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Shareholder Newsletter

2021 in review

YCDCO held its AGM on 17th November, 2021 at the Cricket Club Rooms at the Yackandandah Sports Park. At the AGM, the Board was very pleased to once again announce a dividend of \$15/share to shareholders. The Board would like to thank shareholders and the Yackandandah community for their continuing support. Shareholders in attendance were able to take the opportunity to speak directly with YCDCO Board members.

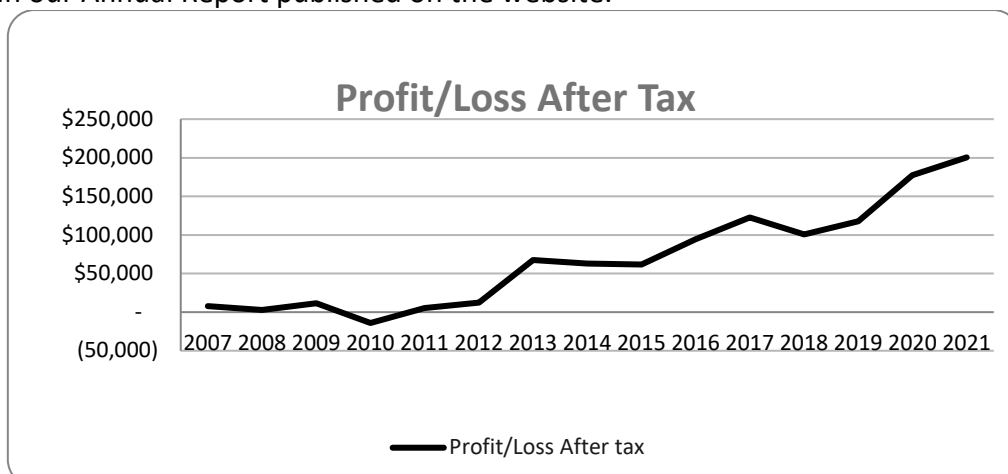
Following is some information on the past year of business operations for those that missed our AGM. YCDCO continues to provide considerable economic benefit to the broader Yack community with another exceptionally satisfactory year of trading.

COVID-19 Pandemic

As this newsletter is being put together, we find ourselves collectively still dealing with COVID-19, but at least comprehensive lockdowns are now well behind us. We acknowledge how testing the last couple of years has been for other businesses in Yack and the community. Australia is now open to overseas travellers and this, together with interstate visitors, should see people from afar in Yack again which will make a great difference to our businesses locally.

Sales

Both fuel and non-fuel sales have continued their growth. We did not quite break the 3 million litre fuel sales for the financial year, but we were pretty close to it! The non-fuel sales continue to grow as well and this diversity in our business model holds us in good stead. The Board thanked Site Manager, David Lerch and his team for their continued good work and service. Profit before tax was \$262,239 to June 30 2021, this compares to \$243,884 from the previous year. Detailed audited financial statements for the year can be found in our Annual Report published on the website.



Site Upgrade

We have continued to upgrade and refresh the site facilities given they are about 20 years old. Replacement of all the bowzers has now been completed and these are connected to a new 24/7 credit card or fuel card access terminal for all fuels, for the convenience of customers needing fuel outside normal trading hours. Judging by the number of afterhours transactions already it has been well received. We have had the main building refloored and painted, and a self-service coffee bar and hot food area provided for our early morning tradies and customers. The refresh project included re-branding YCDCO following the marketing surveys undertaken and the fresh new website is up and running thanks to the assistance of Caitlyn Shiel. Take a look at <https://www.ycdco.com.au>

The feedback by customers on the station refresh has been very positive – everything old is new again! Many thanks to David Lerch, our Manager, and the Board directors involved who gave much of their time managing the upgrades and refresh. We always welcome suggestions from shareholders and the community on how we can improve services. Comments and suggestions can be directed to the Site Manager, David Lerch directly, or to the board via our email address ycdco@yackandandah.com



Your current board members

Directors of YCDCo as of 17th November 2021 are as follows: Michael Bell, Ian Fitzpatrick (Chair), Max Horvath, Rex Little, Barry Maginness, Phillip Newman, Ian Nightingale and Ali Pockley (Company Secretary).

