

**Sarina & District Community Financial Services Limited****Minutes of Annual General Meeting**

**Held at 1pm on Saturday 14 November 2009  
RSL Central Street Sarina 4737**

**Present Directors:** Byron Davidson (chair), Rodney Nunn (treasurer), Lesley Ward (secretary), Bruce Fitzgerald, Helen Dixon, Paul Marshall, Sonja Solli, Christina Brady

**Branch Manager:** Bill Paton

**Bendigo Bank Representative:** Libby Gleeson

Shareholders: 28

Invited Guests: 28

Apologies: Ralph Johnson, Linda Brady, John Ward, Stewart Mitchell, Robert Buckland & Judy Johnson.

**Opening**

The meeting opened at 1pm

The Chairman confirmed that a quorum was present and declared the Meeting open for Business.

**Notice of Meeting**

The Notice convening the Annual General Meeting was taken as received by shareholders.

**Minutes of previous Annual General Meeting**

The Chairman reported that the minutes of the previous General Meeting of members of Sarina & District Community financial Services Limited held on Saturday 15 November, were approved by the Board and signed by the Chairman in accordance with the provisions of section 251A of the Corporations Act and that should any member wish to inspect those minutes, a copy was available for that purpose.

**Proxies**

The Chairman reported that the Company received 14 valid Proxy Forms.

### **Annual Report**

The Company's Financial Report for the year ended 30 June 2009 and the Directors' Report and the Auditor's Report were tabled and considered, with an opportunity for questions to be put to the Auditor.

The report was accepted by shareholders by a show of hands.

Proxy Votes: Chairman Only 2, Accept 12.

### **Election of Directors**

Byron Davidson passed the chair to Rodney Nunn.

IT WAS RESOLVED that Byron Davidson be re-elected as Director

Cath Hutton moved this resolution seconded by Ken Wedel with majority in favour by a show of hands.

Proxy Votes: Chairman Only 2, Accept 12.

IT WAS RESOLVED that Christina Brady be re-elected as a Director.

Joe Bartolo moved this resolution seconded by Robin Pitcher with majority in favour by a show of hands.

Proxy Votes: Chairman Only 3, Accept 11.

IT WAS RESOLVED that Sonja Solli be re-elected as a Director.

Cath Hutton moved this resolution seconded by Lance Stienl with majority in favour by a show of hands.

Proxy votes: Chairman Only 3, Accept 9, Decline 2

Byron Davidson then resumed the chair.

### **Appointment of Auditor**

IT WAS RESOLVED that the appointment of Graeme Stuart as Auditor of the Company be accepted.

William Horne moved this resolution seconded by Joe Bartolo with majority in favour by a show of hands.

Proxy votes: Chairman Only 3, Accept 11

### **Remuneration Report**

IT WAS RESOLVED the acceptance of this report be accepted.

Ken Wedel seconded this motion with majority in favor by the showing of hands.

Proxy vote: Chairman Only 3, Accept 11

### **Close of Meeting**

There being no further businesses the Meeting then closed at 1.30PM.

Signed as a correct record

\_\_\_\_\_  
(Chairman)

Date: \_\_\_\_\_

Attachments Reports presented during the Meeting:

### **Chairman's Address**

Welcome everyone to this 2009 Annual General Meeting of the Sarina & District Community Financial Services Ltd the Company that operates Sarina **Community Bank®** Branch. I am pleased to inform you that we again experienced solid growth throughout this financial year. I am also pleased to say that the Company declared and paid its first dividend this year. A 9 cent unfranked dividend was paid. For the financial year ending 2008 we declared a 3.5 cents per share and 5.5 cents for end of 2009 financial year. I am also pleased to report that since the commencement of business in June 2005 we have returned in excess of \$84,000. to the community through sponsorships, grants, donations and dividends.

