

## The Pitch Hokitika

The DWC Pitch business networking event was held in Hokitika on December 6, highlighting some of the region's inspiring new businesses.

Thirteen presenters gave quick-fire four minute pitches about their businesses before enjoying a networking session and an amazing meal courtesy of the Regent Theatre Café and Fresh Vibe West Coast.

The evening was emceed by Mayor Bruce Smith and the night ended with a vote for the best pitch, which was won by Andrea Rogers (aka the Crafty Chook). She took home a promotional video courtesy of Weka Films, printing vouchers from Printing.com West Coast and an advertisement in the Hokitika Guardian.

The next Pitch event will be held in Greymouth around April. Register your interest: [events@dwc.org.nz](mailto:events@dwc.org.nz)

## "Plan B" is for Butterfly House

The Pitch was an evening full of inspiring ideas, such as The Butterfly House which aims to provide a new level of accommodation for older people on the West Coast by helping maintain independence, while providing avenues for companionship. Butterfly House operator Terry Gee will invite five people to come live in private bedsits that are attached to her home in the paradise setting of Hokitika.

Terry Gee: [merryxmas@xtra.co.nz](mailto:merryxmas@xtra.co.nz)

## Win a promo video from Weka Films

DWC is offering you the opportunity to win a 60 second social media/website promotional video filmed by Weka Films.

To enter just submit a short profile of your business, and outline how your business could benefit from the prize in less than 200 words. Send to [info@dwc.org.nz](mailto:info@dwc.org.nz) by January 8.

DWC will choose four entries and post their profiles on Facebook. The business with the most Facebook likes by noon January 31 will win!



★  ★  
Wishing you a Merry Christmas and prosperous new year from the Trustees and staff at Development West Coast.  
★  ★

## Meet some of the Pitchers!



### THE CRAFTY CHOOK

The Crafty Chook is a family owned soap making business based in Hokitika. Their Wild Child Scrub Bars are originally designed, crafted and based around the naturally untamed, diverse and resilient beauty of life on the Coast.

<https://thecraftychook.co.nz>  
[thecraftychook@yahoo.co.nz](mailto:thecraftychook@yahoo.co.nz)



### FRESH VIBE WEST COAST

Fresh Vibe is a collaboration between two chefs with over 40 years combined experience. Originally inspired to produce 'real' food which acknowledges that food can be delicious and medicinal. Try one of their ready to eat dips which keep people coming back for more!

[hiyamaka@yahoo.co.nz](mailto:hiyamaka@yahoo.co.nz)



### TOES BY JENNIE

Toes is an in-home nail service based in Hokitika. It has been created to service the needs of people who are unable to reach, see or have the strength to cut their own nails. Owner Jennie Roberts has 40+ years nursing experience.

Phone: 021 273 3755

## DWC Business Breakfast

Around 50 members of the West Coast business community gathered for the final DWC breakfast of the year. The group enjoyed delicious local produce provided by the GAP café in Greymouth, and thought-provoking talks by Katie Milne, Andrew Robb and Mike Newcombe.



Federated Farmers National President Katie Milne.

## CO.STARTERS Graduation

Hokitika's first CO.STARTERS cohort graduated on November 30, with 13 participants seeing out the nine-week course. The course was run by WestREAP and equips aspiring entrepreneurs with the capability to turn a passion into a sustainable endeavour. The cohort included a wide range of businesses, from tourism operations, massage therapists, to an entertainer. The group was supported by facilitators Fergal O'Gara and Layla Dowthwaite, along with weekly local speakers. If you would like to be a participant in a 2018 cohort, or to help as a guest speaker or mentor, please email [events@dwc.org.nz](mailto:events@dwc.org.nz).

### CO.STARTERS SPOTLIGHT: FunGal Limited

CO.STARTERS participant Flow In took home the award for the best presentation, as well as the prize for the most accomplished participant. Flow is the mastermind behind FunGal Limited, a small, home grown business growing gourmet mushrooms. FunGal collects unwanted coffee grounds from local cafes, and through hard work and love, turns it into the most delicious oyster and shiitake mushrooms.

Flow said "I've been experimenting with growing these mushrooms for nearly two years now and had a feeling other people might enjoy them too, but it wasn't until I joined the DWC CO.STARTERS course that I was able to take the idea from a hobby to a viable business model."

Contact Flow to try her speciality mushrooms, you won't be disappointed: [info@fungal.co.nz](mailto:info@fungal.co.nz)



CO.STARTERS participant Vince Best singing about his backup plan, with help from Layla Dowthwaite.

### Regional Business Partner Network

#### Callaghan Innovation Advanced Manufacturing Group

DWC's Business Services Manager hosted Callaghan Innovation's Wellington based Advanced Manufacturing Group Manager and Christchurch based Senior Business Development Manager on a West Coast visit late November. The Advanced Manufacturing team's 24 engineers are spread between Auckland, Wellington, and Christchurch, helping NZ businesses succeed by delivering advanced engineering, robotics, automation, and manufacturing technology projects.

Callaghan Innovation Advanced Manufacturing Team members will return to the West Coast to work on tech challenges and R&D programme projects with several West Coast businesses.

#### FoodSouth Visit

Several West Coast Food & Beverage businesses benefited from their one-on-one time with FoodSouth's Business Development Manager Laura Nugent, during her recent visit to the West Coast. Laura spoke to participants on a range of topics including FoodSouth's facility and services available at the Lincoln Innovation Hub, product commercialisation, menu pricing, new product development, market trends, industry connections and technical issues.

#### Upcoming Business Survey

DWC will be conducting a survey in early 2018 to get a picture of the concerns and issues facing West Coast businesses and what some of the constraints are to their growth. If your business is interested in participating in this survey, email [events@dwc.org.nz](mailto:events@dwc.org.nz) with a contact name and number.