

Financial Overview

The first four months of the financial year has seen continued volatility in financial markets affecting DWC's results however returns for July are more positive.

For the three months to June a negative return of \$1.7m from investments saw DWC record a loss of \$915k. July investment returns of just under \$975k resulted in a profit for the month of \$1.07m and

a year to date profit of \$161k. This is still below the targeted surplus of \$1.6m however initial indications are that August returns are positive and DWC should move closer to its forecast profit.

DWC's equity has increased from \$97.86m at the start of the financial year to \$98.65m as at 31 July 2012. Total assets are \$117.9m as at 31 July compared with \$118.2m at 1 April 2012.

More support for West Coast businesses

Business support has been boosted on the West Coast as DWC teams up with two organisations to extend their support for business.

The first partnership is with the Canterbury Employers' Chamber of Commerce (CECC), the first source for business advice across a wide range of areas. The partnership will see DWC's Nelia Heersink providing access to CECC resources on the Coast including advice on business strategy, finance, sales and marketing, HR and operations.

"This provides the opportunity to increase our commitment and resource on the West Coast ensuring that our members receive service delivery at a local level by having a local presence," said Anna Johnstone, External Relationship Manager, CECC.

DWC's Nelia Heersink says between CECC and DWC they can provide a one-stop-shop for business support services on the Coast.

"If you have, for example, an HR problem you can give us a call and we can put you in direct contact with the CECC's HR Advisor," she says.

The second alliance between DWC and New Zealand Institute of Management Southern means NZIM courses will be available on the West Coast. Upcoming courses in Greymouth include a two-day Accounting for Non Accountants course on 3 October, a two-day Introduction to Performance Management on 31 October and a three-day Team Leader – Essential Skills on 28 November.

"The brilliant thing about these courses is NZIM is registered for the NZTE capability development vouchers so your business may be eligible for some financial support to attend the courses, just get in touch to find out more," says Mrs Heersink.

Contact DWC on 0800 768 0140 for more information.

Up Close and Personal with Evan Jones, Trustee

Growing up in Ross in the 1950's and 60's DWC Trustee Evan Jones remembers a thriving town that had three steam trains and two rail cars from Christchurch visit every day.

"I used to travel in the railcar to Westland High School, the driver would let us ride up front with him, we had a ball," he says.

These days the end of the line is Hokitika where Evan and his family now make their home but what hasn't changed is his love for the West Coast. "I'm passionate about the Coast because it's paradise. It's a great place to grow up, you can do anything and there is a real freedom."

Evan and his wife Yvonne own Evan Jones Construction and have built many of the Coast's major buildings. It's an industry Evan has always enjoyed. He left Westland High at 16 with School C in woodwork and tech drawing and took up a job as an apprentice carpenter at NZ Railways. After two years in Greymouth he moved back to Ross to work for Jim Manera and finish his apprenticeship. Ironically Jim's son now works for Evan Jones Construction.

Despite their love of the Coast the couple also wanted to see the world so they headed to Sydney, leaving Ross one morning and arriving in Sydney's Kings Cross later that night. The rowdy Sydney nightlife took them by surprise.

"There was a huge fight outside our bedroom window in Kings Cross the first night we were there and I said we can't stay here so we headed to Sydney's northern beaches," says Evan.

The couple loved Sydney and stayed nine years, Evan building supermarkets, high rise apartments and a 32 story office building in central Sydney. "It was good being a New Zealander in Sydney back then because people respected Kiwis as they worked hard".

As children Anthony and Jackie grew up they decided Ross was a much safer place so headed home. Initially Evan worked for Ferguson's Earth



Movers building bridges, the Greymouth Council Buildings and hydro schemes for Westpower.

The Scenic Circle Hotel in Franz wanted an extension and asked Evan if he could put a team together to do it. They then built offices in Dunedin and in 1986 Yvonne and Evan formed Evan Jones Construction, initially based in Hokitika and then with a branch in Marlborough a year later.

25 years later Evan is proud of what the company has achieved, employing up to 99 people at its height. "We've built two court houses, two aquatic centres, bridges, luxury lodges, hydro-schemes, supermarkets in Greymouth, Hokitika and Blenheim and most of Westland Milk Products," he says.

