal economic participation by:

- Championing inclusive and diverse supply chains
- Supporting meaningful social procurement outcomes
- Securing high profile visibility at our flagship Aboriginal business event
- Engaging with senior stakeholders across government, infrastructure and industry



Aboriginal business growth

Your sponsorship helps fund real opportunities for start-ups and micro businesses who may not otherwise be able to participate, driving greater diversity, innovation, and inclusion across the project supply chains.

As a sponsor, your organisation will gain a powerful platform to showcase capability and engage directly with Aboriginal owned businesses, government agencies and major project contractors.

Our event is designed for focused, face to face conversations that lead to tangible opportunities to explore partnerships, procurement pathways and upcoming projects.

Your participation signals a practical, authentic commitment to Aboriginal economic participation and social procurement, strengthening your reputation as an active and accessible partner within Victoria's infrastructure and procurement ecosystem.



Sponsorship tiers

Benefits	Platinum (1 available)	Gold (SOLD OUT)	Silver (3/4 available)	Bronze (4/6 available)
Speaking opportunity	7 minutes	-	-	-
Sponsor video during the event	✓	✓	-	-
Pre-event EDM	Exclusive	Mention	Mention	-
Pre-event social media post	Exclusive	Mention	Mention	-
Logo and company name on website	✓	✓	✓	✓
Digital branding*	✓	✓	✓	✓
Print branding*	✓	✓	-	-
MC Acknowledgment	Throughout	✓	✓	✓
Showcase stall	Premium	Premium	Standard	Pull up banner only
Access to full attendee list**	✓	✓	Company name only	Company name only
Tickets	6	4	3	2
Price ex GST	\$15,000	\$7,000	\$4,500	\$2,500

Additional sponsorship opportunities	Price ex GST	Benefits
Support an Aboriginal business	\$1,500	Your contribution covers the full cost for one Aboriginal business [^] to exhibit (valued at \$750), helping remove barriers to entry and increasing visibility and opportunity.

* Subject to submission deadlines and ICN Victoria branding guidelines.

** Subject to attendees' consent.

[^] Aboriginal businesses will be allocated at ICN Victoria's discretion.

Platinum sponsorship (1 available)

Inclusions:

- 7 min speaking opportunity (available only to platinum sponsor)
- 2-minute sponsor video (on loop, no sound) during event*
- Exclusive sponsor email to ICN Victoria database pre-event and company mention in post-event*
- Exclusive pre-event social media post*
- Logo placement on ICN Victoria's website and event listing*
- Logo placement on digital and print event branding*
- MC acknowledgement throughout the event
- Premium industry showcase stall (trestle table & chair provided)
- Access to full registration before and after event**
- 6 tickets included (\$450 ex GST value)

Gold sponsorship (SOLD OUT)

Inclusions:

- 2-minute sponsor video (on loop, no sound) during event*
- Mention on sponsor email to registered attendees pre-event*
- Mention on pre-event sponsor social media post*
- Logo placement on ICN Victoria's website and event listing*
- Logo placement on digital and print event branding*
- MC acknowledgement
- Premium industry showcase stall (trestle table & chair provided)
- Access to attendee contact details before and after event**
- 4 tickets included (\$300 ex GST value)

* Subject to submission deadlines and ICN Victoria branding guidelines.

** Subject to attendees' consent.

^ Aboriginal businesses will be allocated at ICN Victoria's discretion.

Silver sponsorship (3/4 available)

Inclusions:

- Mention on sponsor email to registered attendees pre-event*
- Mention on pre-event sponsor social media post*
- Logo placement on ICN Victoria's website and event listing*
- Logo placement on digital event branding*
- MC acknowledgement
- Standard industry showcase stall (trestle table & chair provided)
- Access to attendees list after event (company names only)**
- 3 tickets included (\$225 ex GST value)

Bronze sponsorship (4/6 available)

Inclusions:

- Logo placement on ICN Victoria's website and event listing*
- Logo placement on digital event branding*
- MC acknowledgement
- Pull up banner display only
- Access to attendees list after event (company names only)**
- 2 tickets included (\$150 ex GST value)

Support an Aboriginal business (38/40 available)

Your contribution covers the full cost for one Aboriginal business[^] to exhibit (valued at \$750), helping remove barriers to entry and increasing visibility and opportunity.

Your business will also receive the following benefits:

- Logo placement on digital event branding*
- Access to attendees list after event (company names only)**
- 2 tickets included (\$150 ex GST value)

Partner with us

Become a sponsor, 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:

Tier	Price	Confirm - YES
Platinum sponsor	\$15,000	
Silver sponsor	\$4,500	
Bronze sponsor	\$2,500	

Select your additional sponsorship opportunity

Tier	Price	Quantity
Support an Aboriginal business	\$1,500	

Select your sponsorship

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

We apply for sponsorship 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.

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.
- Sponsorship bookings are only confirmed once full payment is received and the contract is signed.
- Sponsors must comply with all venue rules and event guidelines.
- Sponsors must hold their own public liability insurance (minimum \$5 million recommended).

Contact

Melissa McCurry

Events Lead
mmccurry@icnvic.org.au
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