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# About OCH, Vision, Values and Strategic Goals

Otago Community Hospice is a centre of excellence providing the highest quality specialist palliative care and support to patients and their families throughout Otago.

OCH provides a wide range of services which includes providing community-based palliative care to people whose needs exceed those

provided for by their primary care provider (such as a GP or district nurse), an Inpatient Unit for those with specialist palliative care needs, education for all health providers, including palliative education for training health professionals.

We support our patients wherever they want to be – that may be in their

home, in a residential care home setting or, if their needs are highly specialised, within our Inpatient Unit. Where we can, we aim to keep people in their environment, symptom-free, for as long as possible.

All Otago Community Hospice services are provided free of charge.

## OUR APPROACH TO CARE

**Te Whare Tapa Wha**  
the four-sided house:

**Te Taha Hinengaro**  
– psychological health

**Te Taha Wairua**  
– spiritual health

**Te Taha Tinana**  
– physical health

**Te Taha Whānau**  
– family health

## VALUES

We are respectful, compassionate, professional, and inclusive through empowered partnerships.

**Respect** – we embrace and honour the unique, individual needs and differences of all those we deal with, being attentive and mindful.

**Compassion** – we walk alongside those we interact with and are empathetic and life affirming.

**Professionalism** – we are responsible and accountable for our individual and collective actions.

We use our expertise with integrity and are mindful of how our personal self impacts on all those we interact with.

**Inclusivity** – we empower our patients and whānau as partners in their care. We value our connections and work collaboratively in partnership with health professionals and with the wider community.

## VISION

To support and empower all people who are dying in Otago to live well and die well.

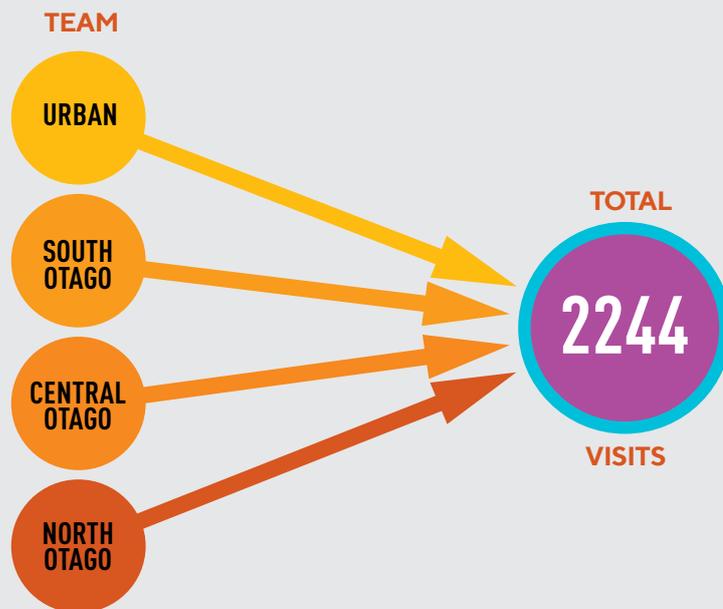
We will do this by:

Caring for our community

Developing the capability of people  
Providing leadership

Building a sustainable and resilient organisation  
Raising awareness

## 2017/2018 Overview of activity



**94%**

of patients on programme very satisfied

**689**

patients cared for over the year

**71%**

of patients cared for entirely in a community setting (no admission to our Inpatient Unit)

**23%**

of people using Hospice services had a non-cancer diagnosis

**24%**

of patients are under 65 years old

**88**

days is the median length of time on the service

**197**

patients admitted to our Inpatient Unit for an average stay of 8 days

## Chairperson's Message

It is with pleasure I report the 32nd Annual Report of the Otago Community Trust Board.

Once again our management, staff and volunteers have delivered well ahead of expectations which has resulted in a very busy year.

The total revenues of the Hospice exceeded \$6M for the second year in a row. The revenues are generated through contracts with the DHB but significantly contributed to by the tireless work carried out by service clubs, businesses, Hospice partners, community groups and volunteers who contribute their time, their expertise and their connections throughout the year. It is down to this community effort, that Hospice is able to maintain, at a very high level, the wonderful services available to those who need them in Otago.

