



Winners Are Grinners

NSW Managers' Conference

A recent letter from our South East NSW Regional Manager, Jim Crawford.

"Good Morning Team South East NSW, Our State Manager ran a conference for all of the State's Branch Managers yesterday. This conference gave our Branch Managers a chance to get some great ideas, hear a very motivational speaker, meet their peers from the rest of the state and do some networking. At the end of the conference Mic gave awards to all of the outstanding performers. With the outstanding performances in #236 we had the following winners:

Most Wealth referrals: Fairy Meadow
Most Loans Settled: Pambula
Greatest Lending growth \$: Pambula
NSW/ACT Branch of the year: Pambula

I would like you all to please congratulate our winners on their well-deserved awards and thank you for the great year we are just finishing. And last but not least due to the fantastic efforts of you all, I was honoured to receive the inaugural NSW/ACT Regional Manager of the year award. This is a team award and I congratulate the region for being so consistent across all Metrics.

Again I thank you all for an outstanding 2014-15 and look forward to the amazing things we are going to do in the year ahead."

Agency Opens in Eden

During the last financial year we have had the opportunity to open an Agency in Eden. This now gives us the opportunity to further support the community of Eden with their own banking facilities. Agency staff have been trained to run the agency while Phil Smith is linking the agency with the

Pambula Branch by looking after loans and items that don't fall within bank agency guidelines.

A big thank you to Glenn Brunette and his Real Estate Team for taking on this new venture.



New Branch to Open Soon in Bega

Pambula & District Community Development Ltd is very pleased to announce that it expects to open a new Bendigo Bank Branch in Bega shortly. The Branch will be located in a central location in the Bega CBD, offering customers a modern, convenient and fully accessible venue for all banking services, adjacent to other services and parking.

The Chairman, Wayne Matthews commented that the Directors of the company were delighted to be able to bring a completely new style of banking to Bega, the regional centre of the Bega Valley Shire. "The success of our Community Bank© in Pambula and our achievement in returning over \$230,000 in profits to local community groups has inspired us to bring community banking and all its benefits to Bega and the northern parts of the Bega Valley Shire. We look forward to showing new customers in this area just how community banking can benefit their very own communities, in so many ways." "Great customer service, wonderful staff who make that extra effort, and the convenience of Saturday morning opening are just the start of what our Bendigo Bank Branch will offer".

Out & About



The Eden Whale Festival

The Bendigo Bank Piggy was certainly a hit in the Eden Whale Festival Parade while our two bank vehicles looked very smart all decorated with streamers and balloons.



Above: A special grant cheque being presented to the Sapphire Coast Anglican Parish. Above Left: Our Bendigo Bank Pig looks on at the pig races at Tathra. Left: Company Secretary, Janet Brandon, presents a sponsorship cheque on the company's behalf.



Community Investments Through Sponsorship - Autumn 2015

Bega Valley Parkinsons Group
Sapphire Coast Orchid Club
Sapphire Mobile Preschool
Tura Beach Women's Bowling Club

Bega Valley Little Athletics
E.S.C.C.I.
Eden Killer Whale Museum
Merimbula First Scouts

Tathra Beach Women's Bowls
Tathra Beach Tennis Club Auxiliary
Footprint Theatre
Candelo Landcare Group



Farewell Belinda, We Will All Miss You

During early July, one of our original staff members of 6 1/2 years, Belinda Grundy and husband are moving to Adelaide. Belinda with her lovely smile and quiet, pleasant nature will leave a lot of customers in disbelief that she is leaving. To them, from when our Community Bank first opened, Belinda has been one of the front line members of staff.

The Pambula Rotary Club/Pambula Panthers Treasurer was devastated when he was told Belinda is leaving. He enjoys his little trips to the bank and now one of his favourites is moving on..

The Bank and Board members and partners gave Belinda a farewell send off at her favourite restaurant, Wheelers, and a gift voucher to use at a Merimbula jewelers.

We wish Belinda all the best for the future and trust she enjoys Adelaide and thank you so much for your time with the bank, we really appreciated your work ethic, customer relationships and the assistance you gave us all, when we needed it.



A joint venture between the Rotary Club of Pambula Inc. and the Pambula Community Bank saw much needed gardens, pathways and a gazebo built for patients and their visitors to enjoy, at the north eastern grounds of the hospital.



NSW Rural Fire Service

A \$1789.10 donation by Pambula and District Community Bank to the Bega Valley Remote Area Firefighting Team (RAFT) will help the team of specially trained volunteer firefighters to stay in touch. Garry Cooper, Far South Coast RAFT coordinator, said the donation was critical to the work the team does.

“Without communications in the field we can’t contact people and they don’t know whether we’re safe or not. It’s a crucial piece of equipment,” he said on Saturday at the cheque handover.

Board Matters



Financial Performance 2013-2015 reason to celebrate!!!

