

**Financial Overview**

January 2015 was another very strong month for investment returns with the fall in the value of the New Zealand dollar generating a lot of the gains. Total income for the month was \$2.2m compared to a budget of \$600k and

this flowed through to a profit of \$2m versus a target of \$375k. Expenditure remains under budget for the year.

At the end of January DWC had equity of \$115.5m and total assets of \$129.1m.



# Judges pouring over awards entries

The awards night is a popular event on the West Coast.

Judging has now begun for the 2015 West Coast Leading Light Business Excellence Awards with organisers saying they are pleased with the number of entries received.

This is the first year the awards will take place mid-year with the gala dinner to announce the winners being held at Shantytown on 8 May. DWC Business Development Manager Helen Wilson says she is delighted with the calibre of awards entries.

“It is encouraging to see a similar number of entries to previous awards. We have also had a great response from the tourism and hospitality sector which is wonderful given they had to prepare their entries in what is a really busy time of year for them,” she says.

There has been an impressive response to the Department of Conservation’s new Environment Award with nearly half of all businesses entering categories also entering the environment award.

DOC Partnership Ranger Helen Gillespie says the Environment Award recognises businesses or organisations that demonstrate guardianship

of the natural environment and some of the initiatives they are now judging are fantastic.

“It is wonderful to see so many organisations are thinking about their environmental footprint and what difference they can make. It is heartening to see so many champions for the environment in our community and this is a great chance to acknowledge that leadership,” she says.

The 2015 awards categories are the Greymouth Star Super Nova Award, Duncan Cotterill Enterprise 30+ Award, Newstalk ZB Retail Award, New Zealand Institute of Management Southern Professional Service Award, Crombie Lockwood Trades/Manufacturing/Primary Producer Award, Christchurch Airport Tourism & Hospitality Award, Westland Milk Products Not for Profit Award, ACC Workplace Safety Award and Department of Conservation Environment Award. Silver sponsors include ANZ Bank, Brannigans and Air New Zealand.

A team of eight judges from all over the South Island are now assessing the entries and the finalists will be announced in early April.

# Funding to upgrade schools’ technology infrastructure

West Coast secondary and area schools will be able to access the same level of ultrafast broadband as the rest of the country after a \$300,000 funding boost from DWC.

The financial support will allow the seven West Coast schools to upgrade their ICT infrastructure so they are not constrained by capacity or access issues. The funding comes two years after DWC provided \$303,000 to West Coast primary schools for a Computers in Schools project to upgrade wireless networks and purchase new classroom technology.

DWC Chair John Sturgeon says Trustees want West Coast students to be able to make the most of new technology.

“The funding given to the primary schools has been very successful and we wanted the secondary and area schools to be able to build on that. When you have this great technology at the gate you want to make sure the kids will be able to take full advantage of it,” he says.

An independent review of the first year of the Computers in Schools project found students were more engaged in learning and had increased motivation since the introduction of the new technology.

Chair of the West Coast Secondary and Area School Principals’ Association Kieran Stone says all West Coast schools apart from Karamea Area School are now connected to ultrafast broadband services.

“It is an exciting time for schools on the West Coast. This is a huge investment by DWC, they are thinking very laterally and seeing education as a way of developing the West Coast economy,” he says.

DWC’s funding will contribute towards each of the West Coast secondary and area schools’ total ICT infrastructure upgrade costs. The schools must also contribute towards these costs and ensure they have in place an ICT sustainability plan.

# Construction Alliance opens eyes

Realising the amount of experience and capability in the West Coast construction industry has been a real eye opener for businesses joining a new construction alliance.

Over a dozen companies involved in the construction, engineering and manufacturing industries have recently joined together to form the West Coast Construction Alliance (WCCA).

When the Alliance was first formed the concept was to collectively look at work opportunities in Christchurch but member Carolyn Doidge from Jeff Evans Ltd says the group has since realised there are also a lot of opportunities on the West Coast.

“Many companies on the Coast outsource because they don’t understand businesses here at home have the capability. One of the benefits about being part of the Alliance is that we have done site tours of all of the member companies to understand what they can offer. It’s all about

utilising the resources we have on the Coast better,” she says.

Carolyn says one Alliance member with customers throughout New Zealand was not being used by West Coast businesses as none knew its capabilities. Another had contracts in Christchurch and is now using Alliance members to help it fulfil the contracts.

“Ultimately we may pitch for business together or collectively look for opportunities but it is also about resource sharing in areas like training to save money. We are keen to talk to anyone wanting to join so come along to our next meeting, there is no obligation but people can come along and see what we are up to,” says Carolyn.

DWC provides secretariat services to the WCCA and helps facilitate meetings. The next WCCA meeting is at the DWC offices in Mackay Street at 5pm on 15 April. If you are interested in attending contact [nelia@dwc.org.nz](mailto:nelia@dwc.org.nz).

## Upcoming Events

Before you register, contact DWC to see if you are eligible for a 50% training subsidy on any of the following courses. Visit [www.dwc.org.nz](http://www.dwc.org.nz) for further information.

### Supervising and Managing Others

This 2-day course run by CECC will give you an awareness of your own leadership style and enable you to develop tools and techniques to lead.

**Hokitika:** Monday 13 & Tuesday 14 April, Beachfront Hotel

\$750 + GST for members, \$1,500 + GST non members

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### Leadership Responsibilities in Health and Safety

This informative seminar is designed to provide clarity on Director, CEO, General Manager, Managing Director or Company Owner Health and Safety obligations.

**Greymouth:** Monday 20 April 4.30pm-7pm, Kingsgate Hotel

\$50 + GST for members, \$75 + GST for non members

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### Focus on Growing Sales

A simple 4-step consultative sales process you can use to win more profitable sales without being pushy

**Greymouth:** DWC office, 112 Mackay Street, Tuesday 21 April

\$385 + GST for members, \$695 + GST non members.

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For more info go to [www.cecc.org.nz/whats-on/training](http://www.cecc.org.nz/whats-on/training)

### Kiwisaver – Are you getting the best deal?

This free seminar run by Cuffs and John Wood and Associates Ltd will help you make the most from Kiwisaver

**Hokitika:** Tuesday 28 April 7pm-8.30pm, St John Rooms

Go to events on [www.cuffs.co.nz](http://www.cuffs.co.nz) or phone 03 755 8866

We want you to tell us ...



- What training needs do you have?
- What topics would you like covered at networking events?
- What guest speakers would you like to hear from?

Let us know how DWC can help your business.

Email [info@dwc.org.nz](mailto:info@dwc.org.nz) with your feedback and tell us what your needs are as a West Coast Business.

### For further information, contact:

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