

# Newsletter

March 2007

## From the Chairman

In June, we will celebrate two full years of trading. Shareholders may reasonably ask: "How are we going as a Company?"

I am pleased to say that business volume exceeds the targets expressed in the prospectus.

For example, our target volume for the end of this financial year is \$32 million, but at the end of February we had already exceeded \$42 million.

Tempering the elation that can be generated in viewing those statistics is the realisation that some costs also significantly outstrip predictions in the prospectus, like wages, rent and electricity.

But the way forward is clear. We need to continue the strong growth in business volumes each month.

Current indications are that we should break even during this calendar year - our financial position has improved every month we have been trading and is expected to continue to do so.

The rate of improvement, as always, continues to depend on community support and building community awareness that we offer a full range of financial services at very competitive rates with friendly personal service.

Word of mouth and personal referrals from shareholders and customers make the world of difference and are essential to our business growth.

Our Branch Manager Bill Paton is only too pleased to make appointments to assist any potential new customers.

I would like to take this opportunity to commend the Directors and staff on their diligence and commitment in achieving such substantial business growth.

It gives me confidence that we have a great team and that we are on track.

**Ralph Johnson**  
Chairman

## Situation vacant

The marketing committee, chaired by Byron Davidson has put out a call for shareholders and business people to become involved in the promotion of our branch.

This committee meets monthly for approximately one hour. We invite anyone to join, as we need your ideas. Contact the branch for meeting dates and times.

## Sarina and district has 40 million reasons to smile

Our **Community Bank**<sup>®</sup> Company recently reached \$40 million in banking business.

This has been achieved in less than two years of operation, and is a great milestone for a relatively new business.

Since operation began one year and eight months ago, the branch has been well supported by the local and surrounding communities.

During this time, the branch has opened more than 1800 customer accounts. Growth remains steady, as new accounts continue to be opened on a daily basis.

As Branch Manager, I am very satisfied with the progress of our branch and look forward to the future of our branch and also to forging further partnerships within the community.

On behalf of the Board of Directors and staff, I sincerely thank the Sarina and districts community for their ongoing support.

Cheers!

**Bill**  
Branch Manager

**Board of Directors, Sarina & District Community Financial Services Limited,  
37 Broad Street, Sarina, QLD 4737**

Ralph Johnson (Chairman), Lesley Ward (Secretary), Rodney Nunn (treasurer), Peter Smith, Ken Wedel, Bruce Fitzgerald, Robin Pitcher, Byron Davidson, Helen Dixon & Sonja Solli.

## From the Treasurer

Our **Community Bank**<sup>®</sup> branch has been in operation for about 21 months. The business on the books (loans and deposits) is now in excess of \$42 million with over 1800 accounts.

This is above what was forecast in the prospectus when you purchased your shares.

While we have been successful so far, we urge the community to continue its support so we can make significant contributions back to the community.

Now could be the time for re-visiting your banking. Our local Company and Bendigo Bank share the gross margin and fee income from the banking activities.

Bendigo Bank takes care of the banking and the back office processes.

From our share, we pay local expenses like staff costs, rent, electricity and insurances.

The way to make our Company profitable, so that returns can be made to both the shareholders and the community, is directly related to how fast we can grow business volumes.

Don't forget that your branch also offers other products like insurance of all types (cars, homes, business and health), superannuation services, rural services, business services and financial planning.

In fact any product or service offered by any other bank is also offered by your bank branch at competitive rates, through the large Bendigo Bank network.

And, every time you take out one of these services or accounts, you know that income is being returned to your bank and the local community.

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

- Do all your banking at the Sarina **Community Bank**<sup>®</sup> Branch
- When you need loans or credit do so at the Sarina **Community Bank**<sup>®</sup> Branch
- Obtain insurance quotes from the Sarina **Community Bank**<sup>®</sup> Branch
- If you are considering any financial service or products whatsoever from any other financial institution, see the Sarina **Community Bank**<sup>®</sup> Branch first.
- Encourage friends, neighbours and relatives to do the same.

**Rodney Nunn**  
Treasurer

## Welcoming three new Directors

The second annual general meeting of Sarina & District Community Financial Services Ltd was held on Saturday 18 November 2006.

