

Mansfield & District Community Enterprises Limited Newsletter April 2009

It's time please... U can make a difference



In the face of the current economic downturn, many businesses are looking down the barrel of a decrease in profits.

Banks are not excluded and, in fact, the Government regulators' reduction of interest rates to stimulate the economy has a direct effect on the profitability of all banks.

When interest rates fall so do profit margins on bank products. This is consistent within the banking sector. The commissions we receive are directly related to the interest rate on the product range offered by our **Community Bank**[®] branch.

Accordingly, whilst we at Mansfield & District **Community Bank**[®] branch have been exceeding the projected growth levels set out in our prospectus, our growth will slow unless we take some positive steps.

The "we", of course, includes you, the shareholder.

For our **Community Bank**[®] branch to reach the projected profitability as outlined in the prospectus, it is pivotal that the community invest in our bank model via the variety of banking products and services available from our local branch.

In other words, our **Community Bank**[®] branch needs to be providing you with at least some of your banking products and services.

We need you, our shareholders to transfer some or all of your banking business to Mansfield District **Community Bank**[®] Branch in which both shareholders and the community have a vested interest.

No doubt some shareholders have already transferred some or all of their business but there will be others yet to fully implement the change.

Transfer of savings is easy and Bendigo Bank rates are still attractive and competitive. How many of you have Bendigo Bank accounts domiciled elsewhere?

Transferring your borrowings and business accounts requires some more effort and may incur some costs. However, now is the time to make that effort and ensure our branch continues its growth in these difficult times.

We need your business more than ever, and are now asking for this further commitment from our shareholders to support the continued growth and profitability of our **Community Bank**[®] branch.

In many respects, with interest rates falling, it is a good time to review all loans and business banking products. Any costs associated with re-financing of banking loans or changing to other products is now likely to be worthwhile in the long run.

By supporting the **Community Bank**[®] branch through your business our branch's ongoing success will be guaranteed and will continue to provide a real alternative to the 'majors'.

U can make a difference

Marian Dowling
Chairman

North East matters

Mansfield & District **Community Bank**[®] Branch is currently one of 13 branches within the Bendigo Bank North East Victoria Region with seven Company owned and five **Community Bank**[®] branches.

The region stretches from Lavington in the north east to the alpine area of Bright and Mount Beauty, then south to Cobram and Shepparton. This region covers a vast area with very diverse ranging of issues.

It has been an interesting year for our branches with drought impacting in Cobram, Numurkah and Nathalia and of course the most recent bushfires, which have affected Mansfield and surrounding areas.

The events of Black Saturday and the ensuing weeks have brought out the best in the Australian people. Bendigo Bank was quick to establish a Bush Fire Appeal with an initial donation of \$100,000 to kick start the appeal. This has swelled to in excess of \$6 million as at 3 March. In addition, Bendigo Bank is providing on going support to customers with mortgages who were affected by the fires.

I believe this Australian spirit is similar to the essence of our **Community Bank**[®] branch network - hard working and caring people who only want to improve their community for future generations.

With this spirit the **Community Bank**[®] concept will continue to flourish and provide independence for communities to make decisions about their town's future.

Chris Pursehouse
Regional Manager
North East Victoria
Bendigo Bank

News from our Manager



The branch has continued to grow in size with accounts numbering 1500 and total holdings of over \$37 million.

This is an excellent result and shows that the community is seeking alternative arrangements for all their banking, insurance and wealth creation needs.

It would be an appropriate time to remind all of our shareholders that continued growth lies beyond the generous support of being a shareholder. It also includes your individual contribution as a client, which greatly enhances our total holdings and therefore our ability to

return dividends to shareholders and profits back to our local community.

The staff and I are only too willing to discuss your needs.

Since I last wrote to you there has been a change to our staff. Mary McGregor, our part time Customer Service Officer, has left to devote more time to her charitable work in our community.

I would like to personally thank Mary for being here from the start and acknowledge her contribution in providing excellent customer service which remains the hallmark of our business.

I would like to welcome Mrs Sandra Males to the role. Sandra continues to undergo her training in-house and at the Bendigo Bank training centre.

The staff and Board members have signed up for the Mansfield Relay for Life, a major local cancer fundraiser, and the staff have registered to deliver Meals on Wheels.

We continue to provide support to local organisations with our Bumper Sticker competition and encourage you to collect your sticker from the branch and place it on your car and listen to MCR 99.7fm for your registration number.

These are just some of the initiatives we are engaged with in support of our community.

The year ahead will continue to bring many financial challenges to us all.

