

## DWC MONTHLY UPDATE SEPTEMBER 2018

For further information, contact DWC on  
03 769 7000 or 0800 768 0140 or visit [www.dwc.org.nz](http://www.dwc.org.nz)

## Boost Your Town workshops

A series of digital skills workshops held last month in Hokitika, Greymouth and Westport proved exceptionally popular with around 250 people attending the sessions.

The Boost Your Town workshops were a collaboration between DWC, social media network Facebook and digital innovation agency AboutUs.

Sandy Bright of SANZ Body Care attended the Greymouth session and described the opportunity as an eye-opener.

"It was great to get some hands on experience from an expert in the digital field. I think I can now safely say that 'social media' is my friend," she said.

Steve Adams ran the workshops and said "the turnout across the West Coast was exceptional, as was the level of engagement and buzz in the venues."

"My theory is that the West Coast has always been about leveraging technology, from the sawmilling days, through the mining years and now with digital tools. West Coasters are naturally creative and innovative about how they operate, and we saw that in the Boost Your Town workshops."



Chris Mackenzie addressing the audience  
(Source: Jules Anderson)

"My favourite moment on the Coast was in Westport, when a Facebook group (WestportNZ Business Collaboration) was created on the night by local business owners to help them share each other's Facebook page details and connect with each other. That group now has close to 100 businesses signed up and it's become a thriving support channel," Steve said.

## NZBusiness Magazine on the West Coast

A visit to the West Coast by NZBusiness Magazine editor Glenn Baker has left him with a deep appreciation of the collaborative approach local businesses are taking.

DWC chief executive Chris Mackenzie and event manager Aaron Rees were able to show Mr Baker some of the innovative businesses and industry on the West Coast.

"I came away with a healthy appreciation of how hard the business community is working on the Coast to build scale and create new opportunities through technology," Mr Baker said. "And it is a community in the truest sense – people genuinely helping each other to succeed!"

"I now look forward to following the fortunes of the region as it continues to take advantage of digital and social technologies to help usher in a new era of business growth."

Mr Baker's visit to the West Coast will be profiled



Jules Anderson on a photoshoot for  
NZBusiness Magazine

in the upcoming October edition of NZBusiness Magazine ([www.nzbusiness.co.nz](http://www.nzbusiness.co.nz)).

## Celebration night sets businesses on a path to take-off

DWC's CO.STARTERS business start-up and development programme recently held its 4th Westport graduation night, celebrating the success of the course's 12 participants.

The "Celebration Night" was a hugely successful evening with around 70 people in attendance enthusiastically listening to the graduates deliver their business pitches. As always, support for the programme was fantastic and proved very beneficial for the participants.

Pana Leontiadu, a social worker and surf instructor, combined her passion for surfing and working with at risk youth to develop WaveWise, a social enterprise surf school that teaches life lessons through experiential learning.

During the celebration night Pana was able to raise a third of her start-up costs from crowd sponsorship and donations, receiving funding for five surfboards and two wetsuits.

The evening showcased innovative local businesses such as Bye Bycatch, a consulting business launched this year by marine biologist and recent PhD graduate Sunkita Howard. Bye Bycatch consults to the fishing



Tiny Bubbles aiming to transform the soda market

industry, supporting industry-driven research into the development of selective fishing gear.

Lara, Rhys and Scarlett Hall's family business, Tiny Bubbles, won the 'Best Pitch Award'. The Hall family are seeking to transform the soda market by offering fresh, low-sugar, locally sourced and sustainable sodas.

The CO.STARTERS programme is funded and run by DWC in conjunction with BullerREAP, EPIC Westport and WestREAP, and to date has seen over 80 participants successfully complete the course.

## Business Awards judging underway

A record number of entries have been received for this year's Development West Coast Leading Light Business Excellence Awards. The team of 13 judges from across New Zealand has begun their assessment and finalists will be announced later this month.

DWC chief executive Chris Mackenzie says as always the calibre of entries is very high and the judges will have a tough job to make their

decisions.

"This event is always a highlight on the DWC calendar and an inspiring celebration of the people who work hard to make the West Coast region prosper. I look forward to hearing who has taken out the top honours."

The 2018 Development West Coast Leading Light Business Excellence Awards will be celebrated at a gala dinner at Shantytown on Friday 26 October.

## By the Numbers

### 2001-2018

#### Financial Overview

Income **\$144M**

Operating Expenses  
**\$37.5M**

Net Profit **\$28.5M**

Total Assets as at  
31 March 2018 **\$135M**

Total Equity as at  
31 March 2018 **\$124M**

#### Commercial Distributions\*

306 Applications received  
totalling **\$296M**

201 Distributions approved  
totalling **\$125M**

147 Distributions made  
totalling **\$87.2M**

\*A number of distributions approved are not taken up by the applicant. This represents the difference between the distributions approved and the distributions made.

