



variety
the children's charity

2007

Annual Report



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The Story of Variety

Variety, The Children's Charity is dedicated to improving the quality of life of children with special needs. We believe that all children should be given the opportunity to make the most of their abilities and to achieve their aspirations and dreams.

Variety started in Australia in 1975 with Paul Hogan as our first Chief Barker (Chairman) and now has separate representation in each State.

Every year, we raise valuable funds through numerous events as well as generous sponsorships and donations. These funds are channelled into our Grants Programs, which provide specialised equipment and services for children, children's hospitals, community groups, schools and organisations.

The story of Variety begins with one baby...

On Christmas Eve in 1928, a baby girl was found on a seat at the Sheridan Square Theatre in Pittsburgh, Pennsylvania. A note pinned to her dress read:

Please take care of my baby. Her name is Catherine. I can no longer take care of her. I have eight others. My husband is out of work. She was born on Thanksgiving Day. I have always heard of the goodness of show business people and pray to God that you will look out for her.

(signed) 'A Heartbroken Mother'

When all efforts by the police and local newspapers failed to locate her parents, a group of eleven gentlemen affiliated with the entertainment industry agreed to financially underwrite the child's support and education. Just one year prior, these men had rented a small clubroom in the William Penn Hotel and created a social club, aptly named "Variety" given that the members encompassed various branches in show business. The child was then named Catherine Variety Sheridan, her middle name for the club and her last name for the theatre.



1st Annual Banquet - William Penn Hotel in Pittsburgh, PA - 11/11/1928



The new "godfathers," including the theatre owner, John H. Harris, who subsequently became Variety International's first President, were proud that a distraught mother had entrusted her child to show people. The resulting publicity put the "Variety Club" of Pittsburgh on the front pages of newspapers across the nation. Other people in the industry wanted to help and asked to join. Soon the "Variety" clubroom was too small.

Before long, Catherine had more clothing, toys, and possessions than any one child could need. Less fortunate children promptly became the beneficiaries of Catherine's "adoption." It was the welfare of this one orphan that became the inspiration and motivation for people in show business to band together to assist underprivileged and handicapped children everywhere. With this act, the first Variety chapter, or "Tent" was formed.

When Catherine was five, her foster parents were selected from more than 300 applicants in a location away from Pittsburgh and her anonymity was preserved in her best interest. Her new family changed her name to Joan. She later served her country as an officer in the U.S. Navy during the Korean conflict and as a registered nurse in foreign (public health) service in Vietnam. Joan raised a family of her own and spent much time working with children. She took great pride in the fact that she had "started it all".

Mrs. Joan Mrlik (Catherine Variety Sheridan) lived in Charleston, South Carolina and died of cancer in 1994. Her inspirational story that motivated the establishment of Variety the Children's Charity lives on. Her memory remains strong in the hearts of every member of the Variety family.



**Mrs. Joan Mrlik
(Catherine Variety Sheridan)
pictured in 1994.**

A Message from the Chief Barker

It is a real pleasure to quietly reflect on the year under review because it brings so sharply into focus all the achievements of Variety. When one combines all the fun, camaraderie and excitement with the results of our efforts in 2007 you begin to see why we do what we do!

This year has seen Tent 56 spend more than ever before to alleviate suffering and give happiness to sick, disadvantaged and disabled children by fulfilling their needs, supporting their abilities and ensuring that their transport and mobility requirements are met. When you work as I do, with members of our Crew, each one fighting for dollars for their specific portfolios it is inspiring to say the least. Every dollar we raise is spent so carefully and it can be excruciating making decisions. Spending funds in one area and on some children's needs, can mean being unable to fulfil every worthwhile appeal. This situation is repeated monthly at Board level and inspires those of us who work so hard on the fundraising side to re-double our efforts.

It is at this point that I would like to remind all Variety members that you can all be fundraisers and to never forget that you too can assist, often just by putting on your thinking cap and making one phone call!

One of this year's event highlights was our new Wharfie's Long Lunch, sponsored by all seven of the restaurants on Sydney's iconic Woolloomooloo Wharf. As an event it combined the three perfect ingredients; fine wine, cuisine and successful fundraising for our kids. Our tried and true Hot to Trot, Heart Awards, and Melbourne Cup events have all been stunningly successful and when I recall the miles we drove on our fabulous Bash to Darwin I must say Tent 56 has never been in better shape and I am proud of our achievements. I can only marvel at the work of our volunteers, our unique group we call the 'Bashers' and office team who work so hard to make all these events happen.

There are always new and exciting events being planned and I am sure you wouldn't want it any other way. The need never stops, so we can't take a break from finding innovative ways to bring in more income. I am always thrilled to have people come up to me and tell me how wonderful Variety is and how amazed they are by what we achieve, and I can tell you this is the real "perk" of being your Chief Barker.

When you have exceptional people such as Mary Lopez (our Humanitarian of the Year), Jimmy Barnes or John Howard congratulating you and your team, you know that Variety is doing great things in the community. I am reminded too, of one lady who was standing beside me in Brewarrina in August watching a concert and fireworks put on by our Bashers. She was telling me that the people of Brewarrina are amazed that Variety cares so much for them. Variety has been supporting that lady and her youth patrols and Christmas parties for 15 years but this night was a highlight for everyone in the town. This type of giving by everyone, for everyone, has a remarkable impact on all involved.

Another highlight in a year of highlights, was attending our Variety International Convention in Palm Springs USA in May and seeing our own Grahame Mapp AM elected as President of Variety International, the Children's Charity. Grahame was integral to the start of Variety in Australia some 33 years ago and I have no doubt that he will bring to this role the same energy and skill that he has shown throughout a lifetime of successful business and philanthropic endeavours.



Being Chairman/Chief Barker is a demanding role, with three National Board Meetings to attend around Australia, reports to write, strategies to develop, portfolios to care for and monthly Crew meetings. I cannot speak highly enough of the Crew, all of whom volunteer countless hours to fundraising, grant giving, event organising and governance. Tent 56 is blessed with an abundance of energetic and generous people always ready to put Variety first!

Our Variety Australia, National Board and our National Chairman Ken Loughnan AO are guiding the way to ever more successful strategies and Tent 56 will be a vibrant participant as we move to a challenging and rewarding future.

The 13th Annual Variety Christmas Party for 5,000 children is in the final stages of organisation as I write this letter, and the dynamic Ladies of Variety organise it completely, managing to include every available Variety volunteer to make it a resounding success. The love and laughter on the day tell the true story and I would encourage as many Variety supporters to attend.

Variety's office team, led by CEO Chris McMillan, is highly valued by all of us and I want to thank, on your behalf, each of them for their efforts during the year, plus thank our countless volunteers and sponsors who have contributed to Variety's efforts throughout the year. Our corporate sponsors and supporters are too numerous to name here, but I want to thank all of them for partnering with us.

I commend our Annual Report and hope you will enjoy reading about our hard work and great results in 2007.

