



Aboriginal Procurement Policy

Performance Report 2023-24

Case Study: **Impact Services**

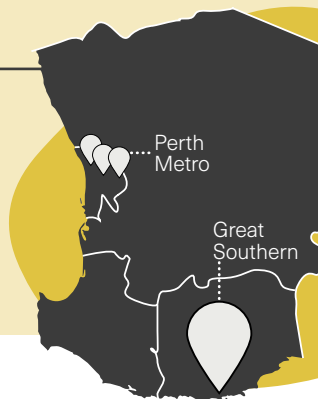
Agencies engaging Aboriginal businesses under the Aboriginal Procurement Policy (APP) are boosting Aboriginal business growth and employment.

Research conducted by Supply Nation has revealed that Aboriginal businesses are 40 to 100 times more likely than non-Aboriginal businesses to employ Aboriginal people¹. Also, Supply Nation's 'The Sleeping Giant: A Social Return on Investment Report' states that Aboriginal businesses produce on average \$4.41 of social return for every dollar of revenue they earn².

Impact Services Pty Ltd is an Aboriginal business with over 35 per cent Aboriginal staff. Established in 2018 in the Great Southern region, Impact Services was awarded its first WA government contract for gardening services at South Regional TAFE four months after it was established.

Since that first contract, Impact Services has been awarded contracts with government agencies for gardening, roadside bin litter collection, cleaning, skills training and human resourcing services.

Impact Services has grown to expand its services into the metropolitan area, opening offices in Joondalup, Midland and Mirrabooka.



¹Bodle, K., Eva, C., Foley, D., Harris, J., & Hunter, B. (2022). Indigenous employment in the Indigenous business sector. Supply Nation Research and Policy Brief, 3, 1-15.

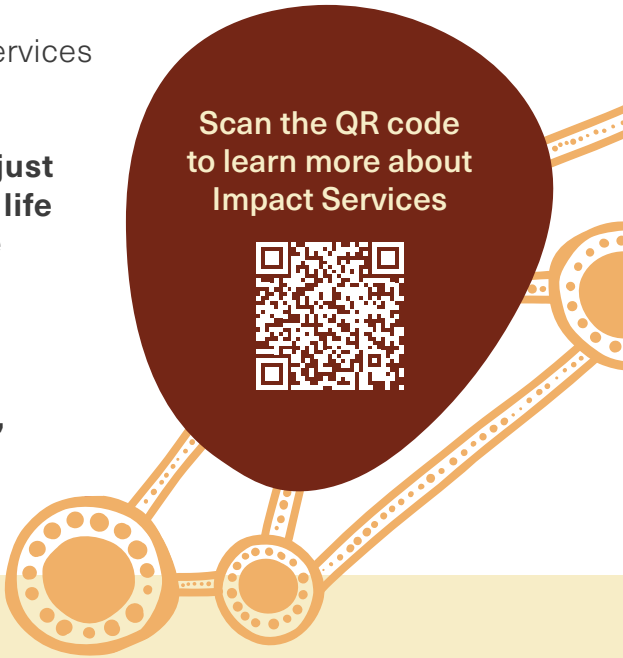
²Supply Nation. (2018). The sleeping giant: The economic contribution of the Indigenous business sector in Australia. Retrieved from [https://supplynation.org.au/wp-content/uploads/2018/08/Sleeping-Giant-Report.pdf]



Impact Services chief executive Kerry Fry said Impact Services wanted to empower people to achieve success.

“When you get it right this is what works. You’re not just changing the life of one person, you’re changing the life of that person, that person’s family, the way they see themselves, the way their family sees them, the way the community sees them,” Ms Fry said.

“If it’s done right then Aboriginal procurement adds long term sustainable value to the community itself.”



Employee success

Impact Services’ employee Darryl Williams had previously worked as a shearer where work was seasonal and the income inconsistent. Working for Impact Services on contracts they have with Main Roads WA has provided him with reliable employment and consistent income allowing him to buy a house.

Mr Williams said the stable work and income from the contract with Main Roads had provided opportunities and allowed him to be a role model in the community.

