

## The Pitch: Networking the Coast way



“The Pitch”, Monteith’s Brewery, Greymouth.

Where else would you expect to hear a good yarn than in a West Coast brewery?

The setting was in part the making of the success of the recent evening, “The Pitch”, hosted by DWC.

The event was sparked from an idea to help local business owners connect and learn more about each other’s businesses and, in doing so, potentially find ways to collaborate, thrive and succeed.

Over 60 people took part in the evening.

Sixteen businesses had 3 minutes to deliver their message and wrap up with their call to action. At the end of the event all participants were asked to vote for the best pitch of the evening, which went indisputably to Dragonfly Catering who were presented with a \$300 Greymouth Star advertising voucher.

This was a successful event and plans are under way to hold a Westport event over the coming months.

## Are you looking for someone to fill a board vacancy for a business or organisation?

DWC has access to over 60 people who have completed the West Coast Leadership and Governance Programme. Contact us about your board position and, if appropriate, we will circulate information to our database. Phone Bridgette on 03 769 7012.

## West Coast Economic Indicators Update



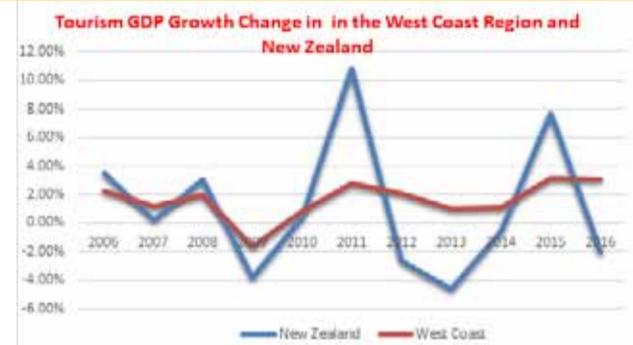
Infometrics has recently posted new tourism expenditure data to the Regional Economic Profile. The data gives an insight into what tourists in the West Coast region spend their money on and where in the world international tourists to the region are coming from.

The new data is based on improved monitoring of electronic card transactions

by tourists. Infometrics have also revised our tourism GDP and employment estimates which incorporate the new data. The adjacent graph describes the change in growth of Tourism GDP. It has grown rapidly in New Zealand since 2000 and has had a steady positive percentage increase on the West Coast since 2009. Not only has the number of overseas tourist arrivals

increased substantially, but the level of domestic tourism has also expanded rapidly as spending on leisure by New Zealand residents increased.

Other tables that describe the contribution of tourism to total GDP in the West Coast Region can be found at [www.dwc.org.nz/Live/Work/Invest/2015ei.html](http://www.dwc.org.nz/Live/Work/Invest/2015ei.html) and clicking on Economic Profile.



## Upcoming Events

Visit [dwc.org.nz](http://dwc.org.nz) for more information on these events, and to register.

### Business Start-up Workshop

30 May 2017	5.30pm – 7.30pm	DWC, Greymouth
-------------	-----------------	----------------

### Mentor Accreditation Seminar

31 May 2017	8.30am – 3pm	DWC, Greymouth
-------------	--------------	----------------

### CECC Health & Safety One Year On and Employment Relations

26 June 2017	5pm – 8pm	Paroa Hotel, Greymouth
--------------	-----------	------------------------

### CECC Health & Safety Representative Training Stage 1

26 – 27 June 2017	9am – 3.30pm	REAP House, Hokitika
-------------------	--------------	----------------------

### The Sheffield Leadership Survey

19 July 2017	10.30am	Speight’s Ale House
--------------	---------	---------------------

## Community Leadership and Governance Programme

DWC has developed two community programmes targeted at enhancing the capabilities of West Coast people by giving them the skills and tools to use in their roles in the community and their careers.

The first half-day programme is aimed at individuals involved in community groups and boards who are effectively operating a business but who may have little or no understanding of good governance. The second full-day programme is tailored to individual organisations and works with the entire board.

These programmes are not developed to fix problems the board may have, but rather focus on building the skills and capabilities of a board and individual members and for them to understand their key roles and responsibilities.

Participants will learn about governance

vs management, board relationships, good processes and decision making, and the elements of what is required to be an effective board.

**Dates:** The dates for these programmes are currently being determined and will be made available on DWC’s website and facebook page.

**Cost:** \$250 per participant for half day workshop \$1,500 per organisation for tailored workshop. These costs include GST, and have been subsidised by DWC in an endeavour to make them accessible to a wide range of organisations.

If you want to take the next step in developing your governance skills, or be able to contribute more effectively on your board, contact Bridgette at DWC to register your interest now on 03 769 7012.

## Seeking More Volunteer Business Mentors

If you have been a business owner or involved in business for more than a few years, there is a good chance you have developed a range of skills and experiences that have made you better at what you do, whether you have grown these capabilities through day to day experiences and mistakes or through some form of formal training. If you have been operating a business for any period of time, in this dynamic environment influenced by so many factors over which you have no control, you have been doing something right!

You possibly had someone who supported you along the way, who acted as a sounding board, gave business advice, and generally helped keep you focused on your end goal. Imagine how much more difficult you would have found it without that support or, if you did not have this support, imagine how much you would have appreciated someone to help you? The support you received may not have been particularly complicated or

earth-shattering but there is so much a business person needs to know to ensure business success and it is amazing what you learn along the way that would be so useful to others.

Business people often undersell their ability and talent and this modesty often leads to the mistaken belief that they do not have the skills to help others, but the experience you have picked up along your journey to business success could help others grow and thrive.

You can reciprocate the support others have provided you along your journey and contribute to creating employment growth and strengthening the business community and economic well-being.

We would love to talk to you about how you can become a business mentor. Your experience gives you the skills to mentor and we can provide you with the framework to do it. If this sounds like something you would be interested in, please contact Fiona Hill at DWC on 03 769 7023.

## Chairman’s Comment

I’ve had the pleasure of attending the opening of two new facilities over the last 3 months that have received the support of DWC. The new dementia suite at O’Conor Home in Westport was opened in early April and was well attended by the community. The suite is a beautiful building and is a great asset to Westport and the region. The Fox Glacier Community Centre was opened on 22 April. With an investment from DWC of \$1 million through DWC’s Major District Initiative (MDI), this multi-activity facility will provide a hub for the Fox community for people of all ages to enjoy. Lastly, in February the Hokitika Westland RSA, which had received MDI funding of \$400,000, opened their new facility. These facilities are important assets in

our communities and congratulations is given to everyone who had a hand in bringing these facilities to fruition.

I was again proud to be at the graduation celebration of our 5th West Coast Leadership & Governance programme in February, seeing another 13 participants graduating. 63 people have now graduated this programme creating a base of people with a keen appreciation of leadership, management and governance. Having seen the calibre of people coming through this programme, I encourage any businesses or organisations looking for board members to approach DWC to promote your roles to this pool of leaders.

John Sturgeon ONZM, MBE  
Chair