

**Financial Overview**

DWC's investments increased in value in July, which saw the Trust record a surplus of \$1.4m for the month. Year to date the trust has a surplus of \$2m against a budget of \$1.6m.

Total Assets have fallen from \$121.5m in March to \$120.5m at 31 July 2013, but net assets (or equity) have increased from \$103.5m to \$104m.

**Excitement building for business awards**



The 2012 gala awards night was one to remember.

The trophies are being designed and crafted, evening wear dusted off and final judging is nearly complete for the 2013 West Coast Leading Light Business Excellence Awards.

The gala awards night dinner will be held at Shantytown on Friday 11 October. TVNZ presenter Peter Williams is MC and the guest speaker is Ganesh Nana, the Chief Economist from Business and Economic Research company BERL.

Sixteen businesses, from Westport to South Westland, are finalists in the seven different awards categories, with all finalists considered for two new awards, the Hairy Lemon and The IT Team Leading Light Innovation Award and the Radio Network Leading Light Rising Star Award. The awards night culminates with the naming of the overall Grey Star Leading Light Super Nova Award.

Event Manager Karen Mercer says after months of build-up it is great to be getting close to the gala night.

"I get the feeling as I talk to the businesses that the sense of excitement is growing, especially as West Coast Film is out and about filming our finalists at the moment. It is a great night and already tickets are over-subscribed," she says.

An independent judging panel spent three weeks going through all the entries before their individual decisions were collated to determine the finalists. Now the judges are scrutinising the finalists once again to make their final decisions.

DWC CEO John Chang says it is a wonderful achievement to make the finals of the business awards.

"The West Coast business community has really embraced the awards which is wonderful. They are a vehicle to demonstrate and highlight our successes to the outside world and also an opportunity for the business community to celebrate together," says Dr Chang.

Dr Chang says he would like to thank all the sponsors for their support of the awards and commitment to the West Coast region. The platinum sponsor is the Greymouth Star. Gold sponsors are Westland Milk Products, ACC, Duncan Cotterill, NZ Institute of Management (Southern), Tourism West Coast, PWC, Crombie Lockwood, The Radio Network and Hairy Lemon and The IT Team. Silver sponsors are Buddle Findlay, ANZ, Monteith's, New World Greymouth and BDO. CMP Kokiri, The Heartland Hotel and Fox Glacier Guides have provided in-kind sponsorship.

**West Coast Leading Light Business Excellence Awards finalists**

**Duncan Cotterill – Leading Light Enterprise 30+ Award**  
MBC Contracting Ltd | WestReef Services Ltd  
DOC – Franz Josef Waiau & South Westland Weheka areas

**PWC – Leading Light Retail Award**  
Greymouth Showcase Jewellers | Styliz Hair Salon  
Lake Brunner Service Centre Limited

**NZIM, Southern – Leading Light Service Award**  
Pure Beauty and Massage | Hahana Day Spa | Riley Build

**Crombie Lockwood – Leading Light Trades/Manufacturing/Primary Producer Award**  
CYB Construction Limited | E-Quip Engineering Ltd | Riley Build

**Tourism West Coast – Leading Light Tourism Award**  
West Coast Wildlife Centre | Shantytown Heritage Park | Hahana Day Spa

**Westland Milk Products – Leading Light Community/Charitable Organisation Award**  
The Buller Gorge Marathon Trust | Westport Kindergarten Association  
West Coast Riding for the Disabled

**ACC – Leading Light Workplace Health and Safety Award**  
MBC Contracting Ltd | WestReef Services Ltd | Westport Kindergarten Association

**Upcoming Events**

**HOW TO PROFIT FROM CUSTOMER SERVICE**

Christchurch-based Sales and Marketing Consultant Eddie Gibb will show you some practical ways to provide great customer service while still maximising opportunities to make profitable sales.

Cost: \$100 per person. For bookings, please register at 03 768 1076 or Nelia@dwc.org.nz.

**BUSINESS BREAKFASTS**

Guest speaker - Sales and Marketing Consultant Eddie Gibb who has 40 years experience running a small business.

Cost: \$20. RSVP to Nelia: nelia@dwc.org.nz or 03 768 1076.