Penny Docherty

Penny Docherty
Chief Barker, Tent 56



From the CEO

A year ago, having been newly inducted into the role as CEO for Tent 56, I was in awe of the 2006 achievements by Variety NSW. Once again I am in awe of the results of Tent 56 which draws on the combined efforts of what I have come to fondly refer to as the "Variety Family" which includes: Supporters, Corporate Sponsors, Bashers, Members and Friends of Variety, Committee members, the Tent 56 Crew and of course the Tent 56 staff. Many organisations measure their success solely on revenue achieved, Variety measures success in a more meaningful way by including in the success formula the total funds granted in appeals to special needs children. I am proud to announce that during 2007 Tent 56 achieved a new milestone with a record achievement in total appeals granted of \$3,944,724.00.

Our grants fall into six national categories, referred to collectively as the Challenge Program:

1. **Freedom Program** provides mobility and communication devices - \$1,095,957 granted in 2007 including 89 wheelchairs of varying complexity;
2. **Future Kids Program** providing for disadvantaged children in the areas of education, and developmental needs - \$864,837 granted in 2007;
3. **Intensive Care Program** supports NSW health services - \$849,111 granted in 2007 supporting an Insulin Pump Program at the Westmead Children's Hospital, two Neonatal & Paediatric Emergency Transport Service Ambulances, and refurbishment of a neonatal transport crib at the John Hunter Hospital;
4. **Liberty Swings Program** provides this unique swing for special schools and community areas - in 2007 \$238,745 was funded for 14 Liberty Swings;
5. **Sunshine Coach Program** providing coaches to allow special needs children to enjoy outings assisting with their social development - \$870,783 was granted, funding 11 Sunshine Coaches;
6. **Show of Hearts Scholarship Program** provides grants for children to realise their potential in the areas of sport, arts and drama, music and academia - in 2007 \$25,295 provided for nine scholarships.

Whilst a dollar figure can be put on funding of equipment and services by Variety, there is no way to measure the value of the experiences which Variety provides for children. Experiences include the wonderful work of the Ladies of Variety (LoV) volunteers who tirelessly facilitate all manner of outings. Can you imagine special needs kids ice skating? Well I now can, having experienced a recent LoV outing with 160 kids drawn from special schools and centres. The delight on the kids faces, carers and teachers told the story.

Raising the dollars to enable funding of Variety grants is challenging. The Variety Family comes to the fore here working together to raise the dollars. The NSW Bash and the Newcastle Bash supported by the unique Basher community continues to be our highest revenue raisers. People from all walks of life come together undertaking fundraising and volunteer activities to support this

incredible event. This year the Newcastle Bash exceeded all expectations with a record Net Profit of \$470,000.00. A fantastic effort. Well done to the entire Newcastle Variety Team!

Of course other events peppered throughout the year provide opportunities to showcase what Variety does and to fundraise. These events include participation in the annual Ferrython on Australia Day, the Melbourne Cup Lunch and the Newcastle Charity Ball.

Variety is always looking to introduce new fundraising opportunities. Our Chief Barker, Penny Docherty was the brain child of a fabulous new event, the Variety Wharfies Lunch. This event saw the Woolloomooloo Wharf transformed for one day into a Variety long lunch including each restaurant along the Wharf!

The fundraising efforts for 2007 achieved by the Variety Family totalled just over \$5.6 million. This is a fantastic achievement. Congratulations to all who played a part. Further to this we have reduced our cost of fundraising by 9% which means more dollars have gone to where they are needed.

Last year I stated that in 2007, Tent 56 would contribute more to special needs children, and we did! I also spoke about resourcing to achieve our strategic growth target as part of the national target of \$50M by 2012. Tent 56 has commenced this process and over the next few years you will witness a move to a more balanced mix of income streams including Planned Giving (Regular Giving and Workplace Giving).

Going forward there is much more to do – we like a challenge at Variety! In fact our grant programs are referred to as the Challenge Programs. I know our enthusiastic Crew and committed staff are ready for the journey. I invite all of you in the Variety Family to join us.

I sincerely thank all the Variety staff for their support and wonderful drive to always go that extra mile. I acknowledge the hard work and commitment of our Tent 56 Crew and in particular I thank our 2007 Chief Barker, Penny Docherty for her tireless enthusiasm and support during this past year. As a Team we should all stand proud of the achievements in 2007!



Chris McMillan - Chief Executive Officer
Variety, The Children's Charity (NSW)
8 November 2007



2007 Crew Members

Penny Docherty

Chief Barker Tent 56, 2007
Vice President, Variety International
National Chairman, Variety Children's Lifeline Australia
Chair Wharfies Committee



Jack Cannons AM

Deputy Chair Variety Australia
Chair Variety Australia Operational Committee
Co-Chair Variety International Sunshine Coaches
Chair Variety International Chief Barkers/
Executive Directors Operational Committee
Chair Heart Awards Committee

Jenny David

2006 Sponsorship Committee

Geoff Davis

Chair Sunshine Coach Committee
Chair Putt Putt Regatta

Greg Edwards

Crew Representative for Newcastle Committee
2006 Chair Show of Hearts Scholarship Committee

Jenni Elliott

Chair General Appeals
National Giving Day Committee

Wayne Gobert

Chair Show of Hearts Scholarship Committee

Peter Hebbes AM

Chair Motoring Events NSW
Deputy National Chair Bash Committee
2006 Chair Melbourne Cup Committee

Gabriella Horak

Young Variety Committee involvement

Margaret Kench

Crew Representative (and former President)
Ladies of Variety (LoV) Committee

Meran Kidd

Dough Guy (Treasurer)
Member Finance Committee National
Company Secretary

Frances Martin

Joined Variety's Crew in the second half of 2007

Amanda Mead

Co-Chair Planned Giving Committee
Variety International Marketing Forum

Duncan Ross

Co-Chair Planned Giving Committee

Glenn Turner

Resigned 15th May 2007
Active Member various Fundraising Committees



Pictured from l to r **Geoff Davis, Duncan Ross, Margaret Kench, Jack Cannons AM, Jenni Elliott, Greg Edwards, Frances Martin, Gabriella Horak and Peter Hebbes AM.**

Absent from photo are Penny Docherty, Meran Kidd, Glenn Turner, Wayne Gobert, Amanda Mead and Jenny David.

Committees

General Appeals Committee

Chair: Jenni Elliott

Committee: Moire Berman, Dr Andrew Berry AM, Allan Edworthy, Jeannie Gee, David Giddey and Deslie Griffiths.

The General Appeals Committee supports Variety's Freedom, Future Kids and Intensive Care Programs through the provision of items of equipment required by special needs children and hospitals. It meets on a monthly basis to consider requests for funding and appropriately distribute the funds raised by Variety NSW.

Variety provides funding for wheelchairs, walking frames, special beds, bathing equipment, hoists, vehicle modifications, sensory equipment, communication devices, special feeds, splints and car seats.

Sunshine Coach Committee

Chair: Geoff Davis

Committee: Sallymae Bailey, Deslie Griffiths, Leah McKenzie, Paul Mullaly, Andy O'Keeffe and Kathy Robinson.

Children in many of our communities often do not have access to broader environments, and through either disadvantaged circumstances or health issues, cannot be taken to extra-curricular activities including sporting lessons, educational programs, holidays and excursions.

During 2007, 11 Sunshine Coaches totalling more than \$870,000 were granted in NSW to schools and care groups who cater for special needs and disadvantaged children.