It was at this meeting, attended by some 30 shareholders, Directors, partners and staff, that three new Directors were appointed. This now fills all positions of the Board.

Our only retiring Director at the meeting was Joe Bartolo. Joe was part of the original steering committee, and was committed to helping the branch reach its current position.

A change in Joe's employment and commitments was the reason for his retirement, however he remains very committed to the branch and continues to promote the branch whenever the opportunity arises.

We all wish him well in his new venture. Thanks Joe.

### **Byron Davidson**

Byron Davidson is 52 years old and was born in Townsville. He is a tutor driver with QR National at Jilalan and has lived at Grasstree Beach for approximately nine years.

Byron is married to Kerri and they have three children - Tim 16, Kate 15 and Adam 13.



Bruce Fitzgerald, Byron Davidson (new) Lesley Ward, Robin Pitcher, Sonja Solli (new), Ken Wedel, Helen Dixon (new), Rodney Nunn, Ralph Johnson and Peter Smith.

Byron is a member of the Mackay Holden Car Club and with his wife enters the SIDS Adventure Trek to raise money for SIDS and Kids Queensland. He has been rallying for children's charities for about 15 years.

### **Sonja Solli**

Sonja Solli has lived in Sarina since 1958, with the exception of three years when she undertook teacher training in Townsville.

She has three grown children and 12 grandchildren. Sonja recently retired from teaching, but before that, she taught at Sarina State School and surrounding district schools since 1981.

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**Ask our friendly staff for more information, call into  
37 Broad Street, or phone 4943 2634.**

**Sarina**

**Community Bank<sup>®</sup> Branch Bendigo Bank**



## Welcoming three new Directors continued

### Helen Dixon

Helen Dixon was born in Mackay and raised in Sarina. She has lived most of her life here in Sarina, where she has operated a lychee farm for the last 26 years.

The farm grows lychee for the fresh food market and although most of the crop is destined for the domestic chain store market, some of the crop is exported to countries such as China, Canada and UK.

For many years, Helen has held an executive position with the national marketing group that her business markets through and at the moment, is the team leader responsible for the quality management systems for the group.

## Christmas party

On 6 December, shareholders, business people and guests were invited to join us at the branch for some Christmas cheer.

The theme was fancy dress with Mary and Kylie being declared joint winners of the night's theme.

For a gold coin donation guests could be photographed with Father Christmas with all proceeds going to the Sarina Surf Club.

With such a good night had by all, we are sure next year will be bigger and better - we will let you know when and where.



Kylie, Piggy, Rowena, Mary, Father Christmas, Bill (Branch Manager) and Stuart (Mackay branch).

**For more information please call into  
37 Broad Street, Sarina  
or phone 4943 2634**

## Free web posting

For our business clients, we can offer you a free posting on our community website. Ask the branch for details.

You can also visit our site at [www.bendigobank.com.au/sarina](http://www.bendigobank.com.au/sarina)

## Have you changed your postal details?

If you have recently changed your contact details, we need to update the share registry. Forms for your changed details are available at the branch.

## Getting in early

We would love to see you at our next annual general meeting so we are getting in early to remind you. The AGM will be held on Saturday 17 November - mark it in your diary now. We will keep you updated.

## Relay for Life

Last year the Sarina **Community Bank**<sup>®</sup> Branch team, although only small, raised \$2,146 for the Queensland Cancer Fund.

Relay For Life is a team event to raise funds for cancer research. It's 18 hours of fun, with the challenge of completing a relay style walk in venues across the state.

There are very few people I know who can say they have not been touched by cancer – whether it be directly or indirectly.

Despite its prevalence, we have found a positive way to help in the fight against cancer – through the Queensland Cancer Fund's Relay For Life.

This year the relay will be held on 2 and 3 June.

We are looking again for people to join our team. It is a fun time and a chance to get to know you all in a social event. If anyone can spare any amount of time, we would love to have you join our team.

Anybody wishing to find out more or get involved in Sarina **Community Bank**<sup>®</sup> Branch team for this year should contact Heather 4943 2634.

**We are open:  
Monday to Friday 9.00am - 5.00pm  
Saturday 9.00am - 12 noon**

Sarina **Community Bank**<sup>®</sup> Branch  **Bendigo Bank**