Our Directors this year have undertaken more training by completed a workshop on "**Good for the Community Good for Business**" which helped us understand the need for directors and staff to engage with the community and identify where the community would like to see profits distributed.

We are seeking to actively engage with Mackay Regional Council and you our shareholders as well as all sectors of the community including the general public to gain feedback and identify what community projects they would like to see us support. We are planning to engage in a public forum for this very purpose in about February next year. We will keep you posted when this date is confirmed. In the mean time I would encourage you to complete our Community distribution form, which are available at the back of the hall, and place in the box alongside.

I would like to take this opportunity to thank and commend those directors, shareholders, customers and staff who have introduced people to our business. This is vital to our business and we must continue to encourage new people to contact and make appointments with Bill and his staff. They have the expertise and products to assist people in our community make comparative choices

Our staff are very capably led and mentored by our manager Bill Paton. Bill and his staff have been striving to increase each customer's product mix with emphasis on tailoring a financial package that best suits that persons needs. I extend our thanks to all our staff for their efforts that have again seen our branch out perform other company and community sites in our region.

I would also like to thank Bendigo Bank & Adelaide Bank Limited as our partners, in particular Libby Gleeson our Regional Manager for Nth Queensland, Libby attends most of our monthly board meetings giving us a lot of encouragement support and advice.

I would like to personally thank Company Secretary Lesley Ward and Company Treasurer Rodney Nunn. Both have advised, supported and encouraged all of our directors. Without their tremendous effort we would not be where we are today.

I again remind you the Board are all unpaid and each dedicates a great amount of personal time to the running of this Company. It is a huge responsibility that each understands and accepts. I thank each of them and their partners who are the ones left behind on board meeting nights to cook their own tea. The Company is very fortunate to have a very dedicated team who are passionate about the success of this bank.

Sadly we say goodbye to Linda Brady from the team, she has brought to the board a quality and expertise that has been appreciated. We wish her and her husband well, she will however remain on the marketing committee who I know value her level headed approach to most matters.

I would like to take this opportunity to encourage all present and all shareholders to use our bank, remember the more people who support the bank, the more the bank can support the community

On behalf of the board of Directors I would like to wish you all a very merry Christmas and a happy new year.

### **Managers Address**

Another year has passed us by, we are now four and half years old in terms of the Sarina Community Bank business life.

This past year has certainly presented our business with some challenges. I refer mainly to the turbulent events which have unfolded in the world's economies. Nevertheless, despite the significant uncertainties created by the global financial crisis our business has been quite resilient.

Over the past quarter there has been an increased demand for lending, I would say "driven by increased confidence of which presents a positive outlook going forward"

I thought I would take this opportunity to provide a brief business update for the Sarina Community Bank as at the end of Sept 2009.

During the period from 1<sup>st</sup> July 2009 to the 30<sup>th</sup> September 2009 we managed to grow our business from \$75.8 million to \$77.2 million. Additionally, it was very pleasing that another 85 customer accounts were opened, this has taken our customer account base over 3,200.

Year to date net profit before tax as at 30<sup>th</sup> September 2009 was \$23,000 approximately.

Whilst we are not experiencing the extraordinary growth figures of the previous years, the business is continuing to grow steadily and meet our budget requirements.

Given the unprecedented financial conditions I believe we have achieved an excellent result, due to the continuing support shown by our wonderful community.

Over the past 12 months the Sarina & District Community Bank<sup>®</sup> Branch has once again either been directly involved with or supported a number of community projects. As we grow, our contribution to the community will be greater and more significant.