Pambula and District Community Development Ltd (PADCL), your company, owns the franchise for the Bendigo Bank franchise in Pambula. And what a business opportunity this has turned out to be!! A combination of great location, only bank in town, terrific management by Kim and her team and great customer service has led to much of the success. But do not forget the contribution of our community. The bank has been embraced by all in sundry - deposit holders, home loan borrowers and local business. And the result has been the company giving back to the community over \$200,000 in sponsorship, donations and grants and delivering a healthy dividend to our shareholders.

Now the company is seeking to grow the pie and contribute even more back to the community. The PADCL is in the process of expanding and opening another franchise branch in Carp St. Bega. The board took this decision in view of the substantial cash reserves of the existing franchise and the opportunity that Bega offers.

Below is an explanation of the thinking with the help of a few graphs.

Profitability

Our company shares the gross profit equally with Bendigo and Adelaide Bank (BEN - the franchisor). We use our share to pay wages and other costs and to make our contributions to the community and to pay dividends (and tax). BEN uses its share top pay for 'back end' costs and of course it is a contribution toward the use of the 'brand'. Below is what has happened to Profit Share for Pambula over the last few years. May 2015 was a record profit share of \$105,200.

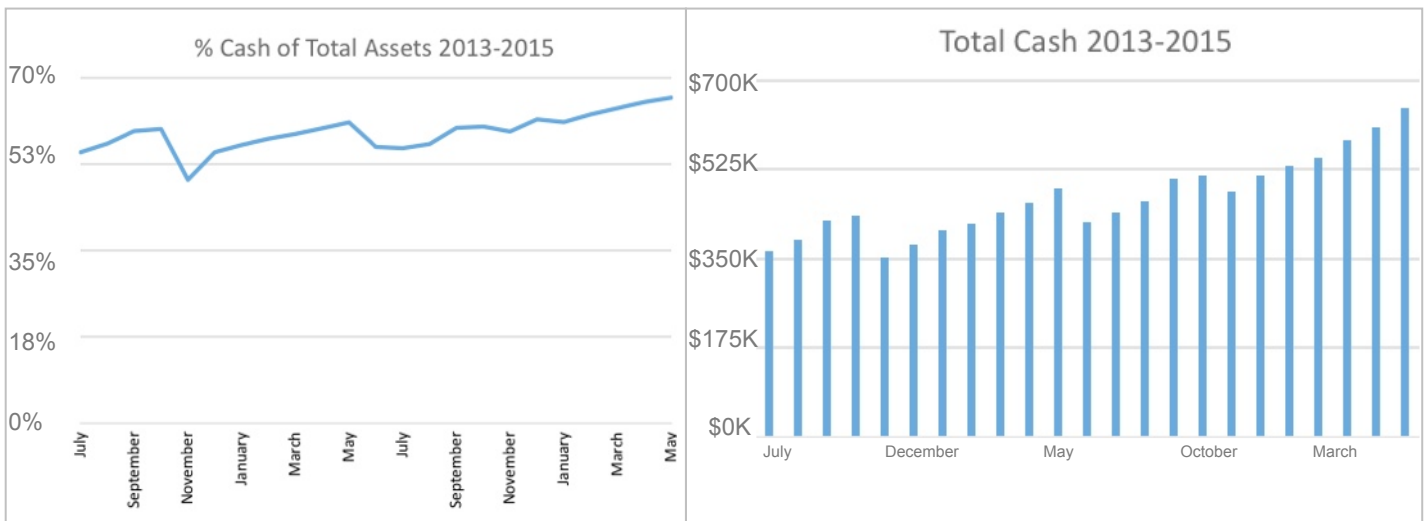
Net profit is what is left over after deducting our operating and other expenses from the gross profit share – and before tax. You can see in the following graph that net profit has, with the exception of June last year, been bouncing along around an average of \$25,000. In June 2014 we paid \$100,000 into our Community Enterprise Foundation (CEF) for future community contributions – and this showed up as an expense. You can see that this year the bank franchise has been getting more and more profitable.

Community Enterprise Foundation

Having made a substantial contribution to the building of a emergency accommodation facility in Merimbula, the company had a balance of approximately \$67,000 (out of the \$100,000) in the CEF. Because our potential taxable income grew so quickly (and because of our strong cash position) the PADCDL board decided to place more into the fund, \$40,000 in fact. So at present the company has in excess of \$107,000 in the CEF

Liquidity

The company has continued to grow its cash reserves quickly in spite of significant contributions to the community, the deposit of funds into the CEF, the renewal of the Pambula franchise and the payments of dividends in each of the last 3 years. See the graph below:



Cash has continually been close to 60% of our total assets for many years. See below. This is a very healthy financial position and has been one of the major factors why we are confident about the expansion to Bega.

Colin Dunn
Treasurer