Our large volunteer workforce, approximately 65% of whom work in our hospice shops, allow the Hospice to derive a large portion of the much-needed income we receive from the communities we work in.

Some of the major achievements for the year include:

- 10th Annual Southern Trust Golf Tournament - a big thank you to organiser Kevin Galliven
- Our trainee trustee Jack Gordge has been appointed a full trustee. Jack is making a valuable contribution in his role
- Continued collaboration with the Upper Clutha Hospice Trust and Hospice Southland including the Central Otago team staffing Queenstown
- Board approval for the double glazing and heat pump installation projects

On behalf of the board, I would like to thank you all; our staff - clinical, administration, support staff and volunteers - for all the work you do to ensure the welfare of our patients is maintained at the highest possible level.

Finally, I would like to thank my fellow Board members and management team for the advice and support given over the past year, and I look forward to the challenges ahead of us this coming year.



*Stuart McLachlan*

CHAIRPERSON

## Finance and Audit Committee Report

The Hospice recorded a net profit of \$37,844 for the financial year ending June 2018. Strong contributions from our shop network, good control of expenses and the continued support from the wider Otago community helped deliver what was a satisfactory result.

The Hospice management continue to work hard on improving efficiencies and while there is undoubted inflationary pressure appearing in the form of higher wage costs the Hospice is in a sound position to meet these challenges.



*Peter McIntyre*

CHAIR AUDIT & FINANCE COMMITTEE

## Board Members

STUART MCLAUHLAN (CHAIR)  
 TONY MCKEWEN (DEPUTY CHAIR)  
 MERRIN BATH  
 RACHEL BRAZIL  
 JACK GORDGE  
 JENNY GUTHRIE  
 PETER MCINTYRE  
 DALE PREDDY  
 GAYE ROBERTSON  
 DR MURRAY TILYARD

## CEO's Message



It was with great sadness that we said goodbye to Lyn Chapman this year. Lyn's service with Hospice started in 2004 as the Fundraiser. Lyn's fundraising target was less than \$1 million then and there was one shop that was trading badly. She was a one-man-band supported by Dave Ryan. Under her watch, Hospice opened six more shops and increased funds raised through the shops to a staggering \$700,000 per annum. Lyn established our Bequest Programme which encourages donors to make a bequest to the Hospice Foundation Trust. This Trust is separate from the Otago Community Hospice Trust. It supports us financially with grants but, more importantly, it is a fund that grows and will sustain us into the future. Over Lyn's watch the bequests going into the Foundation have been very significant. This is Lyn's lasting legacy. Lyn's gutsy and tenacious approach to fundraising saw us achieving growing fundraising targets year on year and for this we are all truly grateful.

Sometimes we need to look back to truly appreciate the successes we have achieved. In preparing this report I took the opportunity to look back at some of the successes that have made the Otago Community Hospice the dynamic, innovative and forward thinking organisation it is today - always with our patient front of mind.

OCH has grown and matured in response to its community. A community minded group of Dunedin people identified a need for a hospice unit 30 years ago. It has evolved from a small cottage industry caring for a hand full of patients into a sizable, professional, government funded, essential service caring for over 600 people and their families each year. The Hospice has developed into a highly adaptive service, continuously striving to improve our community outreach, our inpatient service and our team's knowledge as well as striving to increase industry knowledge in our speciality area.

Our vision is to support and empower people who are dying in Otago to live well and die well. In order to do this the hospice service is always evolving to ensure it meets the demand, which is ever changing in complexity. Our ability to evolve and to deliver excellent care is largely driven by:

- A culture of and commitment to learning,
- a quality focus in all areas of the organisation,
- the flexibility to constantly adapt and
- a commitment to build partnerships and capacity

These are the most significant contributing factors in our recent success stories.

### 1. LEARNING

Our staff are second to none in their commitment and passion to stay up-to-date with global practices in palliative care, constantly evolving their own practices, and pushing the Hospice to evolve. They are also committed educationalists taking palliative education to the wider sector. This passion for upskilling and sharing skills means that there is a vibrancy to the Hospice workforce.



