

Spring  
2023

# Newsletter

Community Bank · Mount Martha



## Community Bank Mount Martha – management update

With the retirement of Gary Sanford as Branch Manager, Community Bank Mount Martha on 30 June 2023, Stacey Wakeman began her appointment as the Branch Manager on 1 July 2023.

Gary began his employment on 1st January 2020 when Kerry Debernardi retired after just over three years as Branch Manager. Since taking over Gary has steered the branch to just over \$230 million in footings (deposits and loans) and seen the community funding increase to over \$357,000 in the 2023 financial year. We are keen to add to the \$950,000 already returned to the local community by way of grants, sponsorship and donations.

Stacey commenced her career at Community Bank Mount Martha on 5 October 2015 as a Customer Relationship Officer. This was approx. a year before Kerry Debernardi came to the branch as its Branch Manager. Stacey progressed to a Customer Relationship Manager very quickly and in 2022 was appointed Assistant Manager as part of her development to becoming the successor to Gary.

Co-incidentally in May this year Kerry Debernardi accepted an offer to come back as a Home Loan Lending specialist on a nine-month contract until 31 January 2024 helping cover a Maternity Leave for Amanda Davidson who has just had her second child in June 2023.

Although Gary has retired as Branch Manager, he remains with Community Bank Mount Martha as a Community Liaison Officer with all the same contact details he previously had.



New Manager, Stacey Wakeman with Kerry Debernardi.

With Stacey, Kerry and Gary all part of the management team the finances and community engagement for the local area are in very good hands. Gary and Kerry have both commented how Stacey now has two experienced bank Managers reporting to her with over 90-years' experience between them. With both eager to assist Stacey in her new role as Community Bank Mount Martha Branch Manager.

## MCSC Fresh Food Program gets vital funding

The Mornington Community Support Centre (MCSC) operates fresh food programs throughout the week to support locals who are experiencing hardship. Most days there is fresh food available from a range of sources at the Main St Centre, and at St Marks Church on Barkley St Mornington, with volunteers collecting food from a variety of stores, farms, and suppliers, together with Second Bite and Oz Harvest deliveries. Each week MCSC provides food assistance to over 300 people without judgement or question.

The cost of coordination, staff, and other elements of the program are not covered by any government department, and we are so grateful for the support of our local Community Bank for stepping up to the plate to support those in need by sponsoring the whole program for three years. Contributing \$40,000 this year, and \$20,000 for the following two years, this sponsorship represents a firm commitment from Community Bank Mount Martha for the people of this area, the biggest financial commitment in our history.

"Our partnership with Community Bank Mount Martha represents a significant and unwavering support for the most vulnerable in our community," said Ben Smith, CEO of the Mornington Community Support Centre. "Too often we overlook the financial implications of providing support to those in need, and this sponsorship shows the commitment to ongoing professional delivery of support services."

Gary Sanford, Community Liaison Officer at Community Bank Mt Martha says, "Given the growth of our business through the support of local people and businesses, it's our sincere pleasure to partner with MCSC in the delivery of the Fresh Food program. We love the work of the MCSC, and appreciate the wrap around service they offer through their programs. Our organisation could not let this opportunity pass to make a meaningful contribution to helping those in our community with the most basic but critical provision of food."

### Mornington Community Support Centre



## The Chairman's corner

Now that 30 June has come and gone our Community Bank can review the past 12 months and look forward to the next 12 months.

The last year has been a year of success for Mount Martha.

Our footings have grown from \$226 million to \$230 million (as at 30 June 2021 they were \$157 million).

For the first time in our 12 year history we have been able to make significant and meaningful contributions to the Mount Martha Community. \$250,000 in the Community Grants Program's which was in addition to our other budgeted community sponsorships and donations of \$ 186,000.

Sadly after four years service to Mount Martha our Manager Gary Sanford has retired. Our Bank and our Community is indebted to Gary for his enthusiastic guidance, leadership and contribution to our Bank's success and its ability to provide meaningful community support.

Gary has agreed to accept an ongoing roll as Community Liaison Officer which will mean that his skill and enthusiasm for the Community Bank model will not be lost.

I thank Gary for his past service and look forward to the contribution that he will make to the future success and growth of our Bank.

I welcome Stacey Wakeman as our new Manager. You will all know Stacey as she has been a member of our Mount Martha team for the past seven years. Joining the Bank as a Customer Relationship Officer, Stacey quickly accepted promotion to ultimately serve as Gary's deputy for the past two years. I look forward to a long and profitable association with her as our Manager.

Many of you will remember fondly our past Manager Kerrie Debernardi. Kerrie has agreed to return to serve as our Loans Manager while Amanda Davidson is on maternity leave. We are fortunate to have the benefit of his knowledge and experience. I welcome him back to the team.

I am constantly reminded that our Bank provides a full financial service which can be tailored to suit your circumstances, and your business.

