

Financial Overview

DWC achieved its budget in September but remains just under target for the first half of the financial year. Expenses were generally on budget for the month and DWC's investment returns did not materially affect September's results. Initial gains in the value of

the investments at the beginning of the month were largely offset by the strengthening New Zealand dollar towards the end of September. DWC's net assets now total \$100.3m, an increase from the start of the year of \$2.4m

## Development West Coast wins AUT Excellence in Business Support Award

The West Coast received a boost this month with Development West Coast winning the Not for Profit category at the prestigious AUT Excellence in Business Support Awards.

The awards recognise the most significant business support organisations in the country and were presented at a gala dinner at Auckland's Langham Hotel in front of over 700 business leaders.

DWC CEO John Chang says being publically acknowledged for DWC's contribution to the wellbeing of the West Coast economy is wonderful.

"DWC has received this award on behalf of the region. It was humbling to win in such esteemed company and I know this recognition will give further courage, conviction and determination to all of us to continue trying to stimulate social and economic growth on the Coast," he says.

DWC won the award from a strong group of finalists including the Sustainable Business Network, Leadership NZ, Beef & Lamb NZ and the Onehunga High Business School.

DWC Chair John Sturgeon says it was a proud moment to accept the award on behalf of the team at DWC.

"The Coast has had a few knocks in the last couple of years and being recognised by the rest of the country for all DWC's hard work helps us get up off our knees and continue," he says.

Dean of AUT Business School Dr Geoff Perry says award winners demonstrated their successful leadership and planning, customer and market focus, provision of business support, evaluation, improvement and business results.

"All entries go through a thorough evaluation process that is overseen by the New Zealand



DWC CEO John Chang and Chairman John Sturgeon receive the award

Business Excellence Foundation, as well as evaluators from our own Management Department at AUT Business School, and assessed using the international Baldrige criteria. With this in mind, the winners really have demonstrated they are top of their game," he says.

## John Sturgeon re-elected as Chair of DWC

DWC chairman John Sturgeon has been re-elected as chairman of the Trust and re-appointed for a further three years as the representative of the four West Coast councils. He will be assisted by a new deputy chairman, Trustee Colin Smith. Mr Smith replaces former deputy chair Robert Buchanan who has resigned from the role of deputy chair but will remain as a DWC Trustee.

DWC CEO John Chang says both Mr Sturgeon and Mr Smith have a wide variety of skills to offer the board.

"Colin Smith is a well respected community man on the Coast and has been a valuable member of the board in his first two years as a Trustee. I thoroughly enjoy working with John Sturgeon and appreciate all the extra time and effort he puts into the Trust as Chairman," he says.

"I would also like to thank Robert Buchanan for his wonderful contribution to DWC. During what was one of the most challenging periods for the Trust his governance experience and balanced approach helped steady the ship," says Dr Chang.

John Sturgeon says he is happy to serve another term. "There are still things I would like to see DWC achieve including the Mines Rescue Training Facility. I would also like to thank Robert Buchanan for his work as Deputy Chairman, in my early days at the Trust I relied on his advice and found him an excellent sounding board," he says.



New DWC deputy chairman Colin Smith

Colin Smith is the elected representative of the Grey District and joined DWC as a Trustee in 2010. He is a partner in Greymouth law firm Hannan and Seddon, coaches the Marist Rugby Team, is Chairman of the West Coast Rugby Union and Chair of the Guardians of the Paroa Taramakau Coastal Area Trust.

Robert Buchanan was appointed by the New Zealand Law Society and has been deputy chair since 2009. He was Deputy Auditor-General and now runs a law firm in Wellington specialising in public sector governance and risk management.

## Tourism campaign raises awareness of West Coast

THE \$100,000 West Coast tourism campaign funded by Development West Coast has helped raise awareness of the region as a tourism destination says Tourism West Coast.

The four-week television campaign finished in mid November however outdoor billboards in Christchurch and Wellington remain in prominent spots in both cities. The advertisements can also still be viewed on Facebook, You Tube and the Tourism West Coast website.

Tourism West Coast CEO Jim Little says he has received a lot of positive feedback about the campaign.

"The feedback from most of the operators is very good. In my experience people may not book right

now but it goes on their bucket list. Next time they are planning a holiday the West Coast will be on their radar," he says.

The television campaign highlighted the wide variety of activities available on the Coast and featured both an active and passive version of tourism highlights. DWC CEO John Chang says DWC wanted to support the region at a time when the economy has taken a hit.

"While the media was telling the public about the economic problems on the West Coast DWC wanted to remind the country that we are still open for business. This campaign was about exposure, exposing all the wonderful things the West Coast has to offer and feedback says we have achieved that," says Dr Chang.

## Up Close and Personal with Frank Dooley - Elected Trustee for Buller District



AS a young boy growing up high on the hill at Denniston Frank Dooley never dreamed that one day he would be part of a Trust which would help restore the Plateau as a tourism attraction.

The DWC Trustee has fond memories of his childhood. "Denniston was an adventure playground, the incline and aerial ropeway were open and we would play on them. When you think back that was the benefit of not having tv, computers or video games - you got out and enjoyed what you had," he says.