Nurse practitioner – the Hospice's Central Otago Community Service was boosted earlier this year when Care Co-ordinator Louisa Ingham graduated as a Nurse Practitioner. Louisa completed her Master's Degree while working part time as a Care Co-ordinator with the Central Team. Louisa is now focussed on providing education and support to the carers in Aged Residential Care. Increasing palliative care knowledge within these facilities will promote confidence in staff and enhance symptom control for people with palliative needs. Louisa will also be instrumental in progressing the practice of teaching family carers to administer medications by injection, which can be essential to enable people to stay at home close to the end of their life.

### 2. IMPROVING

There are a number of ongoing and new projects that our staff are actively engaged with as we strive to provide the highest quality care and continue improving our overall service.

### Aged Residential Care (ARC) Support Service Development

This service was developed following a successful bid for Ministry of Health Innovations Funding in Palliative Care. The strategic imperative for this development was an increasingly large number of residents in the region are living to old age and ending their lives in ARC facilities. OCH's focus is on supporting ARC facilities to enhance the delivery of the palliative care services to their residents rather than directly providing palliative care services to residents. After two years, feedback has been very positive and OCH is extremely proud of this innovative service that positively impacts both staff and residents of aged care facilities.

### 3. ADAPTING

#### Breaking down barriers

Palliative care services recognise that people are much more than their physical bodies. Our minds, our spirits, our emotions are part of who we are, as are the families and the communities to which we belong. This holistic approach to care has an affinity with the Māori Health Model, Te Whare Tapa Whā. In order to ensure our services were meeting the needs of our Māori population, in 2011 the Manu Whenua Health Working Party nominated Marewa (Dale) Preddy to our board to represent the region's Runaka. And in 2016 OCH appointed Te Hau Moses to a newly developed role - Kaitakawaenga - Māori Advisor. Te Hau Moses has been in the post for 18 months now and her ability to create connections and individualise care for Māori and support for whānau is reducing reluctance to tap into our services.

#### Meeting demand

The Hospice has experienced a huge increase in demand for its services in the last 10 years.

2007/2008	2017/2018
200 referrals	603 referrals
90 patients at any given time	186 patients at any given time
1 shop	7 shops
Fundraising \$1million	Fundraising \$2.5million

### 4. BUILDING CAPACITY

#### Building Informal Carer Capacity - Kowhai Programme evolution

The Kowhai Programme is a shining star in the range of services OCH offers. This evidence-based programme is for non-paid family carers caring for people with terminal illnesses - most people in these situations find themselves with little information on how to do the multitude of tasks they need to perform as a carer. In two years there has been exponential growth in demand as the reputation and credibility of the service grows. Hospice services nationally have implemented similar services on the basis of our programme.

### Growing our workforce - current and future

Over 3200 health or social service professionals received specialized palliative care education via the Otago Community Hospice in the last twelve months, including health undergraduates. There is an increased recognition that palliative care belongs in all levels of practice and education is a tangible way Hospice can improve palliative care and support our partners. In five years the Hospice has grown its services with an interdisciplinary approach and recognition of teaching being part of the role description of all health professionals employed by OCH, inclusive of medical staff, with 76% of staff being involved in some aspect of education provision.

### 5. HOW DO WE MEASURE OUR SUCCESS?

1. Peer Review - Hospice New Zealand Standards
2. Health and Disability Sector Standards Audit
3. Patient Satisfaction

Patient satisfaction levels from regular surveys sit over 95%.

*"I have been impressed from day one with all the care & attention offered. It is difficult to see how it can be improved."* (August 2018)

4. Staff Satisfaction

OCH staff survey relates that 85% of staff surveyed believe OCH is a great place to work, with common purpose, a focus on quality and learning and development being the three highest rated attributes.

5. Continued Community Support

OCH has made a deep impact on its community - and the Hospice service is held in very high regard throughout the region. The Hospice continues to meet its growing fundraising target - this year \$2.5 million - every year because of the community support it has garnered.

### SUMMARY

The Otago Community Hospice is continuously adapting to new challenges: be that changes in the health sector; changes to funding; or changes to the needs of our communities. I am extraordinarily proud of our committed team who leave no stone unturned as they strive to offer the best possible service, despite the challenges that poses.



*Ginny Green*

CHIEF OPERATING OFFICER

# Volunteers

Each year our group of talented volunteers grows and this year we have had more than 324 people volunteer at the Otago Community Hospice. Of these, 208 volunteers helped out in our seven retail shops. A further 116 volunteers work with us in North East Valley providing support as receptionists, kitchen helpers, gardeners, house cleaners and companions in the Inpatient Unit.

