



Bellarine Peninsula and Drysdale **Community Bank**[®] branches Newsletter February 2011

Manager's report



With Christmas come and gone, let me wish everyone a Happy New Year and trust that 2011 fulfills all of your expectations.

Also, our hearts go out to the people of Australia who have been affected in some way by the floodwaters, particularly the residents in Queensland and Victoria. This is a time that good and bad stories arise but we stick together and help those in need in any way possible.

In this local area we have also endured a higher than average rain fall in December/January. But even with the events that are happening around us this business continues to grow.

For the year ending 30 December 2010 the total business of both sites was \$179 million with overall growth so far this financial year of \$12.7 million. Portarlington Branch has grown by \$3.3 million and Drysdale branch by \$9.4 million.

Support for both branches has continued with now with over 8,300 accounts.

In the previous newsletter it was advised that the Board had agreed to create a new position for a staff member. Mr Geoff Millward commenced as the Mobile Relationship Manager for the North Bellarine on 11 October 2010. He is available to visit customers at their home or work to discuss their banking requirements. We welcome Geoff to the Bellarine.

If you are or know of someone wanting to borrow funds for personal or business use do not hesitate to refer them to either branch or to the Mobile Relationship Manager.

In the last quarter the Annual General Meeting was completed in November and the 4 cent fully franked dividend for each share held was paid. The Company also handed out nearly \$65,000 in grant monies to over 20 successful recipients from the profits it generated last financial year. In the upcoming newsletter we will advise you of the progress these funds are making in the local community.

One event that was granted funds through the Grants program was the annual Portarlington Mussel Festival. These funds went

towards assisting with the funding the event. This was held on 8 January and this business received major sponsorship recognition leading up to and on the day. The visitors and the money it brings into the local area assists the community in a number of ways. The reports were that up to 15,000 people attended the day and this is up on previous years. Thanks to Richard Underwood and his committee, it was a huge success again. The committee has acknowledged that without this Bank's support towards the festival then the festival would not be as successful.

Supporting your local **Community Bank**[®] branch can be carried in a number of ways. Just by doing your banking with your local branch whether it is depositing, lending or insurance/financial planning, you will help with the growth and profitability of the branch and in turn helps your community.

We thank the community for their continued support that enables this business to contribute to the various events and projects in the area.

Craig Taylor

Branch Manager – Drysdale **Community Bank[®] Branch**

Changes in shareholder details

Thank you to shareholders who are notifying the branches of changes in their details.

If you have changed your address or contact details, please remember those changes also need to be provided to our share registry. We ask you to make sure AFS & Associates have your up-to-date contact details to ensure you receive all correspondence and dividends. Both branches have the appropriate paperwork for you to complete, or you can contact the share registry directly. AFS & Associates' contact details are –

Address: 61-65 Bull Street, Bendigo VIC 3550
Postal Address: PO Box 454, Bendigo VIC 3552
Contact Numbers: Phone – (03) 5443 0344
Fax – (03) 5443 5304

Introducing – Geoff Milward

Mobile Customer Relationship Manager



I was born in Geelong and moved to Hamilton in the western district where I was educated and lived a young life full of the outdoors and sport.

As a 17 year old I began my working life with Australia Post. After meeting and marrying a girl from Bendigo we moved there to begin our life together and we had 2 sons. The first is a project manager with a commercial building Company in Melbourne and the other is an electrician in Bendigo.

In 1993 I was fortunate to begin work with the Bendigo Building Society in modest premises. At this stage plans were well underway with the construction of new headquarters in the centre of Bendigo.

I clearly remember the collapse of the Pyramid Building Society which tested the resilience of any financial institution. Shortly after we witnessed the successful merger of the Bendigo and Capital Building Societies, then the organisation growing and becoming a Bank.

I have been assisting people with their banking and lending requirements for many years now and feel privileged to be given the opportunity to now be a part of the Bellarine Peninsula community and being able to assist the people in this area.

I have always had a passion for the sea and my wife and sons share the same. I enjoy the beach and love the long walks with our border collie. I love fishing and my wife Jan understands she will have to share me with a new boat at some stage in the future.

My sons have both enjoyed their football in the Bendigo Football League and I look forward to watching the local teams in this area.

I enjoy the simple things in life such as taking charge of the BBQ with good friends and conversation.

I look forward to meeting the people of the Bellarine Peninsular Community and being able to give them the flexibility with their banking requirements through our Bendigo **Community Bank**[®] mobile service.

Geoff is available to visit you to discuss all your banking, mortgage finance and small business needs. To make an appointment contact Geoff on 0488 455 225 or 13004BELLARINE.

Dividend payment

Shareholders received a 0.04 cent fully franked dividend last year, payment was made on 1 December 2010. If you did not receive your dividend by your nominated preferred payment method, please contact Rose Abbott at our share registry - AFS & Associates, 61-65 Bull Street, Bendigo VIC 3550, Phone – (03) 5443 0344.

11th Annual General Meeting

The 11th Annual General Meeting was held at the Springdale Community Centre on 11 November 2010 with over 70 people including the Board, staff, guests and shareholders attended.

Russell Enders, Chairman gave a brief overview of the performance of the Company for the year and some of the major sponsorships given including the National Celtic Festival, the Mussel Festival, the Youth Foundation and combined sponsorships with Pat Murnane of the GPAC Education Program and the Bellarine Football League Under 18's competition.



Russell acknowledged the hard work carried out by the staff of both Portarlington and Drysdale Branches, and thanked them for their continued commitment when dealing with shareholders and customers, and carrying out their day to day obligations at both branches in a friendly and professional manner.