Mansfield & District **Community Bank**[®] Branch and Bendigo Bank continue to operate from a strong position with sound lending practices. The continued support of depositors has allowed the branch to grow despite the effects of the global economy.

The branch looks forward to meeting these challenges with your continued support.

Supporting your commUnity Begins with U.

Barry Bird
Branch Manager



▲ Sandra Males

Bendigo Bank snapshot

- > Established in 1858
- > Branch network throughout Australia
- > 165 Company owned branches
- > 223 Community owned branches

*Figures relevant October 2008

What's new in your branch -

Free information community service?

A new initiative driven by our community has been implemented by our **Community Bank**[®] branch.

An area has been put aside within the **Community Bank**[®] branch for organisations within our community to display their information. A large free standing display notice board is supplied which can be expanded to larger display items within the Banking chamber. The display notice board can be set up from one week to a month (starting on 1st of the month and finishing on the 30th month).

There is no cost for this free information community service.

Community organisations from Mansfield that have taken the opportunity to use this service include:

- The Historical Society
- Rotary Club
- Bonnie Doon Hospital Auxiliary
- Wood's Point Progress Society
- Mike Irwin Medal Display for Alpaca's from the Royal Melbourne Agricultural Show

If you are interested in your community organisation setting up a display/ notice board to show case your group, please contact the branch and speak to Ninel Drain (Customer Relationship Manager).

Bush market – Saturday 11 April

The Mansfield & District **Community Bank**[®] Branch will be at the Easter Bush Market in our new purpose built marquee – you can't miss us. We look forward to seeing you there.

Mansfield & District **Community Bank**[®]
Branch

Opening hours:

Monday to Friday 9.00am – 5.00pm
and Saturday mornings 9.00am – 12 noon

Sponsorships

Mansfield & District **Community Bank**[®] Branch has delivered \$4940 in 2008 to 11 community groups.

Funding recipients included:

- Mansfield Community Radio
- Community Connected Festival
- Mt Buller Chamber of Commerce
- Mansfield Rudolf Steiner School
- Mansfield Eagles Basketball Team
- Alpine Valleys Community Leadership Program
- Mansfield & District Hospital
- Delatite Cricket Club
- The Mayoral Ball
- Mansfield State Wide Autism Services
- Jamieson Wild Life Shelter

How do you go about applying for a grant or sponsorship? It's easy! Just drop into our **Community Bank**[®] branch and pick up a grant/sponsorship package. If you require help with the submission, let us know.



▲ Bumper Sticker Competition Winner, Jane Walton receives cheque for \$75 for St Vinnies, from John Coffey (Mansfield Community Radio) and Barry Bird (Branch Manager).

U can find out more at
Mansfield & District **Community Bank**[®] Branch, 96-98 High Street,
Mansfield or phone
5775 3273.

Bendigo and Adelaide Bank Limited,
ABN 11 068 049 178, AFSL 237879.
(83679-v1) (23/03/2009)

It starts with

 **Bendigo Bank**

Share trading on the low volume market

The procedure for buying or selling shares in Mansfield & District Community Enterprises Limited is a simple process accessed through the Bendigo Bank web site.

- Log on to www.bendigobank.com.au
- Click on Community
- Click on **Community Bank®**
- Click on Our **Community Bank®** branches, and scroll to Mansfield & District
- Click on Trading Shares, then choose, depending on your needs,
- Trading list
- Register of interested parties
- Register your interest.

You have the option of completing forms online or downloading and mailing the forms as directed.

Any queries can be directed to Marian Dowling on

5775 1245 or mob: 0407 318 815

Directors

We farewell Maurie Walsh. Maurie has been a member of the Steering Committee (established March 2006) and went on to become an inaugural Director of the Board.

As Treasurer, Maurie provided a sound platform to oversee the financial books. We thank his commitment and dedication and look forward to seeing him with Jeannette enjoying a holiday or two in the near future.



▲ Top left to right: Peter Morgan, Graham Corless, Hayley Tudor - Harrop, Maurie Walsh, Noel Willaton.

Bottom left to right: Rod Kilpatrick, Marg Attley, Marian Dowling (Chair), Eileen Conway, Tony Williams.

Introducing Generation Green™ Loans

If you're interested in helping the environment, we'd like to help you by making it more affordable. Generation Green™ Loans offer a reduced interest rate – so instead of paying a premium to be environmentally friendly, you'll actually enjoy substantial savings.

A Generation Green Loan from Bendigo Bank can assist you to purchase an

environmentally friendly home, renovate your existing home or purchase other products like solar hot water systems, home installation or a water tank.

To find out more drop into Mansfield & District **Community Bank®** Branch, 96-98 High Street, Mansfield or call 5775 3273.



generation
green



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