

**CHAIR ADDRESS.**  
**Notes for AGM 2012**

13<sup>th</sup> year of operation.

**Welcome.**

Confirm a quorum is present and declare the meeting open.

Shareholders

Managers and Staff. *Ian Faulkner, Craig Taylor, & Geoff Milward.*

Bendigo Bank Representatives

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|--|
| John Fitzgerald (Business Banking Manager) |
| Steven Davis (Snr. Business Manager)       |
| Darren Mead (Business Banking Manager)     |
| Pat Murnane – Regional Manager             |
| Vicki Nichols – Retail Operations Manager  |

.....  
Guest Speaker

Una McAlinden – Director of the National Celtic Festival  
.....

All those in attendance

**Financial Summary.**

Revenue from operations. \$1,693,404 up from \$1,658,134

Expenses \$1, 1480,471 up from 1,343,363

Tax \$64,624 down from \$92,268

Financial Position remains sound.

Stephen Wight Director and Accountant will advise in more detail shortly.

**General**

We remain well established within our catchments area.

Refurbishment of Portarlington Branch.

A more friendly and engaging environment.

Change in directors.

Departing. Bob Hynes and Karen Woodhard.

New. Kerry Trewin. Strong involvement in the local community for many years.

Breannon Deluca, Junior Associate Director. Career move to Melbourne.  
Would like to obtain a youth director.

### **Operating Conditions.**

Tough.

Tight margins on deposits

Soft demand for lending.

All factors of banking are very competitive.

Financial concerns in Europe and America. Slowing of Chinese economy. All impact on Australian financial markets.

Heat has come out of mining; retail and manufacturing continue to struggle in unfavorable conditions.

Bendigo & Adelaide Bank, impact of tightening margins and profit share.

Anticipate little positive change over the next 3 to 5 years.

Our planning and forward estimates indicate we will be able to manage our way through this period.

### **Shareholder Functions**

**June this** year held shareholder function with a guest speaker. Well received, plan to hold further functions this fiscal year.

### **Ways we are beneficial to our local communities.**

Provide banking services.

Employee staff that spend money locally. \$575,000

Shareholder dividends

Grants

Sponsorship

**Confirm/announce** dividend 8c fully franked

## **MEETING FORMALITIES**

### **PROCEDURAL MATTERS**

The Notice of Meeting was issued to all shareholders in accordance with the Company's Constitution and Corporate Law.

Apologies were received from the following shareholders:

|  |
|--|
| <b>Apologies to be inserted, I don't have any yet.</b> |
|--|

Explanation of the voting procedure - shareholders are entitled to one vote, if a joint shareholder then only one person is eligible to vote.

Each person entitled to vote was issued on arrival with a yellow card and are asked to hold up the card when voting so the vote can be counted.

Acceptance of Minutes of the Meeting held on 11th November 2011

### **PRESENTATION OF REPORTS**

Shareholders are asked to vote on the adoption of the Annual Reports.

Questions for of the chairman, manager or Treasurer arising out of their reports?

**RESOLVED to accept the Reports, Carried.**

### **FINANCIAL REPORT FOR THE YEAR to 30<sup>th</sup> June 2012 Prepared by the Auditors LBW Chartered Accountants**

Any questions for the Auditor.

**RESOLVED to accept the Financial Report, Carried.**

### **RESOLUTION ON THE NOTICE PAPER**

#### **1. Election of directors – Re-election of Directors retiring by rotation**

- (a) That SANDRA BALDWIN be elected as a director of  
Bellarine Peninsula Community Branch Ltd  
Mover:  
Seconded:  
All those in favour  
All those against:  
Carried

- (b) That GEOFF WEBSTER be elected as a director of Bellarine Peninsula Community Branch Ltd  
Moved:  
Seconded:  
All those in favour  
All those against:  
Carried
- (d) That PAM EVANS be elected as a director of Bellarine Peninsula Community Branch Ltd.  
Moved:  
Seconded:  
All those in favour  
All those against:  
Carried

### **Election of new Director**

- (e) That KERRY TREWIN be elected as a director of Bellarine Peninsula Community Branch Ltd.  
Moved:  
Seconded:  
All those in favour  
All those against:  
Carried

To consider, and if thought fit, approve the adoption of the **Community Bank®** Directors Privilege Package.

**RESOLVED** to approve the adoption of the the **Community Bank®** Directors Privilege Package.

### **Thank.**

Shareholders

Customers

Staff

Managers

Fellow board members. Vice Chair Paul Jones, Secretary Sandra Baldwin, Treasurer Stephen Wight, Geoff Webster, Pam Evans, Janine Randone & Kerry Trewin.

All directors are volunteers.

Close meeting

Hand over to Paul Jones for presentation of this year's grants.