

DWC MONTHLY UPDATE DECEMBER 2018

For further information, contact DWC on
03 769 7000 or 0800 768 0140 or visit www.dwc.org.nz

DEVELOPMENT
WEST COAST

Te Ohu Whakawhanake o Te Tai Poutini

EXCITING TIMES AHEAD FOR THE WEST COAST

With the end of the year approaching, it is timely to reflect on the accomplishments of the West Coast business community. This year we were able to celebrate some of our successful local businesses at the DWC Leading Light Business Excellence Awards, with Coastpak Besgrow taking out the Supreme Award, and West Coast Scenic Waterways winning the Rising Star Award.

2018 has also seen many West Coast businesses winning awards on the national stage. Most recently BP2Go Greymouth took home the Employer Award at the Attitude Awards in Auckland, demonstrating you do not have to be cutthroat to be successful in business – being good Coasters works.

The innovation and achievements of our business community are forcing the national media to take notice. This year has seen Coast businesses splashed across magazine covers, national newspaper articles and television news stories.

The Government recently announced a \$140 million investment package for the West Coast from their Provincial Growth Fund. This package will provide a significant boost to our region.

It is great to see these investments are playing not only to our historic strengths, but also looking towards the future by supporting our emerging industries.

Not everyone may agree with the particulars of all of these investments, but at the end of the day it is a large injection of cash into the West Coast economy that will only benefit the region, and there are more to come.

With the achievements of our business community and the boost to our economy from the PGF, things are looking bright for the West Coast. At DWC we look forward to working with you to continue this momentum into the coming year.

DWC wishes you all a Merry Christmas, and a safe and happy New Year.

Chris Mackenzie
Chief Executive

NEW PREMISES KEEPS WAREHOUSING OPERATION ON THE COAST

Westland Workgear has recently opened a new purpose-built premise in Greymouth. Commercial finance from DWC has helped the company build the 1200 square metre building, enabling them to keep their warehousing operation on the West Coast.

Owner and director Lewis Simpkin said their original premises served them well, but became a constraint to growth, especially due to the lack of warehouse space and facilities for their expanding workforce – which has grown from two to 16 staff.

"We were faced with the option of getting bigger premises in Greymouth or splitting off our warehousing operation and locating it in another centre (e.g. Christchurch), and retaining our original retail premises in Greymouth," says Lewis.

Westland Workgear pursued the option of keeping the operation together in one larger building in Greymouth. Unable to find a suitable existing building they looked into building their own.

"Early on in the process contact was made with DWC and maintained

through the whole project. We found the staff to be knowledgeable and helpful and very keen to help keep our entire operation on the West Coast," Lewis says.

"We found banks were very wary about funding a development project due to their fear of the risk of significant cost over-runs. At this point we applied to DWC for a loan to cover the build.

"We wish to express our sincere thanks to DWC for their support and encourage ongoing cooperation with other West Coast businesses to keep our region going forward," he adds.

From their new building Westland Workgear can now offer a nationwide service - all from the West Coast.



ASSISTANCE AVAILABLE TO COAST BUSINESSES

The Government's announcement of the \$140m investment package from the Provincial Growth Fund (PGF) for the West Coast acknowledges the importance of the region to New Zealand, while also providing a significant injection of cash into the region's economy, which will benefit most Coasters either directly or indirectly.

It is important to remember this is not the last PGF announcement for the region.

If you have a project that meets the fund criteria, you can still apply. Businesses looking for assistance are encouraged to approach DWC as a first point of contact.

There are various avenues of funding available to Coast businesses and DWC can point you in the right direction and help you with the process, whether that is applying to the PGF or for commercial finance through DWC itself.

DWC is also part of the

Regional Business Partner Programme. This is a network that opens businesses up to assistance through New Zealand Trade and Enterprise, Callaghan Innovation, as well as support from the Business Mentors New Zealand Mentoring Programme.

There are various forms of business assistance available to West Coast businesses and linking Coast businesses with this support is one of the many services DWC offers.

Wishing you a
Merry Christmas
and prosperous
New Year from the
Trustees and staff
at Development
West Coast



RECENT PGF INVESTMENT PROJECTS FOR THE WEST COAST:

\$40m	Provincial rail: Upgrades to KiwiRail's world-class TranzAlpine service.
\$32.8m	Connectivity: Improving the region's ultra-fast broadband and mobile networks.
\$25.6m	Punakaiki redevelopment: Upgrade of Punakaiki tourism infrastructure and improving Dolomite Point visitor experience.
\$10m	Ruatapu garnet project: Develop new garnet mine at Ruatapu, near Hokitika (loan).
\$9.9m	Westland Milk Products segregation: Develop milk segregation processes to add value to milk products (loan).
\$9.36m	Kawatiri Coastal Trail: Create 55km family-friendly walking and cycle trail between Charleston to Westport.
\$5.7m	Oparara Arches: Improve tourism infrastructure to protect the unique environment and enhance visitor safety.
\$3.5m	Croesus Rd: Upgrade Croesus Rd to Blackball, improving visitors' access to Paparoa track and Pike29 Memorial Trail.
\$3.3m	Punakaiki Rest Wellness Centre: Build spa facilities above Punakaiki Resort (loan).
\$0.4m	Runanga Miner's Hall: Restoring a nationally significant historic building.

WEST COAST INNOVATION ON DISPLAY

Business pitches full of innovation and inspiration marked the recent graduation night for the nine participants of DWC's Co.Starters programme.

Delivered in Westport by BullerREAP and EPIC Westport, Co.Starters is a nine-week programme that equips aspiring entrepreneurs with the insights, relationships and tools needed to turn business ideas into action.

DWC trustee Brent Oldham, who has been to all six graduations in Westport, was impressed with the innovative business ideas on display.

"Every time I think we've emptied the barrel and exhausted the number of local business ideas, yet each time I keep getting surprised with the number of participants and the quality of business ideas coming through Co.Starters," he said.

The most recent participants represented a wide range of start-up and developing businesses throughout the Buller district, including an artist, professional supervision services, graphic design, a self-publishing author, bitcoin mining, wedding planning and erosion protection solutions.

Toni O'Keefe took home the 'best pitch' award for her presentation on Westlock Concrete Solutions Ltd. Toni, along with her three other business partners, have all been directly affected by coastal erosion, and have developed a unique, interlocking concrete block solution that can be poured on site.

This innovative, locally developed solution to a major issue has a lot of potential, and was reflective of the inspiring ideas on display during the graduation night.



Toni O'Keefe from Westlock Concrete Solutions Ltd.

PAKIHI

West Coast Innovation workshop
Coming March 2019

**Free innovation
workshop and
mentoring for existing
Māori businesses**

Calling for expressions of interest | email: info@dwc.org.nz