Remember your business and that of your family friends and associates with Mount Martha Community Bank benefits you and our community.

**Nick Roberts OAM**  
Chairman



## Manager's report

On 30 June 2023, I officially retired as Community Bank Mount Martha Branch Manager and handed over to Stacey Wakeman as our Branch Manager to take us into the future.

Since joining Community Bank Mount Martha on 16 November 2019, and taking over from then retiring Branch Manager Kerry Debernardi, it has been a very enjoyable and rewarding part of my banking career.

Not even COVID-19 could stop the growth and development of the branch, and its increased community engagement has been extremely pleasing to be part of.

I am very pleased to be remaining engaged with the branch and local community as a part-time Community Engagement Officer with all my previous contact details unchanged.

Now lets take a look at what we achieved in the 2023 financial year.

As of 30 June 2023, we have experienced the following growth:

	30 June 2022 \$	30 September 2022 \$	31 December 2022 \$	31 March 2023 \$	30 June 2023 \$
Footings	225.72 M	232.58 M	237.45 M	247.37 M	230.32 M
Deposits	134.55 M	134.12 M	139.63 M	141.87 M	124.40 M
Lending	90.30 M	97.47 M	96.70 M	104.43 M	104.42 M
Other facilities	0.87 M	0.99 M	1.12 M	1.07 M	1.50 M

That's a growth of \$4.60 million (2.03%), which is a pleasing result, when we take into account the large drop in deposit funds in the last quarter of the financial year.

The final deposit total was impacted by one customer who moved approx. \$20 million of funds to another financial institution, which we were unable to retain.

The final results indicate a \$10.15 million drop in deposit balances from 30 June 2022, a \$14.12 million growth in lending balances and 0.63 million growth in other facilities, which totals \$4.6 million in overall growth.

Other highlights for the financial year have been;

- Our total facilities at the branch grew by 566 over the year, which is on average 10.9 new accounts being opened every week. Note: This is on top of accounts that have been closed
- Community Bank Mount Martha was second branch in the state for the number of new managed funds accounts opened
- Our Community Funding's increase from \$113,000 in 2022 to \$457,000 in 2023, which included the funding of the first round of Mt Martha Stronger Community Grants (250,000)
- The staff successions plan that has been put in place, which includes:
  - o Amye Tebbutt's promotion to Personal Banker
  - o Stacey Wakeman appointment as Branch Manager
  - o Amanda Davidsons' appointment as home Loan lending Specialist, who is currently on Maternity Leave until 31 January 2024
  - o Re employment of Kerry Debernardi as a Home Loan Lending Specialist on a nine-month contract covering Amanda's Maternity Leave until 31 January 2024.

To me this shows the strength of the Community Bank model in how local customers can influence their own community's prosperity. Thank you to every customer that banks at Community Bank Mount Martha, you can see what impact this is having.

**Gary Sanford**  
Retired Branch Manager

## Community impact



**\$230.32 million**

Community Bank  
Mount Martha footings  
as at 30 June 2023



**3,284**

Local Mount Martha  
customers at  
30 June 2023



**\$457,000**

Reinvested to  
Mount Martha in 2022/23.



**9**

Volunteer Directors  
working for Mount Martha

# Not all banks offer 100% offset on their home loans.

We're not all banks.

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## Bendigo Bank

Terms and conditions, fees, charges and lending criteria apply. All information including interest rate is subject to change without notice. Full details available on application. Full offset facility is available for Bendigo Complete Home Loan for both fixed and variable loans. Offset facility can only be linked to one loan at any one time. A maximum of 6 offset facilities can be linked per loan account. Linked offset facility must be in same customer name/number. Credit provided by Bendigo and Adelaide Bank Limited ABN 11 068 049 178 Australian Credit Licence 237879. (1728832-1767000) OUT\_30885167, 15/08/2023

## Talk to us today



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 /communitybankmountmartha

### We're open:

9.30am - 4.00pm Monday to Thursday

9.30am - 5.00pm Friday

### Directors

Nick Roberts (Chairman), Matt Forsyth (Treasurer),  
John Schubert (Secretary), Bruce Rankin, Colin Forsyth,  
Martyn Baker, Shane Pope, Charles Smitheram,  
Philip Fitzpatrick

Mount Martha Community Enterprises Ltd

Shop 6, 34-38 Lochiel Avenue,

Mount Martha VIC 3934

ABN 25 142 190 949



## 2023 Australia's Biggest Morning Tea results

We are delighted to announce that together with your support and generosity, our hosting of a 'Biggest Morning Tea' for the Cancer Council raised \$1,973.75 this year, with \$15,651.74 being raised in total over the last seven years of our hosting this event.

## Shares now available

Did you know you can become an owner in Mount Martha Community Enterprises Ltd? The company which operates our locally owned Community Bank Mount Martha. Contact John find out more via email: admin@mmcel.com.au