Our volunteers also go over and above their usual contributions by helping sell raffle tickets throughout the year and doing the May street appeal.

These dedicated volunteers undertake approximately 712 hours per week which clocks up to 37,000 hours per year. At a minimum wage this equates to an amazing \$600,000 contribution each year.

This year, we were very grateful to our kitchen staff who stepped up to help us meet the DCC kitchen audit requirements. It is the first year that the Hospice kitchen was required to be audited by the Dunedin City Council. This required a few changes in the kitchen systems, but we also had to show that the volunteers had been given food safety education, which involved many volunteers coming in to a special education session!

Our voluntary workforce adds a very special dimension to the care and service we are able to provide our patients and families. We are very grateful to each and every volunteer for what they bring to the Hospice.

Many of our volunteers make a huge time commitment and stay here for many years. We are always thrilled to be able to show our gratitude and celebrate long service, so a big thank you to the following volunteers.



## 20 YEARS

Ella O'Brien – Reception and George Street Shop  
Ann Taylor – Kitchen

## 15 YEARS

Jennifer Harford – Reception, library  
Barbara Murley – Housekeeping

## 10 YEARS

Chris Cleavin – Reception  
Helen Pannett – Reception, driving  
Allison McCammon – Kitchen  
Hilary Phillips – Kitchen  
Linda Clapham – Kitchen, afternoon tea

## 5 YEARS

Pip Idour – Kitchen  
Allen Harley – Mosgiel Shop  
Christine Cross – Bond Street Shop  
Judith Trower – Kitchen  
Richard West – Bond Street Shop  
Meridee Watson – Bond Street Shop  
Jackie Roos – Kitchen, inpatient unit  
Holly Moroney – Kitchen  
Shirley Begg – Bond Street Shop  
Glenda Skipper – Bond Street Shop  
Katherine Mulcahy – Bond Street Shop  
Val Paterson – Reception  
Linda Milligan – Kitchen  
Maree Watson – Reception  
Don Kay – Bond Street Shop  
Kath Croy – Reception, Biography Service  
Jacqui Burgess – Reception, kitchen  
Rae Hammond – Kitchen  
Bridget Brown – Biography Service  
Jenny van Zyl – Oamaru Shop

## Marketing and Funding Report



Donors - \$624,438



Events - \$279,235



Trust and Grants - \$354,797



Shops - \$ 714,454

**TOTAL**  
**\$1,972,924**

2018 was a year of change for the fundraising team at the Hospice. We were very sad to see Lyn Chapman leave, given her long and valuable contribution to Hospice fundraising. A new guard was created when Tessa Scott went from full-time to very part-time hours to pursue higher education. The team is now made up of Becs Wilson, Amy Ruthven (Fundraising Coordinator), Rebecca Shaw (Coordinator of Volunteers) and our amazing team of Shop Managers: Brigitte Meyer, Cat Callanan, Charmaine Skolnic, Jenifer Callanan, Lesley Porter, Pauline Groves, and Tina Tunster.

It's quite a team that packs a big punch given the annual fundraising needs of the Hospice.

Change is not easy, but the new team tested their metal on a Gala Event, Hospice Awareness Week, the Farmers Campaign and the numerous initiatives that happen across a 12 month period to keep the Hospice services financially fueled.



# Grants



### HOSPICE SHOPS UPPING THE ANTE

This year the hospice shops are once again a crucial part of our fundraising strategy - being major contributors to the \$2.4 million we raised this year.

The Otago Community Hospice has seven Hospice shops which are treasure troves brimming with clothing and housewares, donated from our generous community.

Each of our shops has a distinct character, with our clever shop managers all expert curators. This year, we have moved our Mosgiel Shop to newer bigger premises, and the team has been running at full tilt since opening in September. The new year's focus is very squarely on the new Oamaru shop, which will be in the North Otago Hospice Hub scheduled to open in December 2018.