2008 – 2009 community projects included:

- Issuing of a \$25.00 bank account to every graduating year 7 student attending both state and independent schools in the Sarina, Koumala and Carmila districts
- Sponsorship for the Sarina festival
- Sponsorship of Sarina touch football teams by providing team shirts promoting the Community Bank<sup>®</sup> branch
- Sponsorship of the 2009 Sarina Police Charity Golf Day
- Raising funds for Cancer Research by participating in 'The Relay For Life'
- Purchasing of Navmans for Sarina Ambulance
- Sponsorship of the Arts Extravaganza
- Sponsorship of the SIDS adventure trek
- Sponsorship of the Sarina Bowls events
- Sponsorship of Sarina BMX
- Donation of goal post covers to Sarina Junior Rugby league and Sarina Crocs touch football with our promotional material displayed

There are many people in our community who have contributed to the branches success to date that I'd like to thank.

Our obvious partners are you, the shareholders. I thank you for your ongoing support and in particular those who have shown total commitment by transferring their banking business to our Sarina Community Bank.

Your volunteer Board of Directors work long and hard to ensure that our Branch remains strong, vibrant, and that it provides sustainable future benefits for all sectors of our community. They have given all of us their support throughout the year and I thank them for their ongoing encouragement and guidance.

Without a doubt the staff, remain the real strength of this company. They have been working diligently to deliver our products and services to our customers over the past year. We have a great team

The year ahead will no doubt provide us with many challenges, but I am pleased to say that we are well equipped to meet whatever lies ahead for us. We have survived the most fundamental challenge to our economy since the great depression in good shape. We intend to develop our business in a sound prudent manner with people who genuinely care for the things we do. I am confident that we can continue to build on our successes.

Thank you

**Byron Davidson election address**

My family and I have lived in the Sarina community for the last 11 years, and we have seen this town grow into the thriving community that it is today. I have worked for QR for the past 35 years. And 20 years of that has been in the Goonyella system. I am currently working at Jilalan as a Driver Co-Coordinator

Kerri my wife and I have three children, two boys and a girl. Our oldest son is an apprentice at Hay Point and our other two are attending St Patrics College in Mackay I have been a Director of this company for about three years, and the last two years as the Chairman

We have actively been involved in charity work for the last Twenty years. For ten years we raised money for the Variety Club of Queensland, and ten years for Sids and Kids Queensland I am also on the committee of SiDs and kids Adventure Treks

I seek your election so I can continue to promote our community bank within the region, and commit to seeing the further development of the Sarina **Community Bank®** for the benefit of our shareholders and community alike

**Christina Brady election address**

Welcome to everyone here today.

My name is Christina Brady and a director on the board since July last year.

I have been a local resident since 1980 when I married Colin Brady a cane farmer and together we have raised 4 children in this district.

I am a Registered Nurse and have worked in various positions for about 30 years. My first position since coming to this area was as a Sarina Blue Nurse and at present I am working part-time in a General Practice.

Throughout the years I have been actively involved in helping run a successful family-owned farming and commercial enterprise where I have developed bookkeeping, general office and computer skills. In earlier years I was known as the IT person of the household and neighbourhood. Sometimes with disastrous consequences!!

I have also experience in property management of commercial, industrial and residential properties.

Throughout this year I have made myself freely available and assisted in many community events and promotions. One of my jobs has been designing promotional signage.

I have recently been given the role on the board as Property manager and also have now a position on the marketing committee. I will endeavor to perform in these roles to the best of my ability.

I feel that I am a person with strong work ethics, practical and quick to adapt to new situations.

I am a fully committed team member and feel privileged to be working alongside such a passionate and resourceful team.

I offer myself for election to the board, as I would like the opportunity to continue to help drive this bank to further success. I feel passionate about the community bank concept and continue to be convinced of what a tremendous benefit and service this is for the Sarina and District Community. Thank-you.

### **Sonja Solli election address**

I have lived in Sarina since 1959 so could possibly now consider myself a local. I have seen this town change from a place where a strange face in town was noticed by all, to a place where you may only recognise half a dozen people when you walk down the street. Over the time I have lived here I spent twenty-five years in the teaching profession and have been involved in the early years with the Girl Guides as well as the GFS, which is an Anglican youth club for girls. Now in retirement I have the time to devote to board matters, which will see the development and growth of our Community Bank. My family consists of four adult children, twelve grandchildren and a partner who is supportive of my involvement in Sarina **Community Branch®** of Bendigo Bank.

