

The Directors and Staff wish you a happy holiday season and thank you for your support during the past year.



Chairman's report

In his recent address to shareholders, Allen Hokin stressed the importance of the **Community Bank**[®] model in contrast to the hostility of recent times towards the Big 4 - for what have been widely proclaimed as excessive fees and interest rates.

The **Community Bank**[®] model with its local ownership and intention of distributing any profits back into the community was in stark contrast to the majors.

This was exemplified in the presentation of the branch's first round of grants, though Allen was quick to point out that these grants were made possible by Bendigo Bank's Market Development Fund, which gives an allowance to branches for promotional activities.

In his address to the first recipients, he stressed that once the branch is in profit, the funds available would be more substantial. He told the meeting of the small town of Winchelsea, which now in its eighth year reinvested more than \$100,000 into the community. But he pointed out that profitability was highly dependent on the amount of business the **Community Bank**[®] branch is able to generate.

Allen Hokin
Chairman

► Shareholders and Bendigo Bank staff at the meeting.



AGM

The third annual AGM of the Apollo Bay & District **Community Bank**[®] Branch was held on 10 November 2010 in the Krambruk Room. We wish to thank shareholders and staff members of our **Community Bank**[®] branch for their attendance.

All shareholders should have received a copy of the Annual Report, either by post or email. If not, please contact the branch and they will arrange for a copy to be sent.

Chairman, Allen Hokin, thanked Branch Manager, Graham Floyer, and staff and urged all shareholders to get behind the bank by introducing new customers to the branch.

Graham thanked the Board of Directors, his staff and Bendigo Bank for their ongoing support and looked forward to being of service to the Apollo Bay community in the coming years.

Sponsorship

Apollo Bay & District **Community Bank**[®] Branch took great pleasure in distributing its first round of grants to six local organisations.

Chairman Allen Hokin told the meeting only \$6,000 was available for distribution at this stage, though it was encouraging that they received requests from local clubs and organisations for more than \$30,000.

This year's recipients were the Surf Club, Sailing Club, Cricket Club, Board Riders, OCR FM and the Badminton Club.

To date, the **Community Bank**[®] network across Australia has distributed more than \$41 million to

local communities through sponsorships and grants; a program we, in Apollo Bay, are committed to. We also plan to increase how much is available for distribution each year as we grow.

"But the bottom line is that the **Community Bank**[®] branch needs your business to ensure its ongoing success and enable the distribution of substantial funds back in to the community. Apollo Bay & District **Community Bank**[®] Branch belongs to the local community – support it and it will support you," Allen said.



▲ Will Cox, Boardriders. This grant will be put towards a new trailer to enable the club to store and transport equipment.



▲ Matthew Hanks, Cricket Club. The club will use their grant to purchase new cricket gear for both senior and juniors players.



▲ Don Wagstaff, Badminton Club. The grant will be used to purchase their end of the year championship trophies.



▲ Peter Geekie, Sailing Club. A new trailer will be purchased for the club's rescue boat with the grant.



▲ Max Coutts, Surf Life Saving Club. With the grant the club will purchase much needed communication equipment.



▲ Katrina Kiely, OCR FM Radio Station, will use its grant for equipment purchases incurred in the setting up of the studio.



Branch Manager's report

We invite shareholders, businesses, the local community and members of our local clubs and organisations to talk to us about our full range of services.

Deposits of \$1 million and below held with Bendigo and Adelaide Bank Ltd are protected by the Federal Government as part of the Financial Claims Scheme.

Graham Floyer
Branch Manager

Personal Banking
Everyday Accounts
Phone Banking
Term Deposits
Financial Planning
Children's Accounts
Internet Banking
Credit Cards
Home Loans
Personal Loans

Business Banking
Business Products
Club Accounts
Business Credit Cards
Income Protection
Merchant Facilities
Equipment Finance
Business Lending
Overdrafts

Insurance
Motor Vehicle
Caravan
Home & Contents
Motorcycle
Loan Sure
Boat
Landlords
Travel
Health Cover

Radio station OCR FM 88.7

Apollo Bay & District **Community Bank**[®] Branch is a major sponsor of Apollo Bay's new radio station OCR FM 88.7 which provides a forum for all community groups to communicate their message to the local community. Pictured are Anton Tibbits, presenter at 8.00pm Wednesdays, Claire Smith at 8.00pm



Thursdays, trainee Katrina Kylie and founding father/airwaves guru Bryan Dwyer with Saturday morning commentator, John Marriner of the Sailing Club.

New Board member

Jane Gross, appointed a Director on 28 September 2010

Soon after attaining a Bachelor of Arts degree in Melbourne, Jane moved to farm in Apollo Bay in 1976. Since then, she has co-directed a publishing business and has been involved in numerous voluntary positions in the community, including Secretary of Arts Council for more than 20 years. As a part of her role, she ran a small art gallery (the Gumboot Gallery) for its seven years. She served on the Music Festival committee for many years plus Youth Council, School Council, Swimming Pool & Skate Park committees.

Thank U

It is with regret that the Board accepted the resignation of Director, Merrilyn Lear.

Merrilyn has resigned because of business and family commitments which make it impossible for her to devote the time and energy needed for the role. We wish Merrilyn all the best for the future and thank her for her contribution to the Apollo Bay & District **Community Bank**® Branch.

Staff profile

Becky Johnston –
Customer Service Officer

Becky started working at the Apollo Bay & District **Community Bank**® Branch as a Customer Service Officer when the branch opened in April 2008. She moved to Kennett River in 2006 from Geelong for a sea change and for work, having previously worked in hospitality for 15 years and also at another banking institution.

Becky enjoys working at the bank so she can meet new people each day, “and be a part of an organization that actually does give back to the community”. Becky has been instrumental in setting up a school banking program and trying to educate the local school kids about saving and watching their money grow – beginning at kindergarten age.

Becky enjoys involvement with both the local basketball and football club with her children. Regarding the **Community Bank**® branch, Becky said “it’s your investment, so please support your bank with your business”.

At the Apollo Bay & District **Community Bank**®
Branch
it starts with U.

14 Pascoe Street, Apollo Bay
Phone: 5237 7779
Website: www.bendigobank.com.au/apollo_bay
Mon - Fri 9am - 5pm, Sat 9am - 12 noon
Manager: Graham Floyer



www.bendigobank.com.au

 **Bendigo Bank**

Board of Directors: Apollo Bay & District Community Enterprises Limited

14 Pascoe Street, Apollo Bay VIC 3233 ABN: 79 127 944 923

Allen Hokin (Chairman), Patricia Hokin (Secretary), Ian Richardson (Treasurer), Susan Diffey, Sue Kennedy, Jane Gross, Gary McPike, Anton Tibbits, Tony Webber and Greg Weston.