

# Developing the West Coast Economy

Development West Coast's objectives are to promote sustainable employment opportunities and economic benefit for the West Coast region.

DWC aims to achieve these objectives by investing in businesses and regional development projects that will benefit the West Coast region now and in the future.

DWC provides and facilitates a range of innovative support initiatives and services for businesses on the West Coast.

## The Business Toolbox

Our business support team is continuously developing and expanding the DWC "Business Toolbox" which provides access to a range of services. For more information pick up our Business Services guide.

## Commercial Finance

DWC can provide a range of commercial financing options to West Coast businesses, including commercial lending, equity investment and guarantees. For more details see inside.

## Assisting Industry

While DWC aims to support individual businesses, it also seeks to identify new industry opportunities on the West Coast. DWC looks to support industries by exposing them to the latest innovations and initiatives.

DWC's role is to facilitate the links between West Coast industry and industry experts to provide this support.



## Getting help

The best place to start is with a call to DWC.

We are passionate about developing the West Coast economy, so it's great to hear about your plans and learn what your business is doing.

We have well established relationships with our partner organisations which means we can help you get the most out of the range of services on offer.

Contact a Capability and Growth Advisor at DWC to discuss your business needs on 0800 768 0140 or [info@dwc.org.nz](mailto:info@dwc.org.nz)

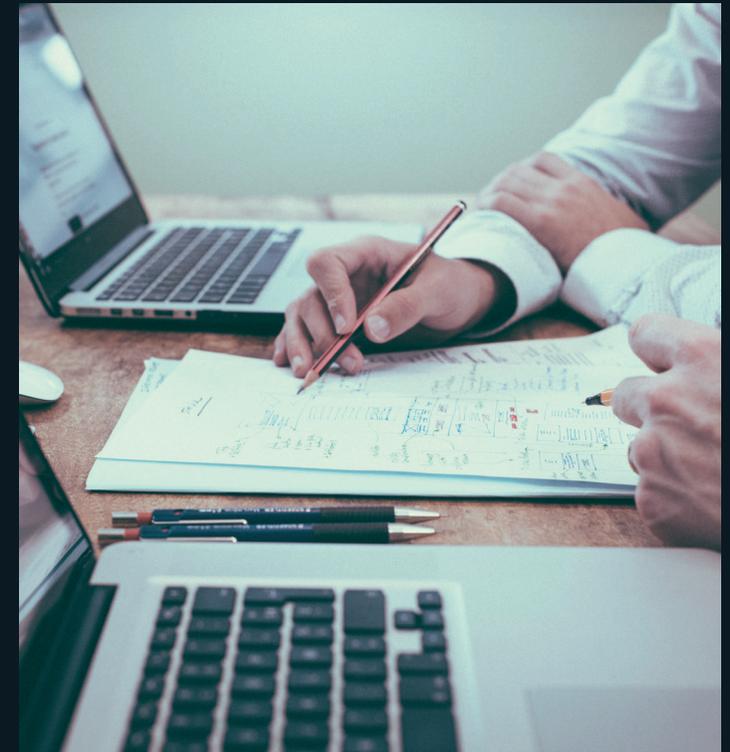
## Development West Coast

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# COMMERCIAL FINANCE GUIDE



Growing Business to  
Grow the Coast.

Growing Business to  
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# Commercial Finance

Development West Coast (DWC) is able to provide a range of commercial financing options for West Coast businesses, including commercial lending and equity investment.

Applications pass through a comprehensive assessment process. Applications must promote sustainable employment opportunities and/or generate sustainable economic benefit for the region.

DWC is excluded from investing in local and central government infrastructure, and cannot provide grants to businesses or organisations where that may affect DWC's charitable status.

DWC aims to have a balanced portfolio of good regional investments across different industry sectors and geographical areas, ranging from start-ups to established businesses.

It is an applicant's responsibility to provide adequate information to allow DWC to make an informed decision as to the viability of any proposal. If submitting an application, it is recommended that applicants seek accounting and legal advice where appropriate.

## Advantages of working with DWC

DWC offers a number of benefits to finance clients when compared with traditional banks and finance companies:

- Access to DWC's panel of business advisors, mentors, and management and staff to support the applicant's business planning and implementation process.
- Links to organisations related to DWC including local councils, iwi, and other community and business groups.
- Competitive finance rates.
- Flexible lending terms, including interest only and concessional interest rate periods, more flexible equity and security requirements.
- Interest received continues to provide further resources for future lending on the West Coast.

# Application Process



## 1. Enquiry phase checklist

Discuss your financing needs with one of DWC's Capability and Growth Advisors.

Prepare and submit a "Statement of Intent" for consideration by DWC Management.

Receive feedback from Management on the Statement of Intent.

*To minimise the possibility of incurring unnecessary significant expenditure early on, the "Statement of Intent" allows applicants to gain valuable feedback from Management on their proposal. Management's feedback on any proposal is not a decision and the applicant will need to decide for themselves whether to proceed with a full commercial application.*

Based on the feedback, decide if you wish to proceed with a commercial application; or not.

## 2. Submit application

- Applications under \$100,000 may be considered under delegated authority by the CEO.

## 3. Management assessment

- Your application is assessed by DWC Management.
- The Management group provides a recommendation to the Advisory Body.

## 4. Advisory Body assessment

- Applications over \$250,000 are considered by the Advisory Body.
- The Advisory Body provides a recommendation to DWC Trustees.

## 5. Trustee decision

- Trustees review and decide to
- (i) Request more information;
  - (ii) Approve the application; or
  - (ii) Decline the application.

## 6. Application final decision

- Applicant advised of Trustee decision.

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