Liberty Swings Committee

Chair: Alan Samuels

The Liberty Swing is a revolutionary design in play equipment for people with disabilities, allowing children in wheelchairs the opportunity to enjoy the pure fun and exhilaration of a swing.

Committee members actively work with local communities, councils and school groups to source support to offset the costs of the swings, to ensure as many swings as possible are established throughout NSW.

Show of Hearts Committee

Committee: Greg Edwards, Wayne Gobert, John Garrett, John Guthrie, Len Mauger AM and Hugo Rehesaar.

Children are granted \$5,000 per year for a maximum of three years, and committee members follow the progress of the children throughout this time. The scholarship money can include tuition fees, personal development, and purchase of training equipment, travel and accommodation.

NSW Bash Committee

Chair: Peter Hebbes AM - Committee: Stuart Telfer, Jack Cannons AM, Chris McMillan and Jodie Ross.

4X4 Challenge Committee

Chair: Peter Hebbes AM - Committee: Stuart Telfer, Jodie Ross, Victor Sheil, Roy Hart, Trevor Smith and Mark McCabe.

Newcastle Bash Committee

Chair: Bruce O'Neil - Committee: Victor Sheil, Newcastle Regional Manager, Roy Hart, Gary Smith, Kel Squire and Mark Peterson, Ex Officio: Peter Hebbes AM.

Newcastle Splash Committee

Chair: Roy Hart - Committee: Victor Sheil, Jamie Price, Keith Nott and Peter Hebbes AM, Ex Officio.

The above four Committees are responsible for the coordination and organisation of the events including all safety aspects, rules and regulations, and OH&S matters.

This includes budgets, organising the various routes each event will take, entertainment and catering. Committee members are continually looking for ways of improving and expanding Variety's motoring events.

Ladies of Variety (LoV)

President: Margaret White

Ladies of Variety is a group of women who volunteer their time working together to bring fun and enjoyment into the lives of sick, disadvantaged and special needs children. They organise weekday activities including picnic days at Special Schools, ice skating sessions, kids discos, harbour cruises, visits to Government Trust properties, MCA, Qantas Museum, Mounted Police Training Centre and the Kids Race Day.

The highlight of the year is the Children's Christmas Party at the Sydney Convention Centre where 5,000 children are entertained in spectacular fashion with rides, stage entertainment, party food, a multitude of activities and presents from Santa.

Ladies of Variety is essentially not a fundraising group though it has organised very successful Luncheons and Bridge Days to support exceptional causes. Membership involves becoming a Friend of Variety (\$40.00) or Member of Variety (\$130.00) and the only criteria is a willingness to do "what you can, when you can".

For more information please call Margaret White (0412 631 944) or Michelle at the Variety (NSW) office (9555 1688).



How we raised the money

Events (Sydney & Newcastle)

The 2006/07 year saw some new and exciting events added to the Variety calendar. Along with some of Variety's better known events, this year has been very successful in both fundraising and promoting Variety, The Children's Charity to wider audiences.

Some of this year's highlights included:

The Cherry Auction

The annual Cherry Auction at Sydney Markets raised a record-breaking \$178,000. Freshworld's Sam Agostino was crowned the 2006 Cherry King, bidding a massive \$55,000 for the first Cherries of the season. Other highlights on the day included Charlie Micali raising over \$80,000 with his Drag Racing Car and the TODAY show broadcasting live from the Auction.

Radiothon

Variety takes to the airwaves to raise money for special needs children across New South Wales. In the past two years this event has raised over \$500,000.

Australia Day Ferrython

This is one of Variety's most sought after events with only 175 tickets available to celebrate Australia Day on Sydney's magnificent harbour and be the centre-of-attention as part of the annual Sydney Festival's Ferrython. The Variety decorated ferry raced from Circular Quay and around Shark Island and crossed the finish line, the Sydney Harbour Bridge, in second place.

Variety Wharfies Lunch

2007 saw the introduction of the Variety Wharfies Lunch. All the restaurants along the Woolloomooloo Finger Wharf joined forces to put on Sydney's longest lunch. Raising over \$100,000 in its first year, The Variety Wharfies Lunch is set to become an annual fixture on Variety's calendar. Variety would like to thank the following for their support: Kingsleys, Nove Cucina, Otto Ristorante, Manta, China Doll, Salon Blanc, Aki's, BLUE Sydney and Pernod Ricard Pacific.

Young Variety's Red Light Night

Held at the award-winning Favela in Potts Point, the Young Variety supporters embraced the theme and raised a record amount for special needs children.

Newcastle Splash

Once again in February the wacky fleet took to Lake Macquarie and celebrated their fundraising ability as the armada of craft made up of basically anything that floats from luxurious cruisers, houseboats, speedboats and even 'tinnies' explored this magnificent waterway in the spirit of Variety.

Newcastle Variety Ball

A night of glitter in Newcastle's leading venue, the Western Suburbs Leagues Club. A night of celebration with great food and entertainment and this year a huge auction and a raffle with simply magnificent prizes. This all added up to be a super success, raising much needed funds for local children in need.



How we raised the money

Motoring Events

2007 NSW Variety NSW NRMA Insurance Bash "Base to Bathurst"

This year's event ran over 13 days, commencing on Sunday 5th August from the Naval Base at Garden Island in Sydney, and finishing at the Naval Base in Darwin where HMAS Bathurst was moored, hence the name "Base to Bathurst."

The Bash was launched in style and complete military precision with the Navy Band, Guard of Honour and The Minister of Defence, Dr. Brendan Nelson MP, waving the flag. If it wasn't for the amazing cooperation we received from the Navy and in particular one of our 'Bashers', who is a serving officer, Lieutenant Commander Graeme Wong, this event could not have taken place.

The Variety Bash is our largest road event where the focus is very firmly centred on safety and having fun! It started in 1985 by Dick Smith "as a drive in the outback with some mates", and 2007 saw the Bash celebrate 23 years of fun. Vehicles must be manufactured pre-June 1970. Cheating, bribery as well as underhanded dealings are encouraged! It's all in the name of raising as much money for special needs children as we can.

Just a few logistics of this year's Bash include 102 Bash Cars, 20 official vehicles, two aircraft, one helicopter and a B Double semi trailer, totalling 370 people who had a wonderful time travelling the 5,100 Ks to Darwin.

During the event participants visited 19 schools and gave away \$57,000 worth of items in appeals. In addition, all of the schools received extra gifts from the 'Bashers', such as digital cameras, sporting goods, DVD players and books.

Once again NRMA Insurance was our major sponsor, and we thank them for their continued generosity. More than 70 of their staff joined the Bash for a few days at a time.

The result was wonderful, with the event raising \$1,695,584. This money will be used towards the many Variety appeals expected during the next 12 months.

The major winners were:

| | | |
|--------------------|---------------------------------|-------------------------|
| B to B Cup | (Highest Corporate Fundraiser) | NRMA Team. |
| Chief Barker's Cup | (Highest Team Fundraiser) | Navy Team |
| Chairman's Trophy | (Highest Individual Fundraiser) | The Three Peas |
| Outright Winner | The Spirit of the Bash | The Winestone Cowgirls. |

The overwhelming consensus was this year's Bash was one of the best ever! Our thanks to the generosity of our sponsors, and our incredible participants who contributed their time, effort, dedication and not to mention money, to make it the success it was.