Communications

Yackity Yak, your local newspaper, continues to be an important avenue for building community connectedness throughout Yackandandah and the surrounding district. At the AGM I thanked our editor Ali Pockley for the great work in getting this out bimonthly. The production of Yackity Yak is underwritten by YCDCo and has reached a point where it is funded wholly by advertising revenue. 1,600 copies of the paper are produced every two months and provided free of charge to residential properties in and around Yack, and also through local outlets. Editions of Yackity

Yak can be viewed on-line in full colour at our website - <https://www.ycdco.com.au/yackityyak-news>

New Fuel Supply Partnership



After a review of fuel supplier options, the board recently agreed to change its fuel supplier and is now served by TASCO. We are able to receive our fuel deliveries out of business hours which is more convenient for customers and safer. B-double fuel tankers being on the forecourt area during daytime hours caused a number of issues. TASCO also provided the after-hours terminal free of charge and offer customers a branded TASCO Ampol fuel card which comes with a discount per litre, and the added convenience of being able to be used in

many other service stations up and down the freeway. This means customers with leased or company vehicles which typically include major chain fuel cards like Ampol can use these now at our store with potential to increase sales. Fuel card application forms are available in store.

Shares

We are in the enviable position of having more applicants for shares than current shares available for sale. This means shareholders can transfer or sell shares if needed in a timely manner. The current share value has grown to a new high of \$293/share compared with \$261 in the 2019/20 financial year, being a 12% increase in value and dividend yield close to 5.7% which is much better than bank interest returns these days. Requests for purchase or sales of shares can be made on-line on our website - <https://www.ycdco.com.au/become-a-shareholder> . Process improvements were made to streamline transactions.

Supporting the Local Employment

YCDCo continues to be one of the larger companies in Yackandandah employing between 14-17 employees including the Site Manager. This also includes casual employment of local young people providing invaluable work experience and income. There are also three part-time business support roles - accountant, editor and Company Secretary, and up to eight volunteer Directors of the Board.

Service to the Community

Your company provides funding to support a variety of initiatives by local community groups. Grant allocations over \$40,000 in value were committed in the last financial year. These included:

- ❖ Bruarong Hall - \$7,879 for soundproofing
- ❖ Yack Tennis Club - \$8,000 Lighting upgrade to LED
- ❖ Community EV Charger - \$10,300 (YCDCO, TRY, Indigo Power, Private Beneficiary, Shire)
- ❖ Yackatoon Retirement Village - \$2,295 Defibrillator for public use
- ❖ Butson Park \$2,000 - Toilet upgrade
- ❖ Yack Primary School - \$5,000 Dry creek adventure area
- ❖ Yack Cricket Club - \$3,000 Uniform replacements due to new code
- ❖ Yack Scouts - \$4,000 replacement trailer (stolen equipment)

We are delighted with the ongoing support of the community which is the fundamental reason we are in a position to support so many worthy community projects.

Lastly, for those shareholders that may not be aware, 2022 celebrates our 20 year anniversary since inception of YCDCO back in 2002 as an unlisted public company. The Board are currently considering ways to celebrate as a community this wonderful milestone in our journey so far. I would personally like to thank all past and present employees and the previous volunteer board directors over the years that gave their time freely to the running and success of the YCDCO venture. Some of you may be aware of recent media interest in the YCDCO story with publication in the Age newspaper and on-line, and radio interviews on the ABC Conversation Hour. It is a reminder of just how special the concept and achievements of YCDCO in its entirety is. As shareholders we should all be very proud.

Warm regards,



IAN FITZPATRICK

Chairman of the Board

Yackandandah Community Development Company

Your Local Community Owned and Operated
***FUEL * HARDWARE * PRODUCE & FARM SUPPLIES ***

The Management and Staff of YCDCo would like to thank all shareholders for their continuing support, and all look forward to another good year serving the Yackandandah and District community.



As a thank you to all our customers, we will be running a competition for six weeks commencing Monday, 21st March until Saturday, 30th April, 2022

(the competition will exclude staff and families and Board members and families)

We will be offering a weekly voucher for \$50 to be spent in-store to the lucky person!

No strings attached. Just make a minimum purchase of \$25 and go into the draw.

The competition will end on Saturday, 30th April, 2022 at close of business and the lucky winners will be notified by telephone weekly.