Linda Brady retired not seeking re-election.

Linda's address was read by the Chairman:

It is with much regret that I am unable to continue in my role as a Board Member with the Sarina Community Bendigo Bank due to personal reasons.

During my time on the Board I was also a member of the Marketing Committee with Helen Dixon, Paul Marshall and Bill Paton. I would like to convey to all that it was with great pleasure to work beside such dedicated and hard working Committee Members. They strive to achieve results that will improve the awareness of the purpose of having a Local Community Bank.

I thoroughly enjoyed my time on the Board helping to promote the Bank and thereby help our local Community. All Board members give a lot of their time freely and for no remuneration other than knowing that their efforts will achieve great results for the Local Community.

One of the many things I have learned during my time is this equation:-

“Your Local Community + Your Local Community Needs = YOUR LOCAL SARINA & DISTRICT COMMUNITY BANK.”

Thank you all for your support.

LINDA BRADY

Bendigo Bank Address presented by Libby Gleeson

Byron Chairman of Sarina Community Bank<sup>®</sup> Branch, Directors, shareholders, Customers,

Thank you for inviting me to attend the Annual General Meeting of Sarina Community Bank.

I would just like to provide you with a Community Bank<sup>®</sup> network update

The number of **Community Bank<sup>®</sup>** branches continues to grow with a further 20 Community Bank<sup>®</sup> branches opened in the 08/09 financial year bringing the total to 237. Around the nation Community Bank business has grown steadily with total holdings reaching \$14.5 billion.

More importantly, in excess of \$30 million in **Community Bank<sup>®</sup>** branch profits have been returned to community projects and \$11 million has been paid in dividends to more than 60,000 local shareholders.

Locally your community Bank<sup>®</sup> has reached profitability and has been able to pay a 9cent dividend (\$65000) and provided \$25,000 in donations and sponsorships.

Make no mistake, when you bank with your local Community Bank<sup>®</sup> branch you have a direct impact on the sustainability of your community.

Global Financial Crisis

To read the press of late, you would think Bendigo and Adelaide Bank and the other regional's are dead, or at least on their last legs. Bad news, of course, sells papers, and the global financial crisis has been no different from other major recessions in history – newspaper sales have increased.

While it is true our bank has had a few challenges thrown its way of late, the bad news has been exaggerated and the good news ignored. Here's a quick snapshot of the news you haven't read:

The bank continues to attract 11,000 new customers each month, with net growth exceeding 7000. As Bill mentioned Sarina now have 3254 customers.

We've opened 20 Community Bank<sup>®</sup> branches in the past 12 months.

We are working on 70 – yes, 70 – more community bank campaigns, the Whitsunday CB project is well underway and should open in the new year.

The 08/09 financial year easily exceed our highest deposit growth ever.

Our retail bank brand, Bendigo Bank, is now in the Top 20 Australian brands.

We have not found it necessary to use the Government Guarantee in the wholesale funding markets.

The above points reaffirm our conviction that Bendigo and Adelaide Bank has enormous opportunities to cement itself as the leading alternative to the big four.



Interestingly, we are now seeing similar behaviours from the major banks as occurred following the 1990s recession – branches being closed and an ever-increasing centralised decision-making process), and of course the usual shedding of staff and loss of skill base.

If I am not mistaken, many Australians will re-evaluate their lives and their priorities in the wake of what they are seeing today. They will recognise that “traditional banking” is worthwhile, and that a bank which stands by its customers and communities is one to be valued.

In closing ....

Bendigo Bank participates in the development of community banking with an enormous sense of pride. We are indeed fortunate to be your partner, and I thank you for the opportunity to be part of your meeting and wish you continued success for the 2009/10 financial year.