2007 Variety NRMA Insurance Newcastle Bash

The Newcastle Bash commenced on Sunday 20th May, travelling for seven days across outback and rural NSW, with participants visiting five schools along the way. They travelled through Coonamble, Burke, Cobar and Broken Hill, before finishing back in Newcastle for an awards dinner.

The event attracted 49 entrants and raised a tremendous \$467,156 for special needs children, which is the highest amount this event has ever raised!

The winners were:

| | |
|--|------------------|
| Highest Fundraiser – Team | Cars 280 & 280.5 |
| Highest Fundraiser – Individual | Car44 |
| Outright Winner – The Spirit of the Bash | Car 1501 |



Summary of Appeals Granted

In 2007, Variety NSW granted **455** appeals across all programs. The grants totalled **\$3,944,721**.

Approved individual appeals include:

| Organisation | Applications | Total Granted |
|---------------------------------------|--------------|---------------|
| Children's Hospital Westmead | 9 | \$22,180 |
| DADHC | 69 | \$252,206 |
| St George Hospital | 3 | \$21,805 |
| Sydney Children's Hospital, Randwick | 8 | \$22,714 |
| Sydney South West Area Health Service | 7 | \$23,415 |
| The Spastic Centre | 71 | \$375,002 |



A total of 244 appeals were granted within this program totalling \$1,095,957. Of this, \$543,951 was used to fund 89 wheelchairs and other mobility devices such as scooters and tricycles plus accessories.

Variety NSW also funded:

- \$57,704 in bathroom equipment such as commodes, bath and shower chairs.
- \$45,491 in bedroom equipment such as specialised sleeping systems, beds and mattresses.
- \$81,518 in communication aids such as vocal output devices, specialised computers and software.
- \$25,108 in feeds, incontinence aids and medical expenses.
- \$80,489 in hoists and positioning systems, which are essential items that are currently not funded through the NSW government.
- \$96,810 for vehicle modifications to allow wheelchair access as well as car seats, ramps and safety harnesses to ensure safe travel.
- \$25,250 for life-like human hair wigs for children with alopecia, who have total hair loss and often a loss of dignity.
- \$110,455 in walking and standing frames and equipment.
- A further \$29,180 was given towards other general home equipment such as feeding chairs, change tables, splints, orthotics, and portable air conditioners for children who cannot regulate their temperature.



In 2007 Variety NSW supported 53 special education and disadvantaged schools and centres with \$864,837 in play and educational equipment, camps and outings, and computers for children, including:

- \$500,000 was granted to Life Education Australia to help reclad and refurbish mobile classrooms with the latest technological resources.
- \$148,801 was granted to Pacific Flava Youth Development Services for assistance and support to Pacific and indigenous children and youth at risk, as well as disadvantaged and at risk children from all nationalities who have suffered domestic violence, abuse, neglect, abandonment, homelessness and addictions.
- \$59,718 was granted to Recreation, Sports & Aquatic Club (formerly Roselands Sports & Aquatic Club) to convert the existing gymnasium into a multi-sensory activity space to help special needs children. It will be used for music therapy, multi-sensory stimuli and specialised programs.
- \$54,327 was granted from the BASH for schools in far rural communities in NSW and Queensland, including schools that cater for disabled children. Equipment included educational and gardening equipment, shade sails and sporting equipment such as cricket and archery supplies.
- \$66,421 was granted for computers and communication devices for school use.

Summary of Appeals Granted



Variety supported NSW children's hospitals, wards and other services with urgently needed medical equipment such as incubators for sick and premature babies, ambulances and monitors. Variety also provided sensory equipment and magical gardens to aid recovery.

Grants for the Variety Children's Intensive Care program totalled \$849,111, and the distribution included:

- \$70,000 to the Children's Hospital at Westmead for a patient transport ambulance. In addition to transporting children to the hospital for treatment, it is also used to take children to follow-up clinic appointments from other hospitals, airports and homes in rural areas such as Orange, Nowra, Maitland, Newcastle, Gosford, Illawarra and Canberra. This is of particular benefit to children with special needs whose families often do not have the means to take them to the hospital for treatment.
- \$104,000 to the Children's Hospital at Westmead for the purchase of Insulin Pumps to establish a program for disadvantaged kids.
- \$180,000 to the Children's Hospital at Westmead for a Portable Echocardiograph. This state-of-the-art machine enables cardiologists to provide the most advanced patient care available, giving children in rural and outlying areas standards of medical care that might otherwise be unavailable to them.
- \$250,000 to NETS 'Moving Intensive Care for Kids' for two ambulances.
- \$60,000 for the refurbishment of a neonatal transport crib at John Hunter Hospital, Newcastle.
- \$11,000 for portable hand held capriographs.
- \$51,865 to The Sydney Children's Hospital for a Video Otoscope, Thermacot, Trolley and Electric Parallel Bars.
- \$2,850 for Neopuff infant resuscitators.
- \$15,918 for various pieces of equipment for Mt Druitt Hospital.
- \$16,995 for a Zoll defibrillator, Billibed Phototherapy Unit, DVDs and climbing toys for Lithgow Health Service.
- \$25,495 for a Brainz EEG Monitor for the neonatal unit at Westmead Children's Hospital. Each year nearly 1,200 critically ill newborn babies are admitted to Westmead Hospital, and a proportion of the ventilated babies have brain seizures. The Brainz EEG Monitor enables staff to rapidly diagnose seizures, evaluate the effect of medication and provide prompt treatment for serious brain disorders for these children.
- \$9,888 for a pressure control anaesthesia ventilator for Westmead Children's Hospital. Pressure control ventilation is frequently applied to infants and children needing mechanical ventilator support. One of its advantages is the reduction in ventilator-induced lung injury.
- \$50,000 was granted to help complete the Well Garden at John Hunter Hospital for the Fairy Sparkle Foundation.



Variety granted \$238,745 for 14 Liberty Swings now in communities across NSW including Ballina, Gosford, Gunnedah, Mosman, Kellyville, Northmead, Lakemba, Seaforth, Cessnock, Wollongong and Port Macquarie.



Variety granted \$870,783 for 11 Sunshine Coaches to schools and organisations in 2007. These included seven 12-seater coaches totalling \$362,783, and four 22-seater coaches totalling \$508,000.



Nine scholarships were granted in 2007 totalling \$25,288. Scholarships were granted across all categories including sport, arts and drama, music, academia and self-development. We have had some wonderful success stories from our 2007 scholarship recipients, including two boys going from strength to strength with their golfing prowess, and another two boys with autism improving so much with their musical abilities that they were able to stand up in front of the 400+ audience at our 2007 Heart Awards and entertain the audience with their moving rendition of 'You Raise Me Up'.

Variety's General Appeals

Variety's General Appeals support the Freedom, Future Kids and Intensive Care Programs.

During 2007 Variety received an enormous number of applications for help for individual children, groups and organisations. The requests were diverse, ranging from the relatively inexpensive, to equipment worth thousands of dollars.

All applications are evaluated by the committee members on a monthly basis, and decisions on equipment of less than \$5,000 value are finalised at the monthly meeting and ratified by the Board at its subsequent meeting.

