

Winter  
2022

# Newsletter

Community Bank · Mount Martha



## A message from the Chairman

The last 12 months have been exceptionally successful for Mount Martha.

Not only have the Community Bank Mount Martha's footings increased from \$178 million to \$225 million between June last year and June this year, Gary and his team were awarded Community Bank Branch of the Year and Community Bank Lender of the Year for the Mornington Peninsula region at a recent awards night held by the Bendigo and Adelaide Bank Limited.

These awards not only recognised the continued growth of Community Bank Mount Martha for both deposits and lending but the bank's continuing community engagement which recognises the enthusiastic work of both Gary and his team.

Community Bank Mount Martha was set a footings growth target of \$12 million and successfully achieved \$48.2 million. This increase in the bank's overall footings has meant that community funding has increased from \$35,000 in 2020 to \$120,000 in 2022. On behalf of the Board and shareholders I congratulate Gary and his team.

Sadly I have to report that Dan force who joined the Board in 2020 has, as a consequence of family and business pressures, found it necessary to resign from the Board. Dan provided continuing wise counsel and enthusiasm during her time with the Board serving as a Director, and member of the Marketing and Asset and HR Committees. I wish her well with her future endeavours.

I welcome Shane Pope as a new member to the Board. Shane joined the Board in June and brings

with him a wealth of experience in finance, real estate, and club administration. He is an enthusiastic supporter of the Community Bank model. I am sure that he will be a very valuable hard working Director.

**Nick Roberts OAM**  
Chairman

## A note from the Board

The Board is pleased to report a full year operating profit for the 2021-22 financial year of \$135,500.

This figure is after contributing \$113,000 back to our Community by way of grants and sponsorships (which is up from the previous year which was \$80,000).

The Board is very appreciative of the efforts of Gary Sanford and his staff in achieving higher footings throughout the year which has been the catalyst in obtaining the operating profit result.

The strong result has allowed the Community Bank Mount Martha to increase contributions back into the community, strengthen the balance sheet and increase the dividend paid to shareholders.

We now look forward to the new financial year, whereby continued growth and the potential of higher interest rates will allow Community Bank Mount Martha to give even more back to our community.

**Col Forsyth**  
Chairman, Governance, Audit and  
Finance Committee

# Manager's report

With the 2022 financial year completed it's now time to sum up what we achieved and look back at the impact we have had.

## 2022 Branch of the Year

At Bendigo and Adelaide Bank Limited, Peninsula Region Awards night, held at Canadian Bay Hotel on Wednesday 3 August 2022, to celebrate the success of the Region in 2022 financial year, Community Bank Mount Martha was awarded two awards:

- Branch of the Year
- Lending Growth



Present at the Awards night (and pictured right) were John Schubert, Bruce Ranken, Board Directors, Stacey Wakeman Assistant Manager and Amye Tebbutt, Customer Service Officer to receive the awards. Kristy Marshall, Peninsula Regional Manager and Marisa Dickins, State Manager, Melbourne Metro.

These awards are in recognition of the continued growth of Community Bank Mount Martha not only in its footing (deposits and lending) but its community engagement. With the branch now in its 12th year since opening in 2011 the hard work over the time by past and present Directors and staff is now really starting to pay dividends.



## Highlights

Highlights for me during the year have been some of our Community Funding initiatives, which have been on top of our ongoing sponsorship and grant funding. These include:

- Negotiating two 10- year Heads of Agreements between Mount Martha Junior Football Club and Mount Martha Cricket Club, and South Mornington Junior Football Club and South Mornington Football Club, that utilise the Electronic Scoreboards at Ferrero Reserve and Citation Oval, which has seen joint ownership of the scoreboards - \$80,000 funded.
- Jointly branded marquees provided to local community groups.
- \$8,500 gift vouchers purchased from local businesses to support them during COVID-19.

We look forward to expanding on these initiatives during the 2023 financial year too.

We again held a Business breakfast on the 26 May 2022, which we called a Federal Election Overview breakfast at South Beach Project. We had Bendigo Banks Chief Economist David Robinson as our guest speaker. We had approximately 50 local business and community people attend who all seemed to get a lot out of the morning.

Overall, it has been a very successful 2022 financial year, which I feel has set us up for a very bright future with increased community engagements and funding.