*Becs Wilson*

DEVELOPMENT AND ENGAGEMENT MANAGER



A.C.E. SHACKLOCK CHARITABLE TRUST

COMMUNITY ORGANISATIONS  
GRANT SCHEME -  
WAITAKI AND OTAGO COAST  
AND CENTRAL OTAGO

GOODWILL CHARITABLE TRUST

HARCOURTS FOUNDATION

HOSPICE NZ GRANTS PROGRAMME

JESSIE HILL CHARITABLE TRUST

JN LEMON CHARITABLE TRUST

LION FOUNDATION

M F ANDERSON TRUST

MARSH FAMILY TRUST

NZ LOTTERY GRANTS BOARD

THE SOUTHERN TRUST

UPPER CLUTHA HOSPICE TRUST

Z GOOD IN THE HOOD

# Highlights



Farmers annual Tree of Remembrance was a huge success running through the Xmas season of 2017 and raising more than \$40,000 for the Otago region.



Kevin Galliven (AKA Gully), from The Southern Trust, celebrated a decade of fundraising for Otago Community Hospice through his annual Golf Tournament and auction in October 2017 raising a whopping \$45,000. Sponsors included Lion Breweries, Tiny's Butchery in Milton, The Southern Trust and Mike Dougherty from Edinburgh Realty.

Spivey Real Estate came to the party in Oamaru, hosting the first Hospice Dinner Club at the Portside Restaurant.



The stars came out for our Hospice/Otago Polytechnic Gala event in June this year. The glam evening included special guest Mark Hadlow and generous donations from sponsors Colliers and the Golden Centre.



At this years Annual Street Appeal, Otago Community Hospice and the region's Freemasons celebrated 20 years of collaboration organising the street appeal.

Age is no barrier when it comes to fundraising for the Hospice as proved by nine-year-old Noah Wilson and his self-published Alphabet Cookbooks.



A new truck was purchased with a cornerstone grant of \$20,000 from the Casino Trust, and other donated funds. The truck has revolutionised shop pick-ups for our Bond Street team.



One of Otago Community Hospice's Central Otago team Amanda Henderson picked up a cheque from the very active BNI Wanaka chapter. The BNI groups in Dunedin and Wanaka continue to provide amazing support to the Hospice via fundraising and volunteering.



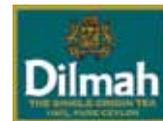
The Great NZ Tractor Trek had time for an afternoon cuppa with our volunteers and team in Cromwell. Thanks to Webbs for the use of their porch and fruit.

## Partners

Otago Community Hospice is proud of the relationships we have with our corporate sponsors. These businesses all support the values and philosophy of the Otago Community Hospice and we look forward to continuing to build these relationships.

As part of Hospice NZ, we are privileged to have the ongoing support of national partners, House of Travel and Harcourts, and national supporters of Hospice including very generous contributions from Craigs Investment Partners and Dilmah.

We are also very fortunate to have the keen support of several notable organisations, who contribute significantly both in volunteering man-hours, donating goods, and sponsoring us. Without their contributions, the Otago Community Hospice would not be the organisation it is today.



This was our tenth year of HospiceNZ's partnership with BNI. Here in Otago we are extremely lucky to have seven BNI chapters in Dunedin and one chapter in Wanaka – all of them incredibly active fundraisers and volunteers for the Hospice, as well as being fabulous ambassadors for us, continuously raising our profile in the business community.



The Farmers Caring Connections in our Community Campaign

The Caring Connections in our Community campaign is supported by our great friends at Farmers in Dunedin and Oamaru. In the weeks leading up to Christmas, the Farmers stores host a Tree of Remembrance instore. Customers are given the opportunity to remember someone special during the festive season, and to make a donation to support their local hospice service. Our local Farmers stores always punch above their weight in this initiative – and we are deeply grateful for their continued support.



Our local Mitre10s are terrific Hospice supporters. We are very lucky to have Dunedin's Mitre10 Mega backing us in a number of wonderful ways from their Donate a Dollar campaign during Hospice Appeal Week (which is also supported by Mosgiel, Alexandra, Cromwell and Wanaka Mitre10s!), to providing us with plants, supporting the Rotary Trailer Raffle and always being there when we need a helping hand.