Applications requesting more than \$5,000 that meet the committee's approval are then sent to the monthly Board Meeting for approval. All applicants (both successful and unsuccessful) are notified via mail shortly afterwards.

Letters conveying heartfelt thanks are often received from parents, and sometimes from the children who have received equipment from Variety. These are a wonderful reminder to the team of how our work can really help to change the lives of these special needs children.

Variety Freedom Program



Children with disabilities require highly-specialised equipment to help them with their daily lives. Most of them require mobility assistance of some kind so that they can gain some independence in their interactions with their family and their peers.

Many of the children who have multiple disabilities will need to be properly positioned when sleeping, sitting or bathing, and families with special needs children deal with the challenges of lifting and moving them around the house and external transportation on a regular basis.

The Variety Freedom Program provides the equipment to support such needs. We cater for their bathroom and bedroom needs through the provision of such items as commodes and electric beds. We fund basic needs such as feeds and nappies; and provide hoists and positioning systems; walkers, wheelchairs (both manual and power), vehicle modifications and even wigs for alopecia sufferers.



PAEDIATRIC MOBILITY EQUIPMENT

Phone: 1300 131 884

WHEELCHAIRS • SEATING
POSTURAL SYSTEMS • BATHROOM
MOBILITY • STANDING FRAMES

Variety Future Kids Program

The Future Kids Program helps disabled and disadvantaged children in a number of ways.

Funds are provided for equipment that will be used by more than one child, such as computers and educational equipment, as well as wheelchairs and walkers for use at school.

In addition, funds are also provided to help individual special needs children, such as those with autism, communicate with their family and environment. Children with autism tend to have more success processing information that is presented in a visual rather than verbal format, and visual communication devices such as Boardmakers can make a huge difference to their world.

When the Variety BASH visits remote centres on its annual journey through the outback, many schools receive educational, sporting and playground equipment through the Future Kids Program.

Grants this year included funding for a large obstacle course for a kindergarten, a shade cloth for the playground at a remote school, and equipment for the fit-out of a hospitality room, so children in an isolated and disadvantaged area could learn basic cooking skills.



This year the Future Kids Program funded the flights for four children and three carers to attend the Goanna Park Variety Adventure Camp, held in the Northern Territory every July.

Catering for children with special needs aged between 13 and 16, the week-long camp is a wonderful opportunity for them to gain independence and self-esteem whilst learning new skills such as abseiling and riding on the flying fox, all against the magnificent backdrop of the NT outback.

Christmas should be a time of happiness, and if you have ever been to one of Variety's Children's Christmas parties, you would see the absolute joy on the face of each and every child. The Future Kids Program grants the money for this marvellous celebration.



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Variety Children's Intensive Care



Variety proudly supports children's hospitals in Australia, providing funding for urgently needed equipment. Variety pays for the purchase of equipment, ensuring that the money we provide is directed where it is most needed.

This year money has been spent on equipment as diverse as incubators, monitors and ambulances, as well as a mobile electrocardiograph to help sick and disadvantaged children in NSW.

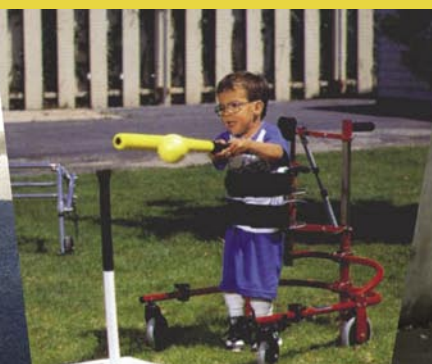
Variety has been contributing to the Myoelectric Hand Program at The Children's Hospital at Westmead for more than 20 years, and is proud to again contribute to this program.



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Show of Hearts Scholarship

The Show of Hearts concept was developed in 2006 to foster talent in sports, arts, drama, music, academia and self-development for children who are sick, special needs and/or disadvantaged, and are already showing success in their chosen area.

The children also need to fit into Variety's selection criteria in that they are physically or intellectually challenged due to illness or disability, or disadvantaged due to socio-economic conditions or geographical isolation, and be aged up to 19 years.

To be eligible for selection, the children need to show a passion and commitment towards their goal, and also demonstrate that they have already taken steps to achieve their goal.

Children are granted a maximum of \$5,000 per year for a maximum of three years, and the committee members follow the progress of the children throughout this time. The scholarship money can include tuition fees, personal development, and purchase of training equipment, travel and accommodation.

Current recipients include scholarships for golfing, lawn bowls, piano, singing, swimming, athletics, photography, water skiing, horse riding and ice skating, and these very talented young Australians have all benefited from the Show of Hearts program.

Two recipients have a passion for music and singing. They are students from Cromehurst Special School. This school caters for the individual needs of approximately 55 students aged between 4 and 19. All of the students have a moderate to severe intellectual disability and many also have a physical impairment.

Ms Rita Geddes, a teacher at Cromehurst specialising in art and music best explains what the Scholarship means for its recipients. The following is an excerpt from the speech she gave at the Heart Awards.

"At Cromehurst we measure our achievements in very small steps but every day there is something to celebrate and as a valued team member you deserve to share in the celebration.

Variety calls itself "The Children's Charity" but to us it is so much more. Not only do you raise money to help support our programs, but through the Ladies of Variety, many people give their time and effort to support our kids directly, giving our students wonderful experiences and opportunities to practice their skills outside the school environment.

Music is a very important part of the Cromehurst program. Music speaks a common language experienced through all our senses and accessible to all. Over the years, Variety has supported the music program by donating a piano and a keyboard and this year an amazing sound system has been purchased and installed in the school hall through the Show of Hearts Scholarship program.



I would like to introduce the Scholarship recipients, George and Neil. George Mahadevan is 18 years old and is in year 12 and Neil Doland is 16 years old and is now in year 10.

These two outstanding young men love music, and love to dance and sing. Both George and Neil have autism and experience severe communication difficulties with both their receptive and expressive language.

Music is a way in which they can experience the world fully and a way in which they can express themselves fully.

Neil simply couldn't learn the words of his school captain's acceptance speech until we had the inspiration of setting the words to music and then Neil was off and running.

George has poor muscle tone and it is difficult for him to use his diaphragm to support his breathing to sing but with the help of a wonderful mentor, Show of Hearts committee member John Garrett, both boys have worked very hard to overcome their difficulties.

George and Neil represent all the students of Cromehurst and all the children who have benefitted from the hard work of Variety."



Sunshine Coach Program

Variety brings sunshine to the lives of thousands of children through its Sunshine Coach program. Children in some of our communities do not have access to wider environments, and through either disadvantaged circumstances or health issues, cannot be taken to extra-curricular activities including sporting lessons, educational programs, holidays and excursions.

During 2007, 11 Sunshine Coaches were granted in NSW to schools and care groups who cater for special needs and disadvantaged children. Of these 11 coaches, four were 22-seaters, and seven were 12-seater coaches, totalling more than \$870,000.