2-5pm, October 22 – Franz Josef Medical Centre  
9am-noon, October 23 – Beachfront Hotel, Hokitika  
5-8pm, October 23 – Kingsgate Hotel, Greymouth  
9am-noon, October 24 – Westport Bridge Club

7.30am, October 23  
Hokitika, venue to be advised  
7.30am, October 24  
Denniston Dog – 18 Wakefield Street, Westport

**West Coast Construction Alliance formed**

THE formation of a West Coast Construction Alliance is moving ahead with industry now thinking there may be more opportunities for West Coast businesses outside the Christchurch rebuild.

A second meeting of the Alliance was held earlier this month with the group discussing how the construction, engineering and manufacturing industries can work collectively to maximise opportunities.

Nelia Heersink from DWC says while it was initially thought the Alliance could target opportunities from the Christchurch rebuild the group also discussed other prospects.

"There is a feeling that collectively acting in the interests of the West Coast, rather than seeking individual commissions, will result in a wider common benefit. The Plains Irrigation Scheme and its resultant spin-offs and other areas outside Canterbury that are not being serviced because of the demand on services by the rebuild may offer more opportunities to a West Coast Alliance," she says.

A guest speaker from Venture Taranaki outlined Taranaki's experience in forming Oil and Gas, and Engineering industry alliances.

"He talked about how it was helpful to show a collective regional face at trade and other events and that by way of mutual support the industry was able to keep work local," says Mrs Heersink.

Gradon Conroy from Hokitika company Design Windows says the first step is for West Coast businesses to get together so they know what each other can offer.

"There is a lot of local capability going unrecognised as businesses previously haven't

needed to advertise. We are still working on how a collective will work but we see it as a good opportunity for local businesses to see how we all operate and potentially we could pitch for work together," he says.

Mr Conroy says he could see situations where businesses could help each other and this was something the Taranaki Alliance seemed to have done.

The group decided DWC should now obtain Taranaki's code of ethics and adapt them to the West Coast situation so they can be discussed at the next Alliance meeting

DWC is providing initial secretariat functions and co-ordinating meetings until the Alliance becomes fully functional. If you would like to attend the next Alliance meeting please contact Nelia Heersink at nelia@dwc.org.nz or 03 768 1076.



DWC's Warren Gilbertson, facilitator Piet Beukman, Venture Taranaki CEO Stuart Trundle, facilitator Richard MacGeorge, DWC's Nelia Heersink and John Sturgeon at the Alliance meeting

**Chairman's Comment**

DWC held its Annual Public Meeting in Hokitika this year on 27 August. The meeting was well attended. To those people who took the time to share the evening with staff and Trustees, thank you once again for taking an interest in your Trust. At the meeting, Trustees announced a strong end of year result for DWC. Your Trust is committed to delivering triple bottom line results: Financial, Social, and Environmental.

Financial – DWC ended the year with a \$5.4m net surplus and Total Assets of \$122m.

Social – \$50.1m committed and distributed to the West Coast community since 2001.

Environmental - whilst a few of you might think this is an odd one out, looking after the environment on the West Coast is important to DWC. This Trust is unashamedly pro-employment and tourism, dairy farming and mining all have an interdependent relationship with the health of the West Coast environment. For this reason we have to make sure that the environment is looked after and that these industries are managed in a sustainable and responsible way, as the people of the West Coast have been doing for the last 150 years.

Recently I attended Grey District Council's opening of the Southern Breakwater Viewing Platform. This project is one of the many wonderful community projects being funded by DWC's Extraordinary Distribution Fund (EDF) up and down the Coast in partnership with the three district councils. The design and the building of the Viewing Platform is an innovative way to enhance the stunning vista of the Tasman Ocean.

Finally, like many of you, I was saddened to receive news of the resignation of our CEO, Dr John Chang. John joined DWC back

in 2009. The role of CEO is going to be a difficult one to fill because of the skills John has brought to DWC. He has given the Trust excellent direction and will be leaving DWC in a good financial position. Personally, I have enjoyed working with him and believe we worked very well as a team as our skills were very complementary.



DWC Chair John Sturgeon, Grey Mayor Tony Kokshoorn, DWC CEO John Chang and Grey District Council CEO Paul Pretorius at the opening of Greymouth's Southern Breakwater Viewing Platform.

**John Sturgeon  
Chairman**

For further information, contact:  
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