When he was seven Frank and his family moved six miles down the hill to Waimangaroa. His father worked at the mine and was secretary of the miners union. "It was my Dad who gave me my sense of responsibility about working within the community you live in. Not only was he involved in the unions but he was also a volunteer for the fire brigade."

Frank went to Buller High School but left after his 5th form year to look for work. He did not find a job and was persuaded to go back to school and study bookkeeping - ending up staying at school for another three years and going on to Canterbury University.

"If it wasn't for the influence of my bookkeeping teacher I wouldn't have thought of going to university. If she hadn't seen my potential my life would have been very different," he says.

While at Canterbury studying for a Bachelor of Commerce Frank married Jo who was training to be a teacher. Frank had planned to teach too but on the day he was meant to start at Teachers College he met Westport accountant Graham Wood who persuaded him to work as an accountant. He took a job with a Christchurch company now known as KPMG.

"I met Graham Wood again two years later in a lift. By the time we had got to the 9th floor he had offered me a job back in Westport," says Frank.

With Jo pregnant with the first of their three children they decided to head back to Westport. Within five years Frank became a partner at Wood & Drage and

five years later he started his own company, FT Dooley Ltd. The company now employs 23 people, including daughter Anna and wife Jo who works as Frank's personal assistant.

Frank is the elected representative of the Buller District and the only Trustee to have been at DWC since the Trust was formed back in 2001. He is also on the boards of Westland Milk Products, Buller Electricity, Pulse Utilities and the Buller District Council Holding Company.

"I guess I have a sense of community obligation and in small communities there are limited skill sets so I believe I can add value," he says.

One of DWC's investments that Frank is most proud of is also one of its most controversial. "Forever Beech was the most criticised investment DWC has made but the Trust helped take an opportunity and turn it into a reality. DWC spent money to develop an industry and Forever Beech still goes on employing people."

Frank says DWC's Major Regional Initiative funding has made a huge difference to the Coast helping tourism projects like Denniston, Karamea's Oparara Valley and the Ross Goldfields. He also believes many community projects like Westport's Solid Energy Centre and NBS Theatre, Hokitika's Regent Theatre and Greymouth's Aquatic Centre would never have got off the ground without DWC's assistance.

Looking ahead Frank feels very positive about the West Coast's future but he has some words of advice. "We have got to stop thinking negatively and concentrate on positive things. That way we can achieve as a community."

## GREYMOUTH BUSINESS BREAKFAST

7.30am - 9am Friday 7 December | Kingsgate Hotel

Guest speaker David Meates, CEO Canterbury / West Coast District Health Board  
David will talk about health challenges on the West Coast \$20 per person  
To register or enquire email [julie@dwc.org.nz](mailto:julie@dwc.org.nz) or phone 03 768 1073

## HOKITIKA BUSINESS BREAKFAST

7.30am - 9am Tuesday 11 December | Beachfront Hotel

Guest speaker Mark Gilbert from Christchurch's Hassle Free Tours  
Mark is the 2012 winner of the PATA Young Tourism Entrepreneur Award and will talk about overcoming business challenges after the Christchurch earthquakes, why change is important and the importance of working collaboratively  
\$20 CECC Member \$25 Non member  
To register or enquire email [nelia@dwc.org.nz](mailto:nelia@dwc.org.nz) or phone 03 768 1076



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### Chairman's Comment

IT seems like we have been here before, doesn't it? Headlines screaming 'job cuts' on what seems like an almost daily basis; the economy on the West Coast hanging on precariously to what business it has left; the housing market holding its breath for any signs of recovery; and retailers hoping for a better trading season.

It all seems too much for Coasters to shoulder. But allow me to say this much from someone who has spent over seven decades on the West Coast - this is NOT the time to hunker down and wait for something to happen, or worse, stand still until someone else determines our future for us.

No, it is at times like this that we come together and support each other to make things happen through our own initiatives, innovations and efforts. I see this happening right now.

Grey District Council is leading the economic development forum with participating local business and community leaders. They want to take charge of their own destiny.

Up in Buller, the council is leading the efforts of trying to retain more of the wealth generated from the mining sector to benefit the locals. Their CEO and Mayor have been fronting up to the Parliamentary select committee on behalf of the District arguing the very point.

Down in Westland the council has been leading the way proactively promoting the West Coast through the wonders of tourism. Their latest efforts with the Whitebait Festival in Christchurch have not gone unnoticed.

And the Regional Council is working hard behind the scenes and out in the field to make

things happen, supporting our critical West Coast industries such as mining and dairying.

It is not just the councils of course. Here on the West Coast we still have large and small businesses making a difference to the local economy and to the lives of our whanau each and every day of the week.

We at DWC are working hard also. We are proud of the fact that we have made a difference to the Coast and to our community in the last eleven years. Having said this though we have not achieved anywhere near our set goals. We have a much bigger vision, hope and desires for this region and I personally believe we can get there but only if we come together, all scrummaging in the same direction. It is not the time for knocking others for having tried or dispensing unwarranted cynicism to those having a go. No, at times like this we must do what we do best as Coasters and that is to support each other.

Let us all focus on the positives and just have a go. I know that we will come out of this stronger, better and brighter as a region. Keep smiling, keep working hard and keep supporting each other out there!

John Sturgeon ONZM, MBE  
Chairman

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