These went to:

Ways Youth Service, Bondi
Fairfield Cabramatta PCYC, Cabramatta
Goodooga Central School, Goodooga
Fisher Road Special School, Dee Why
Bourke High School, Bourke
Little By Little (related charity of Kurrambee Special School), Werrington
Warrah School, Dural
Para Meadows Special School, Wollongong
Budgewoi Public School, Budgewoi
The Hills School P & C, Northmead

Variety offers 12-seater and 22-seater coaches, which, depending on the needs of the children using the buses, can be modified with wheelchair access.

In principle, we request that organisations fund two-thirds of the cost of the coach, and Variety funds the balance. We understand that sometimes organisations cannot raise the two-thirds of the funds required, and Variety can accept a lesser contribution in these cases.

The steps involved:

1. The organisation fills out a Variety application form (available on line: www.varietynsw.org.au - and click on Sunshine Coaches)
2. The application is tabled at the next monthly Sunshine Coach committee meeting, where a committee member is assigned to work with the organisation
3. The committee member will visit the organisation for a "meet and greet", discuss finances and also fill out an extensive evaluation form
4. The committee discusses the application and, if it is satisfied that the organisation is a suitable recipient for a Sunshine Coach, the application will be presented to the NSW Variety Board at the next meeting.
5. Once approved, and the money is received from the organisation, the Variety office will order the coach, including wheelchair conversions if necessary, and also organise the sign writing. The Coach will be registered in the name of the organisation.
6. Once the organisation has the Coach, Variety will liaise with the organisation for an official presentation and local publicity.

We recently received a letter from the assistant principal of a school that received one of our Sunshine Coaches this year. His words really tell the story and are included here.



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WERRINGTON NSW 2747

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FAX: 02 9623 1335

Principal : ALLEN J. CULLEN

Mr Geoff Davis
Sunshine Coach Chairman
Variety, the Children's Charity
PMB 1044
Rozelle NSW 2039

Dear Geoff

The generosity of The Variety Club in providing the students of Kurrabee School with a new bus has yielded immediate benefits that are practical and manifest. All our students face the daily challenge of living with disabilities, compounded in many cases by economic disadvantage. Opportunities to engage in experiences many of us take for granted are therefore considerably limited.

Recently sixteen of our Senior students boarded our new Sunshine Coach and headed to Port Stephens for a three day camp. A number of them had never before been away from home, and their parents had rarely enjoyed respite from the demands inherent in their role. The image of a fifteen year old Autistic boy waving excitedly at his tearful mother through the back window will live long in the memory! The group enjoyed a dolphin spotting cruise, bushwalks, and a trip across the sand dunes at Stockton. One young girl had never been to a beach. She ran barefoot through the waves for over an hour, somehow managing to avoid the numerous bluebottles! She is already looking forward to our 2008 camp.

Community Access programs throughout Kurrabee are the cornerstone of our curriculum. The acquisition of the bus has allowed us to expand these activities, and our students are reaping the benefit of implementing social and academic skills in a rich variety of settings.

On behalf of the students, parents and staff of the Kurrabee School community I wish to convey heartfelt thanks to all who played a part in the provision of this vital resource.



Yours sincerely

Greg Hunt
Assistant Principal
16th October 2007

22 OCT 2007

Variety Liberty Swings Program



Visits to the local playground as a child are cherished memories for most of us; however, the simple pleasure of swinging through the air was never an option for children in wheelchairs until Wayne Devine invented his Wheelchair Swing.

The Liberty Swing is a revolutionary design in play equipment for people with disabilities, allowing children in wheelchairs the opportunity to enjoy the pure fun and exhilaration of a swing.

Until you actually witness the utter delight in these children's faces, you cannot believe what a difference these swings make. Being constantly in a wheelchair or other mobility device, these children have never had the feeling of being weightless, and the whole experience is unlike anything they have ever experienced before.

Variety champions this wonderful invention and aims to install Liberty Swings into as many communities and special schools as possible.

The Liberty Swing committee actively works with local communities and councils and school groups to source support to offset the costs of the swings, to ensure as many swings as possible are established throughout NSW.

Swings installed this year include:

- Parkes Shire Council, Parkes
- Tallowood Special School, Kellyville
- The Hills School, Northmead
- Malkara Special School, Queanbeyan
- Ballina Council, Ballina
- Carolyn Chisholm Special School, Padstow
- Carenne Public School, Bathurst
- Hallinda School for Special Education, Whaylan
- Cessnock Council, Cessnock
- Lake Macquarie Council, Speers Point, Port Stephens
- Waverley Council, Bronte Park, Bronte
- Wollongong Council, Wollongong Botanical Gardens, Wollongong
- Lucas Gardens School, Canada Bay and Truscott Street Primary School are still to be installed

A portable Liberty Swing was also purchased, and this will be utilised at a number of Variety events throughout the year.



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National Giving Day Grants

Recreation, Sports and Aquatic Club (RSAC)

This group has been providing sport and recreation activities for special needs children for 20 years. RSAC has been given space by Bankstown Sports & Social Club to convert to a multi-sensory activity space. The space will be utilised for music therapy, multi-sensory stimuli and specialised programs and will be used for pre-schoolers, after school activity programs, music therapy sessions, vacation programs and many others. At least 40 children each week will benefit from the centre.

National Giving Day Grant of \$59,718

Life Education Australia

Life Education (LE) programs motivate, encourage and empower young people (primary school children) to make smart life choices for a healthy future, free from the harms associated with drug misuse. The interactive programs link directly to school curricula and provide high quality drug education that impacts on life skills, attitudes and values for children. The programs reach 350,000 children in 1600 primary schools across NSW. Life Education Mobile Classrooms need to be re-equipped with the latest technology and reclad to provide an exciting environment for the children. Total cost of refurbishment is \$1.6 million and \$500,000 is being provided by Variety to assist with this.

National Giving Day Grant of \$500,000

Children's Hospital Westmead – Insulin Pump Therapy Program (IPT)

Children with type 1 diabetes (insulin dependent) must inject themselves with insulin at least four times every day. The consequences of type 1 diabetes if not properly managed can be quite devastating, causing hypoglycaemia and can lead to blindness, amputations and permanent neurocognitive impairment. IPT is a rapidly emerging technology that offers major benefits in the management of type 1 diabetes in children of a very young age or with very unstable diabetes. The program aims to purchase 12 pumps. During 12 months of IPT, diabetes control can be stabilised and secondary means of accessing an ongoing pump can be pursued.

National Giving Day Grant of \$104,000

Children's Hospital Westmead – New Patient Ambulance

The Patient Transport Ambulance is used to transport children to the hospital for treatment and follow up clinic appointments from other hospitals, airports and homes in rural areas of NSW and ACT. It is of particular benefit to children with special needs whose families often do not have the means to take them to the hospital for treatment. The ambulance undertakes approximately 270 transports each year. The funding covers vehicle replacement and partial fit-out (some fittings in the current vehicle are transferable).

National Giving Day Grant of \$70,000

Children's Hospital Westmead – Portable Echocardiograph

Heart disease in children occurs in about 1 in 100 children. Some diseases require no intervention but around 1000 neonates are born each year in Australia with critical congenital heart disease. Echocardiography is the principal investigative tool used in congenital heart disease management and the main investigative tool pre-operatively in more than 60% of surgical or catheter cases. Additionally it is integral to cardiac surgical intraoperative assessment and forms a mainstay of routine long term follow-up. The Cardiology Department needs to replace its current 10 year old system with a new portable echocardiography ultrasound system. Upgrading this equipment will provide clearer images of paediatric patients enabling the cardiologists to provide the most advanced patient care available. The remote clinical program sees over 1200 children in NSW each year.