On behalf of the Board Russell thanked the team at Bendigo and Adelaide Bank for their ongoing support and guidance, in particular, to the Regional Manager Pat Murnane and his team Cathie Kerr-Nelson, Melissa Pearce, Vicki Nicholls and Elizabeth Gerber, and to Bill den Hartog, Senior Community Enterprise Manager and his team in Melbourne.



Russell thanked his fellow Board members and the Board Support Officer for their continued support and commitment to their roles and their dedication to the **Community Bank**[®] concept.

The Election of Directors saw Sandra Baldwin, Geoff Webster, Robert (Bob) Hynes and Karen Woodhart re-elected as Directors, and Pam Evans elected as a Director.



Share trading

Many shareholders are unaware of the process involved with buying or selling shares in Bellarine Peninsula Community Branch Ltd. We have received the following advice from Ian Craig, Companies Manager, NSX – All trading on BSX must go through one of the two brokers – either RBS Morgans who is one of the largest retail brokers in the country, or Bendigo firm – Strategem.

To place an order, a shareholder or prospective shareholder needs to contact one of the brokers and the broker places the order on the market. The order is placed at a specific price and people can trade with you at that price if they want, or they might make a bid/offer at another price.

When a trade matches e.g. a buyer comes along and is willing to pay 95 cents or buyers and sellers “match” at some other price, the buying and selling broker settle the transaction and forward the transfer form and certificate to the Company’s share registry so the register can be adjusted and a new certificate issued.

Broker contact details can be found at http://bsx.com.au/markets_bsxbrokers.asp

Contacts are Des Egan (Strategem) and Matt Hedditch (RBS Morgans).

Community meeting update

Last year the Company held two community meetings, one in Portarlington and one in Drysdale. The meetings were held to get ideas for projects seen to be needed in the areas that your **Community Bank**® branch can have an impact on by providing either leadership, capital or trigger capital.

Portarlington - A fuel outlet was agreed as imperative to the Portarlington / Indented Head / St.Leonards communities, and we are continuing to work towards a successful outcome. An initial meeting was held on 31st January 2011 where members of the community were invited to form part of a steering committee to work on the community fuel outlet.

Drysdale - We are endeavouring to have discussions with CoGG regarding having an involvement with the rail trail and / or Lake Lorne in Drysdale.

We will continue to keep you up-to-date with developments in both projects as they happen with notices in the branches and newsletter articles.

Community room

The community room in Harding Street has been refurbished over the past 12 months with a fresh coat of paint and the recent addition of new tables and chairs. If your community group needs a place to meet, call in to the Portarlington branch and discuss your requirements with the friendly staff.

Branch website

www.bendigobank.com.au/bellarine

By going to our website you can find all sorts of information on our branch. You will find our annual report, copies of past newsletters as well as all staff and Director changes as they happen.

Grant presentations

There were 20 grants given totalling \$59,100 at the 2010 AGM. The grants were for various purposes including health & safety improvements, to upgrade and replace aging equipment, and purchasing IT equipment.

Recipients included Clifton Springs Community Men’s Shed, Bellarine Community Health, 1st Drysdale Scout Group, Drysdale Family Support, Portarlington Girl Guides, Geelong Animal Welfare Society, Portarlington Primary School, Portarlington Community Dance Group, Drysdale Community Church, Batman Park Carpet Bowls Club, Bellarine Woodworkers Inc, St.Patrick’s Community Committee, Bellarine Landcare Group Inc, Portarlington Maltese Pensioners, Portarlington Mussel Festival Inc, Portarlington Neighbourhood House Inc, Portarlington Pre-School Incorporated, Springdale Neighbourhood Centre Inc, Rural Fire Brigade of St.Leonards Indented Head and Mannerim Fire Brigade.

A full list of grant recipients and purposes was printed in the November Port Report.



▲ Paul Jones presents to Bellarine Woodworkers.



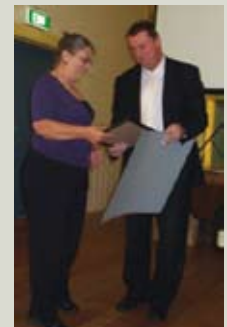
▲ Bob Hynes presents to Portarlington Neighbourhood House.



▲ Ian Faulkner presents to Portarlington Maltese Pensioner’s Association.



▲ Sandra Baldwin presents to Portarlington Pre-School.



▲ Stephen Wight presents to Bellarine Land Care.

Community Bank® branch sponsorships

Over the past three months, your **Community Bank®** branches have agreed to the following sponsorships:

St Leonards Yacht Club & Motor Squadron Inc

Sponsorship for the Bellarine Art & Food Festival to be held over the Melbourne Cup weekend.



Portarlington Tennis Club

To fund the purchase of polo shirts.



Drysdale Leopold Pony Club

To assist with funding a water jump.



Bellarine Secondary College

To enable 3 students to compete in the World Robot Olympiad in Manila.

Mussel Festival

The annual Mussel Festival was held on 8 January with the bank being offered a site at the festival where staff were helping on the day at the marquee.



Giggles Playgroup

Last year Giggles Playgroup requested sponsorship to purchase new tables because they were using the same tables to do craft on that the children were eating from. The sponsorship enabled them to purchase four new tables so the group now have separate tables to eat from.



Bellarine Peninsula **Community Bank®** Branch,
44 Newcombe Street, Portarlington VIC 3224
Phone: 5259 3266
Website: www.bendigobank.com.au/bellarine
Opening hours: Monday to Friday 9.00am – 5.00pm
and Saturday mornings 9.00am – 12 noon

Drysdale **Community Bank®** Branch,
11 Clifton Springs Road, Drysdale VIC 3222
Phone: 5253 3192
Website: www.bendigobank.com.au/drysdale
Opening hours: Monday to Friday 9.00am – 5.00pm
and Saturday mornings 9.00am – 12 noon