The company presently employs over 40 staff including son Anthony and daughter Jackie's husband Bryan. Known for his straight talking, no-nonsense approach, Evan is also an extremely proud grandfather of six and a man who gives a lot to the community.

He is a former Westland District Councillor, on the board of the West Coast Rugby Union and two years ago was asked to put his name forward to be Westland's Trustee at DWC. It's a role he is thoroughly enjoying.

"DWC administers a legacy for our children, and our children's children so we have got to look after it. I have great confidence in the people around the board table," he says.

Evan has no plans for retirement, his latest dream is to build a 110 room hotel in Hokitika. Don't be surprised if he does it.

Mentor acts as "business therapist"

Rachel Gibson from Greymouth clothing store Into Jeans doesn't know why she waited so long to get a business mentor but now she has one she would recommend the system to anyone.

"I thought about getting a mentor for about three years before I did it, I would definitely say don't be afraid to do it, it is worth it," she says.

Rachel and her business partner were put together with business mentor Hugh Jones and say he is like their "business therapist".

"We see Hugh every six weeks or so when he comes to the Coast, he is available to talk whenever we like and has definitely helped us. He listens to what we say, and we listen to him, some of the best advice he's given us is always air your grievances, don't bottle stuff up".

The pair were initially put together with another mentor but found he wasn't the right fit for them.

"Our first mentor sacked us. He was a really nice guy but he wanted us to grow bigger than we wanted so the relationship ended. It doesn't reflect badly on anyone if your first mentor isn't right for your business, go and look for the right one."

Hugh Jones is one of around 17 business

mentors available to West Coast businesses. He says Rachel and Emma are great to work with as they are very positive and keen for their business to be a success.

"I enjoy mentoring, it's pleasing to be able to offer some assistance. DWC helps us to come to the Coast, providing transport and accommodation so I would like to thank them for their support," he says.

Despite the fact Hugh doesn't come from a retail background Rachel says he gives them wise counsel on issues as diverse as staff training and how to give the business a point of difference.

"He makes us take a step back and see how things are going, it is nice to have someone outside to talk to, I would recommend everyone has a business mentor."

Into Jeans is one of a growing number of West Coast businesses signing up to the business mentoring programme. If you would like to have a business mentor you need to register at www.businessmentors.org.nz. There is a one-off registration fee of \$150 + gst. For more information you can also contact Julie Kissell at DWC on 03 768 1073.



Rachel Gibson from Into Jeans



About 30 people attended DWC's annual report launch in Westport

Chairman's Comment

The effects of the ongoing volatility and uncertainty in the global financial markets has hit home recently with Solid Energy's announcement of their intention to have a closer look at their operations. This could have a huge impact on our community.

Whilst Solid Energy will need to make their decision based on commercial reasoning, the loss of any mining operation on the West Coast will certainly have long lasting effects on the local economy.

Compounding this are the protracted processes around the Resource Management Act (RMA) which means new operators like Bathurst Resources Ltd looking to mine in the Buller region are struggling to get started. This issue was raised with the Hon Steven Joyce at a small gathering of business leaders held in Westport recently.

On another note, many of you may have read our announcement on DWC's year end results or possibly even attended our annual public meeting. We were pleased with the results with significantly higher realised earnings (\$9m) than the previous year. DWC also made record community

distributions of over \$7m during the 2012 financial year. As mentioned in the published report DWC has distributed over \$37m in cash community grants to date since 2001. The Trustees have also committed to a further \$12m to the three district councils under the MDI funding programme for the next 10 years (\$1.2m p.a.).

Finally and on behalf of all Coasters I would like to congratulate Shantytown on their 40 wonderful years of operation. Shantytown celebrated its redevelopment programme during the month of September. It has certainly been a great ambassador for the West Coast. We congratulate the board and staff and wish you all another 40 years of success!

**John Sturgeon
Chairman**

For further information, contact:
John Sturgeon, Chair
or John Chang, CEO
(03) 768 0140 or 0800 768 0140

Business Breakfasts

Westport – Hamish Bohannan from Bathurst Resources Ltd gives an update on the company's activities

Westport Motor Hotel 3 October, 7.30am – 9am

Greymouth – Westpower's CEO Rob Caldwell talks about the proposed Waitaha hydro generation scheme

Kingsgate Hotel, 17 October, 7.30am – 9am

\$20 – register with Julie Kissell on events@dwc.org.nz