Extracted from DWC's 2018 Group Annual Report. The full report is available from: [www.dwc.org.nz](http://www.dwc.org.nz)

### DWC at a Glance

#### Community Distributions & Projects

##### EDF Extraordinary Distribution Fund **\$6M**

A one-off distribution of \$2m to each of the three district councils. Spent on community assets.

##### MRI Tourism Major Regional Initiative **\$2.3M**

DWC's funding leveraged further investment of \$5m in 21 different tourism-related projects.

##### Cycleway Funding **\$1.5M**

Two grants of \$750k to the Westland Wilderness Trail and the Old Ghost Road.

##### DEF Digital Enablement Fund **\$1M**

An allocation of \$1m was made to leverage further government funding available to improve telecommunications on the Coast.

##### MDI Major District Initiative **\$20.1M**

DWC has committed \$6.7m to the three districts to develop significant community assets.

##### One-Off Grant to Councils **\$1.5M**

\$500k was granted to each of the three district councils for investments in community assets.

##### DESF District Economic Stimulus Fund **\$3M**

A distribution of \$1m to the three districts to stimulate the local economies through direct assistance to businesses and organisations.

##### Grants and Projects **\$27.5M**

A significant number of regional economic and community development projects have been funded by DWC.

**Total \$62.9M**

## Upcoming Events

Investment Workshop: raising capital for growth			
<b>13 September</b>	9am - 12pm	St John Centre, Greymouth	FREE
Register online at <a href="http://www.dwc.org.nz">www.dwc.org.nz</a>			
Inland Revenue: payday filing seminars			
<b>19 September</b>	10:30am - 12:00pm	Inland Revenue, Greymouth	FREE
<b>21 September</b>	11:00am - 12:30pm	Pulse Energy Centre, Westport	FREE
<b>26 September</b>	1:30pm - 3:00pm	St John Centre, Hokitika	FREE
<b>28 September</b>	11:00am - 12:30pm	St John Centre, Franz Josef	FREE
Register online at <a href="http://www.ird.govt.nz/payday">www.ird.govt.nz/payday</a>			
BMNZ Business Mentor Start-up Workshop			
<b>25 September</b>	5:30pm - 7:30pm	TPP, Greymouth	FREE
Register online at <a href="http://www.dwc.org.nz">www.dwc.org.nz</a>			
Investor Basics Workshop   Craigs Investment Partners			
<b>2 October</b>	7:30am	Ashley Hotel, Greymouth	FREE
<b>2 October</b>	5:30pm	EPIC Westport	FREE
RSVP to <a href="mailto:annabel.shand@craigsip.com">annabel.shand@craigsip.com</a>			
Co.Starters Business Start-up and Development Programme			
<b>10 October</b>	9-week programme	Westport, EPIC Westport	\$250
For more information see <a href="http://www.dwc.org.nz/Business/co-starters.html">www.dwc.org.nz/Business/co-starters.html</a>			
NetHui West Coast			
<b>11 October</b>	8:00am - 6:00pm	TPP, Greymouth	From \$30
Register online at <a href="https://2018.nethui.nz/West-Coast">https://2018.nethui.nz/West-Coast</a>			
One day training for Health and Safety reps - Stage 1   CECC			
<b>15 October</b>	9:00am - 4:00pm	REAP House, Hokitika	\$550+GST
Register online at <a href="http://www.cecc.org.nz">www.cecc.org.nz</a>			
Tourism Business Success Programme			
<b>18 October</b>	9-month programme	Franz Josef	\$3,995+GST
Contact <a href="mailto:info@smartraining.co.nz">info@smartraining.co.nz</a> for more information			
Contact <a href="mailto:fiona@dwc.org.nz">fiona@dwc.org.nz</a> to see if you are eligible for business capability funding			
Development West Coast Leading Light Business Excellence Awards			
<b>26 October</b>	6:00pm - 11:30pm	Shantytown, Greymouth	\$110+GST
To book tickets contact <a href="mailto:info@leadinglight.org.nz">info@leadinglight.org.nz</a>			

## Investment workshop: raising capital for growth

DWC has partnered with New Zealand Trade and Enterprise (NZTE) to offer a workshop on raising capital for growth. Speakers include Peter McDonald (NZTE Investment Manager) and Nathan Mills (Genesis Private Equity).

The half-day event is designed to give people a clearer understanding of the investment eco-system and how to plan for a successful capital raise. Key topics to be covered on the day include growth

vision, capital strategy, growth capital framework and basic investment tools and knowledge.

DWC business development manager David Grant says "the workshop is targeted

at companies that are growing and need capital in its various guises to support that growth. It is ideal for businesses that have growth aspirations both domestically and internationally.