National Giving Day Grant of \$180,000

Pacific Flava Youth Development Service

Pacific Flava provides assistance and support to Pacific and Indigenous children and youth at risk, as well as disadvantaged and at risk children from all nationalities who have suffered domestic violence, abuse, neglect, abandonment, homelessness and addictions. It is based in Blacktown and its mission is guided by Peace, Love and Unity. It provides a range of programs to assist young people to develop self-esteem and provide them with positive tools to enhance their coping mechanisms and make positive choices in life. Story-telling through film and music is an important part of therapy. The funding will fully equip a Music and Film Studio to extend the therapy work.

National Giving Day Grant of \$148,801

NETS (Neonatal & Paediatric Emergency Transport Service)

The NETS Ambulance is used as part of a retrieval plan to transport children to hospital. This may involve transport including helicopter, aeroplane and ambulance. Two fully equipped NETS ambulances – one for the ACT and one for the Newcastle region totalling \$250,000 will provide for a wider coverage of emergency for children in regional New South Wales.

National Giving Day Grant of \$250,000



Total of National Giving Day Grants: \$1,312,519

Sponsor Recognition



NOVE CUCINA



OTTO RISTORANTE



Testimonials

Sydney Convention and Exhibition Centre is very proud to support Variety, a fantastic organisation which provides a vital support network to special children.

Each year around 5,000 children attend the annual Variety Kids Christmas Party at the Centre.

The scale and specific requirements of this event are considerable and we're delighted that our venue, with its convenient location, single level layout, wheelchair access and huge indoor space, can play a part in making this special day a great success – rain or shine!

The issues and needs that Variety addresses are very

important to all of us at the Centre, making this event one of the most significant on our calendar.

We are delighted that our internal resources and our alliances with expert suppliers can help Variety to achieve its vision of delivering a very special Christmas celebration for so many children.

We look forward to hosting another successful, fun-packed party this year on December 12.

Ton van Amerongen
Chief Executive
Sydney Convention and Exhibition Centre

Variety, The Children's Charity has a big family of dedicated workers and generous contributors. Nightingale Wines is privileged to be a member of this great wide reaching family that does great things for children with disabilities.

Gail, my wife, was the lucky winner of an entry to the 2006 Newcastle Variety Bash after purchasing it at a charity auction. She insisted I join her on the Bash. We were generously given a car by former Chief Barker, Kevin Barry to go on the trip around NSW, visiting children in schools and hospitals who had a disability. The donations by the charity to assist these children were enormous.

From that time on, we have become more motivated to play our part in Variety. Gail bought an HR Holden from Moree. Noel 'FIG' Cornish, another generous Variety family member, prepared the car for the 2007 Newcastle Bash. Andrew 'THE RAT' Crain, from Gold'n'Tint decorated the

car with all Nightingale Wines signs and pictures. The effort of these two good guys saw our car win the "Best Presented Car of the Bash".

Fundraising has started in earnest for the 2008 Newcastle Bash with the instillation of a Variety Club Wishing Well at Nightingale Wines vineyard in Broke. We invite fellow Bashers and Variety Club supporters to visit us at the vineyard, where you can make a wish to help children in need and maybe taste some good wine too!

Gail and I are looking forward to the 2008 Newcastle Variety Bash and SPLASH to renew acquaintances, be with friends and help raise money for Variety, the Children's Charity. I commend the charity to you.

Paul Nightingale
For Gail and Nightingale Wines

Throughout our long history, the NSW Chamber and the Sydney Markets family have been involved in many charity fundraising activities. There are our regular activities such as our annual Cherry Auction, now in its 18th year, our industry Race Days and our Dinner Dances, plus numerous special activities to help those in need.

Our charitable initiatives involving kids are very special. This is with good reason because children are least able to fend for themselves and inevitably are in difficult situations through no fault of their own. It is these disadvantaged and disabled kids who most need our support.

This alone is a strong incentive for us to support Variety and the excellent work they do. However, it is more than that, because involvement with Variety means joining in partnership with a group of enthusiastic and dedicated people who really enjoy raising funds and helping kids. It is a partnership based on friendship, mutual respect and commitment that has seen our charity activities like the Cherry Auction and our Hot to Trot nights go from strength to strength.

Colin Gray, Chief Executive Officer
The NSW Chamber of Fruit And Vegetable Industries Inc



Financial Summary

Income Statement

for the year ended 30 September 2007

| | 2007 | 2006 |
|---|------------------|------------------|
| | \$ | \$ |
| Income | | |
| Fundraising income | 4,521,957 | 4,893,179 |
| Grant income | 761,665 | 393,275 |
| Other income | 328,523 | 358,219 |
| Total Revenues | 5,612,145 | 5,644,673 |
| Expenses | | |
| Cost of fundraising | 2,022,232 | 2,661,424 |
| Administration costs | 588,173 | 448,920 |
| Total Expenses | 2,610,405 | 3,110,344 |
| Profit before appeals granted and income tax | 3,001,740 | 2,534,329 |
| Appeals granted | 3,545,988 | 3,093,149 |
| Net loss for the period | (544,248) | (558,820) |

Balance Sheet

as at 30 September 2007

| | 2007 | 2006 |
|--------------------------|------------------|------------------|
| | \$ | \$ |
| ASSETS | | |
| Current Assets | 3,002,461 | 4,049,609 |
| Non-current Assets | 866,909 | 862,196 |
| TOTAL ASSETS | 3,869,370 | 4,911,805 |
| LIABILITIES | | |
| Current Liabilities | 1,954,187 | 2,462,278 |
| Non-current Liabilities | 15,881 | 5,977 |
| TOTAL LIABILITIES | 1,970,068 | 2,468,255 |
| NET ASSETS | 1,899,302 | 2,443,550 |
| EQUITY | 1,899,302 | 2,443,550 |