## *Otago Community Hospice Trust* *Notes to the Summary Financial Statements*

FOR THE YEAR ENDED 30 JUNE 2018

These are the summary financial statements of Otago Community Hospice Trust (the "Trust") for the year ended 30 June 2018. The specific disclosures included in these summary financial statements have been extracted from the full annual financial statements dated 9 November 2018. The full annual financial statements dated 9 November 2018 have been prepared in accordance with Tier 2 Public Benefit Entity (PBE) Financial Reporting Standards as issued by the New Zealand External Reporting Board (XRB). They comply with New Zealand Equivalents to International Public Sector Accounting Standards Reduced Disclosure Regime (NZ IPSAS with RDR) and other applicable Financial Reporting Standards as appropriate to Not-For-Profit Public Benefit Entities.

This summary financial report cannot be expected to provide as complete an understanding as provided by the full financial statement of the financial performance, financial position, cash flows statement and notes to the financial statements of the Trust. This summary financial report has not been audited.

A qualified audit opinion has been received on the full financial statements for the year ended 30 June 2018. A copy of the full Trust financial statements for the year ended 30 June 2018 can be found online at [www.otagohospice.co.nz](http://www.otagohospice.co.nz)

These summary financial statements have been audited for the year ended 30 June 2018 and found to be consistent with the full statements (Last year not audited).

These summary financial statements were approved for issue by the Trustees on 9 November 2018.

### **Basis of Preparation**

Otago Community Hospice Trust is a public benefit entity and is a charitable trust incorporated under the Charitable Trusts Act 1957 and a registered charity under the Charities Act 2005.

These are the summary financial statements of the Trust and they comply with PBE FRS 43: Summary Financial Statements. The presentation currency is New Zealand dollars, rounded to the nearest dollar.

The full financial statements upon which these Summary Financial Statements are based, have been prepared to comply with Public Benefit Entity International Public Sector Accounting Standards Reduced Disclosure Regime ("PBE Standards RDR") and other applicable financial reporting standards as appropriate that have been authorised for use by the External Reporting Board for Tier 2 Not-For-Profit entities.

The accounting policies adopted in these financial statements are consistent with those of the previous financial year.

### **Changes in Accounting Policies**

There have been no changes in accounting policies. All policies have been applied on bases consistent with those used in the previous year.

### **Specific Accounting Policies**

All specific accounting policies have been applied on the same bases as those used in the full financial statements of the Trust.

### **Reclassification and Restatement of Information for the year ended 30 June 2017**

Revenue from government contracts for the year ended 30 June 2017 totalling \$3,579,070 previously classified as exchange revenue has been reclassified as non-exchange revenue.

A grant from the Otago Hospice Foundation Trust for \$300,000 was approved on 23 March 2017 with payment to be received during the the year beginning 1 July 2017. This grant was not included in the Performance Report for the year ended 30 June 2017. Figures for the year ended 2017 have been restated in the Performance Report for the year ended 30 June 2018. The impact of this correction for the year ended 30 June 2017 is an increase in grants receivable, an increase to net surplus for the year and an increase in Total Accumulated Funds.

## OTAGO COMMUNITY HOSPICE TRUST

*Financial Report***SUMMARY STATEMENT OF COMPREHENSIVE REVENUE AND EXPENSES  
FOR THE YEAR ENDED 30 JUNE 2018**

	2018 \$	2017 \$
<b>Revenue</b>		
Revenue from Non-Exchange Transactions	6,582,909	6,589,335
Revenue from Exchange Transactions	123,131	121,469
<b>Total Revenue</b>	<b>6,706,040</b>	<b>6,710,804</b>
Expenses	6,668,196	6,295,822
<b>Total Expenses</b>	<b>6,668,196</b>	<b>6,295,822</b>
<b>Surplus for the year</b>	<b>37,844</b>	<b>414,982</b>

**SUMMARY STATEMENT OF CHANGES IN NET ASSETS  
FOR THE YEAR ENDED 30 JUNE 2018**

	\$	\$
Opening Balance at the beginning of the year	3,475,121	3,060,139
Plus Total Comprehensive Revenue and Expenses for the year	37,844	414,982
<b>Closing Equity 30 June 2018</b>	<b>3,512,965</b>	<b>3,475,121</b>