**Gary Sanford**  
Branch Manager

## Our growth continues

As of 30 June 2022, our full year results can be summarised below:

Growth Report Summary: 2021				
	Balance 2021	Balance 2022	Growth	% Growth
Deposits	\$100,051,000	\$134,551,000	\$34,500,000	34.48%
Loans	\$75,494,000	\$89,485,000	\$13,991,000	18.53%
Equipment Finance	\$710,000	\$817,000	\$107,000	15.07%
Other	\$1,242,000	\$873,000	(\$369,000)	-
	<b>\$177,497,000</b>	<b>\$225,726,000</b>	<b>\$48,229,000</b>	<b>27.17%</b>

	Budget 2021	Growth 2022	Growth %
Deposits	\$6,550,000	\$34,500,000	526.72%
Loans	\$5,350,000	\$13,991,000	261.51%
Equipment Finance	\$100,000	\$107,000	107%
Other	-	(\$369,000)	-
<b>Total</b>	<b>\$12,000,000</b>	<b>\$48,229,000</b>	<b>401.91%</b>

These figures reflect strong deposit and lending growth over the full year. To achieve four time our combined deposit and lending budget targets has been an outstanding achievement. We started to see the impact of this with increased incomes for the months of May and June that were above budget targets.

# Fusion Mornington Peninsula annual sleep in your car for 2022

Our Board pledged \$500 extra funds for every staff member that slept out on top of the original sponsorship. That's an extra \$2,500.



## Shares available now

Shares are now available in Mount Martha Community Enterprises Ltd, the company operating the locally owned Community Bank of Mount Martha.

Thanks to the support of our shareholders and customers, our community company has contributed over \$450,000 to the local community.

We now have 300 shareholders and are continuing to grow and support our community. If you'd like to find out more about becoming a shareholder, go to [bendigobank.com.au/mountmartha](https://bendigobank.com.au/mountmartha) and select 'Trading Shares (LVM)'.

**To register your interest in becoming a shareholder, contact John on 5974 4518 or email [mountmarthamailbox@bendigoadelaide.com.au](mailto:mountmarthamailbox@bendigoadelaide.com.au).**

### Mount Martha Community Enterprises Ltd

This is general information only. It is not intended to be relied on as advice to potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. You should consider whether such an investment is appropriate for you and consult your professional advisor before making any investment decision. Mount Martha Community Enterprises Ltd ABN 25 142 190 949 A1511558 OUT\_25187947

## New Board member

Shane has been in real estate for eight years, having run and owned multiple offices over his career - he joins us from his post at South Mornington Football Club where in years past he has served as President and currently a Board member.



Having grown up on the Peninsula, it is a place he is proud to call home.

Locally schooled and now living back in his home suburb of Mount Eliza, he is keen to be of great value to the local and broader community and particularly the bank and its noble community and charitable engagements.

## 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 on 03 5974 4518 to find out more or email [mountmarthamailbox@bendigoadelaide.com.au](mailto:mountmarthamailbox@bendigoadelaide.com.au)

## Talk to us today

### Community Bank · Mount Martha

Shop 6, 34-38 Lochiel Avenue,  
Mount Martha VIC 3934

P 5974 4518

E [mountmarthamailbox@bendigoadelaide.com.au](mailto:mountmarthamailbox@bendigoadelaide.com.au)

[bendigobank.com.au/mount-martha](http://bendigobank.com.au/mount-martha)

 /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

Mount Martha Community Enterprises Ltd

Shop 6, 34-38 Lochiel Avenue,

Mount Martha VIC 3934

ABN 25 142 190 949

## Annual General Meeting

The AGM of Mount Martha Community Enterprises Ltd will be held Thursday 24 November from 6.00pm at the Mount Martha Bowls Club, 45 Watson Road Mount Martha.



## Community impact



**\$225.7 million**

Community Bank  
Mount Martha footings  
as at 30 June 2022



**\$113,000**

Reinvested to  
Mount Martha in  
2021-22



**3,155**

Local Mount  
Martha customers  
at 30 June 2022



Community Bank  
Mount Martha

**BANK  
LOCAL**

**Big on products.  
Big on service.**

**And big on local banking**

We deliver the products and technology you'd expect from a big bank, plus the personal service you wouldn't.

As one of Australia's biggest banks, our heartland remains firmly local. As does our focus on you and the quality banking products you need.

Feel good about who you bank with. Try Bendigo.

**Find out more. Call 5974 4518 or search  
Bendigo Bank Mount Martha.**

 **Bendigo Bank**

Bendigo and Adelaide Bank Limited ABN 11 068 049 178, AFSL/Australian Credit Licence 237879 A1455027 25/08/2022