



Sarina Community Bank® Branch Newsletter April 2009

Chairman's report

Since the last newsletter went out a lot of things have happened. Some of our Directors have retired and new people have come on the Board. The bank business has nearly doubled, which is a remarkable achievement from our manager Bill Paton and his staff. There has been a shed meeting with our local farmers at Tibby and Helen Dixon's farm, money has been donated to Sarina Ladies Bowls Day, a \$25.00 bank account was given to every graduating grade seven student in the Sarina district, which covers from Alligator Creek School to the St Lawrence school. Helen Dixon attended the Growing your Business Workshop in Bundaberg. Rodney Nunn and one of the Staff will be attending the national conference later in the year, and also we will have representatives at the State Conference. Can I remind you that all our Directors who attend any of these conferences, voluntarily give their time to attend. The **Community Bank®** branch also donated money to the local Ambulance for the purchase and installation of new Navman scanners. This year it looks like we will be able to pay our first Dividend, which is good news. The Directors, Staff, partners, customers and families were active in playing in the Sarina Police Charity Golf Day. We were able to field three teams with an assorted level of player expertise. We were also proud to sponsor a tee and advertise our branch. That day the local Police raised \$16,000, half of which will go to the Mackay Base Children's ward.

On 27 March the S.I.D.S. Kid's Adventure Trek set off for the 2009 adventure to Kurumba in Far North Qld via Dysart and Glendon to conclude in Townsville. Our Sarina **Community Bank®** Branch is proud to support this event with an investment of \$2500. The cheque presentation was covered by channel 7 in our local news.

Please remember the more you support your local **Community Bank®** branch, the more the **Community Bank®** branch can put back into our community.

Till next time

Byron Davidson
Chairman

New share registry provider

We are pleased to advise that the Directors have appointed ShareData Pty Ltd as the new share registry provider. This decision was made after careful consideration of several other service provider tenders were submitted. Computershare Investor Services as from the 30 June 2009 will no longer provide this service to all **Community Bank®** branches.

With the transferring of data now almost complete ShareData Pty Ltd will be forwarding to all shareholders a statement of holding along with information required for share dividend payments. **It is important you carefully read and where necessary, reply to the required information on that form.** If ANY of your details are not as they should be this is the time to act. We ask you provide any supporting documents to complete the changes you require and return to ShareData Pty Ltd as per instructions on this form.

Dividend payment

The Chairman Byron Davidson made the following statement at the AGM to shareholders "If budgeted profits are met for the current financial year 2008/2009 then the Board believes that a dividend can be declared at the end of the current financial year".

Report from the Treasurer

Since the last time I wrote a report to shareholders the financial strength of our Company has considerably improved. Business on the books of our Bank has grown from \$40 million to over \$72 million at the time of writing this report.

For the financial year ended 30 June 2008 the Company made its first profit being \$26,862 after provision for Income Tax. For the half year ended 31 December 2008 an after tax profit of \$32,837 has been made. Despite the world financial downturn the business is still expected to grow and the profit forecast for the financial year ended 30 June 2009 should be met.

As stated by the Chairman in the last Annual General Meeting on 15 November 2008 the Company is on track to declare its first dividend to shareholders for the year ended 30 June 2009. So that we can continue to progress towards this goal and achieve our other major goal of distributing actual profits to the community by way of community grants, the business needs your full support.

You have no doubt seen publicity about sponsorships and gifts that the Company has made to date. Such amounts are from a "Market Development Fund" provided by our partner Bendigo and Adelaide Bank for business promotion purposes. This also includes costs associated with advertising and business promotion in general. The larger benefits to the Community will come when adequate available profits can be released by way of Community Grants.

I know that Sarina and District can benefit from this **Community Bank**[®] business. It has happened elsewhere in Australia many times with outstanding results for the local communities involved. Neither I, nor my fellow Directors would put so much voluntary time and effort into the business if this were not the case. How quickly the community benefits from the business, is in the control of the local community.

In conclusion, the following will impact and increase the profitability of your bank: -

- Do all your banking at the **Community Bank**[®] branch
- When you need loans or credit do so at the **Community Bank**[®] branch
- Re-finance loans
- Obtain Insurance quotes from the **Community Bank**[®] branch
- If you are considering any financial service or products whatsoever from any other financial institution see the **Community Bank**[®] branch first
- Encourage friends, neighbours and relatives to do the same.

Rodney Nunn
Director/Treasurer

New Directors

Appointed at the AGM in November 2008 were Christina Brady and Paul Marshall. Nominated were Linda Brady and Ralph Johnson. Ralph was instrumental in the foundation of The Sarina & District Community Financial Services Limited and is welcomed back after a short absence from the Board.

Over 50 people made up of shareholders, business people and customers of the branch attended the AGM. A Christmas festivity followed this event with a local band performing and an appearance by Father Christmas and Piggy made for some great photo shots.



A word from our Branch Manager – Bill Paton

Hello to all our shareholders and interested community members.

Firstly, I would like to take this opportunity to thank those shareholders who have come on board with their banking and continue to promote Sarina **Community Bank**[®] Branch. This is an important and integral part of being a shareholder and together we have now built our business to approximately \$74 million in three and a half years and over 3000 accounts.

