

**CHAIRPERSON'S PRESENTATION FOR AGM**

I am delighted to be able to welcome you all to the eighth annual general meeting of the Bellarine Peninsula community Branch Ltd. I would like to formally welcome our guests:

Geoff Hutchinson - Geelong Community Enterprise,  
Fiona Beckwith - Community Enterprise Foundation  
Melissa Pearce – Regional Operations Manager  
Peter Landers – LBW Accountants – our auditor

Some of our grant recipients from the last years and our recipients for this years' grants are here with us as are, most importantly those shareholders who are able to be here tonight. As we continue to say, without your initial and ongoing support you would not have a Bendigo bank branch in Portarlington and none of us would be here tonight.

I would like to introduce our current board of directors

Bob Hynes, vice Chairperson  
Karen Woodhart , secretary  
Stephen Wight, Treasurer  
Russell Enders  
Frank Kelloway  
Steve Thew  
Gary Irving, and

Trevor Hockley, who, for personal reasons is not standing for re-election as a board member. I would like to take this opportunity to thank Trevor for the time and effort he has put in during his term on the board.

I would also like to introduce our new Board Support Officer - Robyn Durran. As you know your board all volunteer their time and expertise to the company, and receive no remuneration. As the company continues to grow and we take on more projects the work is becoming more than a volunteer board can handle, particularly when most of the directors work, either full or part time. We decided to employ a Board support Officer to assist with all of the administration involved in running this company and Robyn was the successful candidate. We are very pleased to have her as part of our team.

And lastly I would like to introduce our staff to you;

Ian Faulkner – Group Manager  
Craig Taylor – Manager of the Drysdale sub branch

Staff at Portarlington - Kerry Firth, Lisa Hand, Leeanne Stanley, Melanie Blair and Christina Eden,

Staff from Drysdale - Wendy Calder, Sheena Dudgeon and Mandy Pitchford

We have again had a very busy year as you will see from our annual report. I would like to mention a few of the highlights:

In April of this year your board settled the purchase of the Drysdale agency of the Bendigo Bank and we are now operating as a small branch from Drysdale. We have commenced the process of seeking community support from the Drysdale area to provide a community bank in Drysdale. As part of this process we are working with a steering committee of community minded Drysdale and Clifton Springs citizens who will shortly start the awareness campaign in the Drysdale/Clifton Springs area, in the same way as the steering committee did here in Portarlington nine years ago. I am sure you will see a lot in the local media about the campaign and we will obviously keep you as shareholders informed as to the progress. The final outcome will provide a Community Bank branch of Bendigo Bank at Drysdale but more importantly an organization that has, as you all know, a strong philosophy of giving back to the community. I believe that we will all benefit from the addition of a Community Bank branch at Drysdale to the company as a whole.

The Board decided to purchase shares in Geelong Community Investments Ltd this year. I will introduce Geoff Hutchinson to speak further about Geelong Community Investments shortly. Briefly, the Enterprise aggregates the buying power of a larger group delivering exceptional service in telecommunications to the business community and later to the domestic sector in and around Geelong. A unique differential of this organisation is that it has a clear charter to share one third of its profits with community projects. I am sure you will enjoy hearing more from Geoff.

Your board has also taken up the opportunity to be the fourth site of 15 in Victoria to host Youth Foundations Victoria. Youth Foundations Victoria is an exciting new initiative to help young people make a real difference to their communities. It brings together the Victorian Government, Bendigo Bank Group and local communities to help young people learn about grant-making and board membership.

The Victorian Government will provide \$4.5 million over four years to establish Youth Foundations Victoria in Portarlington, and including Drysdale, Clifton Springs, St Leonards and Indented Head. Eventually 15 disadvantaged locations will participate in the initiative. Portarlington has been identified by the State Government as one such site, as has Whittington in Geelong. We will support the establishment of Youth Foundations Victoria in Portarlington and district through a matching financial and in-kind contribution over four years. The Community Enterprise Foundation will hold and manage the pool of funds on behalf of our local youth foundation. Youth Foundations Victoria is based on a sustainable model; interest from invested funds will be used to continue the project after the first four years.

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We are currently setting up a partnership group of local organisations with a track-record of supporting young people in our area. The local organisations will be provided with operational support to help the young people participate in fundraising and grant-making activities. A group of young people from different backgrounds will look at the needs of our community and carry out fundraising and grant-making to fund other young people to run activities to benefit that community. The sorts of things they may fund include projects to:

- support young people in our community to access education and training, which will lead to skills development and improved job prospects
- promote the artistic and cultural contribution of young people – e.g. producing a mural on a community centre wall;
- improve or protect the local environment – e.g. develop a local youth land care group
- develop support networks, encourage volunteering and better connect the community;
- support young people to remain in secondary and tertiary education;
- support indigenous Australians to participate in community activities;

The local group of diverse young people will be supported by mentors to:

- research their community
- manage and develop a pool of funds
- assess and participate in making grants for charitable purposes for the benefit of young people.
- link to a state-wide network of the Victorian Youth Foundation and a global network of similar organisations

The young people will build skills such as:

- working in leadership and decision-making roles;
- developing networking and community planning skills;
- volunteering based on stronger community connections
- project management
- communications and marketing; and,
- developing the attitudes and values that will enable them to effectively contribute to their communities.

We are proud to be able to support this exciting initiative and we sincerely hope that our local youth will become involved and benefit from this ongoing project.

Last year, in partnership with the Community Enterprise Foundation we were absolutely thrilled to be able to present grants to local community groups totaling \$62,867. We have representatives from some of those recipients here tonight to share with you the benefits the money has made to their group, as well as a presentation that will further demonstrate the difference the grants have made to our community.

In conjunction with Community Enterprise Foundation and with the continued support of all our shareholders and customers, we are able to make our community grants for the third year in a row. This year we have a total of \$40,224.50 to be distributed amongst our successful grant applicants. This money will benefit both the people of those groups, as well as the wider community. I am looking forward to my involvement with distributing this years' grants later in the evening.

Lastly I would like to announce that your board of directors has declared a dividend of 9 cents to be paid on the 13<sup>th</sup> December 2007. We would like to consider this as going some way to thanking all of our shareholders for your continued and undying support.

Before beginning tonight's formal proceedings, I would like to acknowledge the hard work carried out by the staff of both Portarlington and Drysdale Branches, and thank them all for their continued commitment when dealing with our shareholders and customers, and diligently carrying out their day to day obligations at both branches.

Once again, the board would like to thank the team at Bendigo Bank for their ongoing support and guidance, in particular, to our regional manager Pat Murnane and his team.

Last, but by no means least, I would like to thank my fellow board members for their continued support and commitment to their roles and their dedication to the community banking concept.