Financial Summary

Fundraising information and administration costs

| | 2007 Total Income \$ | 2007 Direct Expenses \$ | 2007 Net Income \$ | 2006 Net Income \$ | 2005 Net Income |
|---------------------------------------|----------------------------|-------------------------------|--------------------------|--------------------------|--------------------|
| Fundraising information | | | | | |
| A.C.N | 15,364 | 2,244 | 13,120 | 26,848 | - |
| BICSI | 5,159 | 786 | 4,373 | 26,227 | 8,765 |
| Cherry Auction | 196,501 | 33,074 | 163,427 | 65,830 | 61,990 |
| Ferrython | 12,170 | 31,986 | (19,816) | (6,576) | - |
| Good Will Week | 11,000 | 325 | 10,675 | 9,896 | - |
| Hot to Trot | 100,685 | 50,146 | 50,538 | 48,837 | 41,945 |
| JR Turk | 11,430 | 1,127 | 10,302 | 15,629 | - |
| Kids Christmas Party | 166,185 | 281,551 | (115,366) | (84,723) | (27,066) |
| LoV | 34,442 | 21,631 | 12,812 | 17,615 | 9,940 |
| Melbourne Cup | 144,949 | 101,399 | 43,551 | 50,420 | 76,209 |
| Newcastle Bash | 619,927 | 152,771 | 467,156 | 339,609 | 234,398 |
| Newcastle Splash | 67,379 | 25,996 | 41,383 | 51,094 | 50,837 |
| NSW Bash | 2,479,671 | 784,088 | 1,695,584 | 1,688,436 | 1,896,740 |
| Putt Putt | 18,357 | 14,572 | 3,786 | 8,700 | 14,563 |
| Radiothon | 193,639 | 25,560 | 168,078 | 266,179 | - |
| Spring Ball | 47,772 | 19,180 | 28,592 | 42,399 | 24,750 |
| Top Gear | 7,540 | - | 7,540 | 6,483 | 6,465 |
| Wharfies Lunch | 199,766 | 111,418 | 88,347 | - | - |
| Young V | 51,159 | 33,730 | 17,429 | (4,134) | 7,364 |
| 4 x 4 Challenge | - | - | - | 13,409 | - |
| Circus Spectacular | - | - | - | 77,658 | 77,811 |
| Heart Awards | - | - | - | 84,220 | 37,029 |
| Other Fundraising Income | 138,862 | - | 138,862 | 220,186 | 479,218 |
| Unallocated Event Expenditure | - | 330,648 | (330,648) | (732,490) | (439,787) |
| Total contribution from events | 4,521,957 | 2,022,232 | 2,499,725 | 2,231,752 | 2,561,171 |
| Contribution towards grants | | | 761,665 | 393,275 | 367,366 |
| Other income | | | 328,523 | 358,219 | 534,792 |
| Administration costs | | | (588,173) | (448,917) | (478,341) |
| Profit before grants | | | 3,001,740 | 2,534,329 | 2,984,988 |
| Grants expense | | | (3,545,988) | (3,093,149) | (3,147,289) |
| Loss before income tax | | | (544,248) | (558,820) | (162,301) |

Key Fundraising Ratios – 5 Year Trend

| | 2007 \$ | 2006 \$ | 2005 \$ | 2004* \$ | 2003 \$ |
|---|------------|------------|------------|-------------|------------|
| Total costs of fundraising & donations | 2,022,232 | 2,661,424 | 2,221,742 | 3,200,954 | 2,131,470 |
| Gross income from fundraising & donation | 4,521,957 | 4,893,179 | 4,782,913 | 8,032,598 | 3,642,988 |
| | 45% | 54% | 47% | 40% | 59% |
| Net surplus from fundraising & donations | 2,499,725 | 2,561,171 | 2,561,171 | 4,831,644 | 1,511,518 |
| Gross income from fundraising & donations | 4,521,957 | 4,893,179 | 4,782,913 | 8,032,598 | 3,642,988 |
| | 55% | 46% | 53% | 60% | 41% |
| Total costs of fundraising & donations | 2,022,232 | 2,661,424 | 2,221,742 | 3,200,954 | 2,131,470 |
| Total expenditure | 6,156,393 | 6,203,493 | 5,847,372 | 7,131,823 | 4,673,228 |
| | 33% | 43% | 38% | 45% | 47% |
| Total costs of fundraising & donations | 2,022,232 | 2,661,424 | 2,221,742 | 3,200,954 | 2,131,470 |
| Total income received | 5,612,145 | 5,644,673 | 5,685,071 | 8,668,466 | 4,162,279 |
| | 36% | 47% | 39% | 37% | 51% |
| Total cost of administration | 588,173 | 394,298 | 478,341 | 765,305 | 404,787 |
| Total income received | 5,612,145 | 5,644,673 | 5,685,701 | 8,668,466 | 4,162,279 |
| | 10% | 7% | 8% | 9% | 10% |

* 2004 Financial Year was 15 months & included 2 Bashes

Variety Wish List

- \$60,000 22-seater Sunshine Coach
- \$45,000 12-seater Sunshine Coach
- \$23,000 Liberty Swing
- \$13,818 Power wheelchair
- \$10,000 Vehicle modification to enable a wheelchair to be safely installed in a van
- \$5,581 Lecky Squiggles standing frame
- \$4,776 Manual wheelchair
- \$4,245 Meywalk MK3 walker with anti tips
- \$3,753 Shower commode
- \$2,293 Columbia car seat
- \$1,837 Electric hi-lo bed
- \$1,505 Gastrostomy feeding for one year
- \$699 Boardmaker



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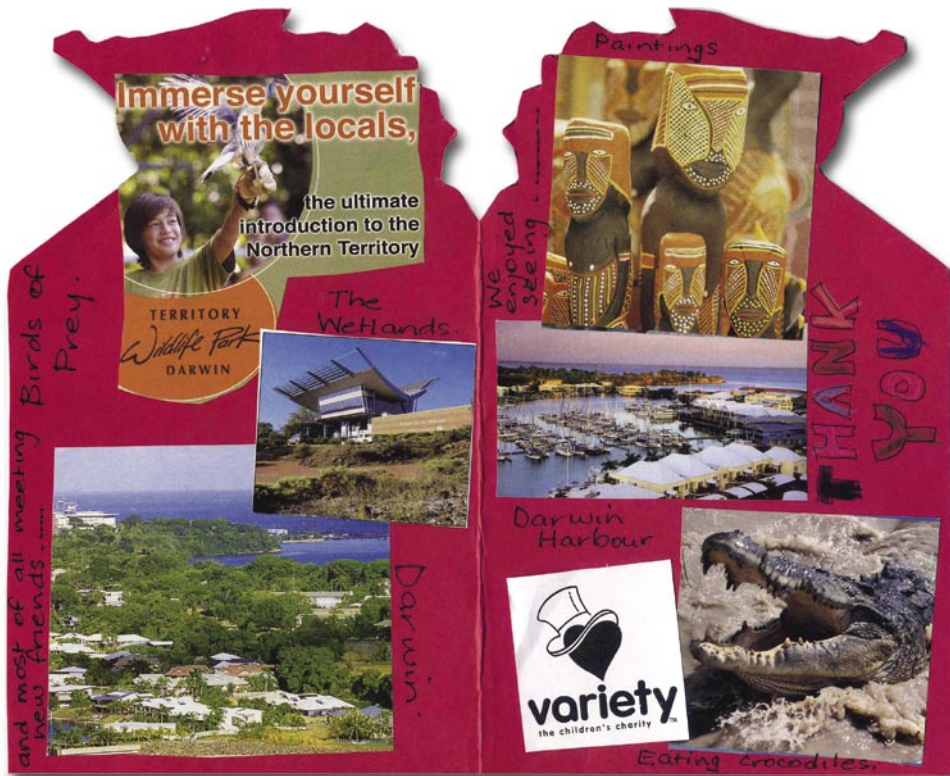
I would like to pledge:

- Variety Kid's Christmas Party \$200
- Camp child sponsorship \$2,000
- Other: please refer to Wish List above

Donation: \$ _____

Every donation will help Variety bring sunshine into the lives of sick and disadvantaged children throughout New South Wales.

A heartfelt thanks



Variety acknowledges the support of

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