**SUMMARY STATEMENT OF FINANCIAL POSITION  
AS AT 30 JUNE 2018**

	\$	\$
<b>Assets</b>		
Cash and Cash Equivalents	613,376	588,599
Other Current Assets	1,210,753	834,701
<b>Total Current Assets</b>	<b>1,824,129</b>	<b>1,423,300</b>
Property, Plant, Equipment and Intangibles	2,730,629	2,752,432
<b>Total Non-Current Assets</b>	<b>2,730,629</b>	<b>2,752,432</b>
<b>Total Assets</b>	<b>4,554,758</b>	<b>4,175,732</b>
<b>Liabilities</b>		
Trade and Other Payables	229,378	190,357
Other Current Liabilities	812,415	510,254
<b>Total Current Liabilities</b>	<b>1,041,793</b>	<b>700,611</b>
<b>Total Non-Current Liabilities</b>	<b>0</b>	<b>0</b>
<b>Net Assets</b>	<b>3,512,965</b>	<b>3,475,121</b>

**SUMMARY STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDED 30 JUNE 2018**

	<b>2018</b>	<b>2017</b>
	<b>\$</b>	<b>\$</b>
Net Cash Outflow from Operating Activities	198,262	412,168
Net Cash used in Investing Activities	(174,100)	(238,296)
Net Cash from Financing Activities	615	945
Net Decrease in Cash and Cash Equivalents	24,777	174,817
Cash and Cash Equivalents at 1 July 2017	588,599	413,782
<b>Cash and Cash Equivalents as at 30 June 2018</b>	<b>613,376</b>	<b>588,599</b>

# Thank You's

We simply couldn't do what we do without the incredible generosity of our community. The following list recognises the major donations and services we have received from organisations during this financial year.

## GIFTING IN KIND & SPONSORSHIP

Antidote - Meridian  
 Apparel Master  
 Cooke Howilson Dunedin  
 Datacom  
 Dynamic Distribution  
 Erban Spa  
 Firebrand  
 Foley Plumbers  
 Initial Dunedin  
 Kaans Catering  
 Knox Pharmacy  
 Mitre10 Mega  
 Mobility Solutions Centre  
 NZ Couriers  
 Otago Polytechnic  
 Pacific Fineline Ltd  
 Serviceman Dunedin Ltd  
 TAK Flooring  
 Total Carpet

## MAJOR DONATIONS

Blueskin Trust  
 BNI Aspire  
 BNI Larnarch  
 BNI Wanaka  
 Catholic Diocese of Otago Southland  
 Central Otago Pinot Noir Charitable Trust  
 City Forests  
 Colliers International  
 Cotton Brothers  
 Craigs Investment Partners  
 Cromwell Business Network  
 Delta Utility Services Limited  
 Dunedin 60's Plus Club  
 Dunedin City Ford  
 Dunedin Masonic Charity Bowls  
 Emerson's Brewery  
 Energy Link Limited  
 Farmers' Trading Company Limited  
 Fat Sally's Pub  
 Fencing South  
 Foley Plumbers  
 Foote Family Trust  
 Golden Centre  
 Great Kiwi Home & Living Show  
 GS McLauchlan & Co  
 Harcourts  
 International Freight Logistics NZ Ltd  
 JS & JM Distributors Limited  
 Kitchen Studio  
 Korean Catholic Community  
 Lions Club of Clinton  
 Lions Club of Dunedin Central  
 Lions Club of Lawrence  
 Lucas and Lucas Ltd  
 M F Anderson Trust  
 Mackies Hotel  
 Marsh Family Trust  
 McCoy & Wixon  
 Mercy Hospital Dunedin Limited  
 Mitre 10 Mega Dunedin  
 Myers Marketing  
 Newl Level Developments Ltd t/a The Craic  
 Octagon Market Inc Society  
 Otago Daily Times  
 Otago Master Painters  
 Otago Packaging Supplies Ltd  
 Polson McMillan  
 Price Waterhouse Coopers  
 Property Scouts  
 Race & Douglas  
 Ranfurly Catholic Women's League  
 Roscoes Rewinds & Repairs  
 Rotary Club Alexandra  
 Rotary Club Balclutha  
 Rotary Club Dunedin South  
 Rotary Club Milton Charitable Trust  
 Spivey Real Estate Limited  
 Stonewood Homes  
 Taieri Bridge Club  
 Ultraspan  
 V J Henderson Associates  
 Wharf Hotel  
 Wilkinson Adams Lawyers