While we have had great support from the general public including our small business community there remains some shareholders who have yet to open a facility with us. Remember the more business we have, the more profits we can return to our community and also equally as important to our shareholders, return a dividend on your investment in the Bank. I'm sure you'll agree that we must work together in order to achieve our goal of becoming a very successful **Community Bank**[®] branch.

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Sarina **Community Bank**[®] Branch,
37 Broad Street, Sarina, QLD 4737
Phone: 4943 2634

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

A word from our Branch Manager – Bill Paton (continued)

Whilst we are talking about success I would like to mention your **Community Bank**[®] branch has been the recipient of a number of regional and state awards namely 'Branch of the Month'. Since the start of this financial year your branch has won four out of a possible six months regional awards and was placed first, second, third and a fourth in the "Branch of the Month" state awards over the same period.

Thank you to all concerned for your contribution and that includes all of our customers.

In closing I would like to remind you that with your continued support, we can continue to achieve great results and make a real difference in the Sarina and surrounding communities.

Bill Paton
Branch Manager

New staff member

It was our pleasure to appoint Roanna Brady as our Customer Service Supervisor last year. Roanna is a local. Coming from a farming background, she brings with her several years of banking experience. She has made a very positive contribution and compliments our existing staff well.



▲ Roanna

Rowena has returned from maternity leave as a casual.

She completes the team along with Mary.

Roanna attended the **Community Bank**[®] state conference at Mission Beach in March this year along with Directors Linda Brady & Helen Dixon. At this conference of representatives for all Queensland's **Community Bank**[®] branches they were asked to give a 7 minute snap shot presentation on the successes we have had with marketing our Bank. This presentation proved to be very successful with ideas of promotion that have worked for us and this was very well received. Those who attended received high commendations.

Bendigo Bank snapshot

- > Established in 1858
- > Branch network throughout Australia
- > 189 Company owned branches
- > 227 Community owned branches

*Figures relevant March 2009

Sarina **Community Bank**[®] Branch website

By going to our website www.bendigobank.com.au/sarina you can find all sorts of information on our branch and can have information sent to you via newsletters, reports etc. This is where you will find our annual report again for 2009, as we step forward into the modern world to reduce the usage of trees, and expense of printing and postage. All staff & Director changes are also on display.

We invite all our shareholders and business clients to join us. Call into the branch and complete the required forms and you too can be part of our network. What a great way to give your business exposure and all for free.

Global economic downturn

We would like you to take a few minutes of your time to give some thought of your current financial affairs.

Sarina **Community Bank**[®] Branch is exactly what it says. We are a **Community Bank**[®] branch and as such we care about our Community. U are part of that Community.

There is a lot of negativity today in the current global economic crisis. We cannot control what is happening globally but we can protect ourselves to what degree it does affect us.

We would like to offer U a review of your affairs. Give some thought to the following: -

- Do U have income protection? What would happen if you suddenly lost your job?
- Do U have mortgage insurance? What would happen if your pay packet were suddenly reduced?

Don't be a statistic in this economic crisis. U can take charge of your family's security and peace of mind.

Be PROACTIVE - protect U and your family. It's all about U at Sarina **Community Bank**[®] Branch.

Call today on Ph 4943 2634 and make an appointment with one of our friendly staff. We can also arrange for U to see one of our State Financial Advisers for a complete review of your affairs.

Chairman: Byron Davidson.

Directors: Christina Brady, Linda Brady, Helen Dixon, Bruce Fitzgerald, Ralph Johnson, Paul Marshall, Sonja Solli, Lesley Ward, Rodney Nunn.

Community involvement

The branch and Directors have been very active again this year promoting and supporting our local community projects.

We supported the Sarina Show again this year with a \$200 bank account for the lucky gate ticket. We also operated a site helping promote and enhance our profile in the community.



▲ Manning the Stall at Sarina Show

We supported the local Sarina Touch Footy team, who were winners of the 2008 season, with footy shirts. We are extending our sponsorship this year to include the ladies team.

Staff and Directors also entered teams in support of the Ambulance Bowls Day.



▲ Presentation of cheque to Sarina Ambulance for Navmans

Sarina Local Ambulance was the recipient of \$1,520 made available by the branch to purchase the latest Navmans for their units. The Directors saw this as a very worthwhile project as it will enable the paramedics to have quicker response times.



▲ Sarina State School Year Seven Graduation

Year 7 graduating students were again given the offer of a \$25 bank account. This is the third year we have presented these to students, from Carmilla to Alligator Creek and west, including St Anne's and Swaynesville.

The Board is always looking for ways to support and encourage our youth. The Directors agree investment in our school children is a worthwhile project, and this is why we have for the third year supported all our graduating year 7 children with the presentation of a \$25 bank account.

Every student in year 7 from Carmilla to Swaynesville through to Alligator Creek can take part in this offer, the Board felt this is the better way to encourage children to learn to save for those things they want in the future. Most presentations are made by one of our staff members and a Director at the schools graduation dinner at the invitation of the principal.

Supporting local events is what we are all about and the Directors felt the investment into the very successful local Sarina Arts Extravaganza event was another way to show this support. Sarina **Community Bank**® Branch has agreed to support the People's Choice and the Youth categories this year to be held in May.