



Annual Report

2008



Helping Australian children in need.

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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.

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 business 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.



A Message from the Chief Barker

I am pleased to report on behalf of the Crew of Variety, the Children's Charity, Tent 56 of the progress and developments for the financial year ending 30th September 2008.

Financials

This year was difficult in terms of fundraising but none the less culminated in a healthy result of approximately \$5.1M gross income. Appeals approved totalled approximately \$2.6M. This is a positive net result after Appeals of \$187,566.

Income for the year was down against budget in almost all events. Notwithstanding, the NSW Bash generated a net income of \$1.9M which was an excellent result.

Fundraising

The year saw a continuance of income dependence from events. Implementation of diverse revenue streams was given high priority during 2008. In the later part of the financial year Tent 56 launched "Planned Giving" and Bequests and Donor Acquisition (direct mail) programs. These were supported by a structured program of requests to charitable foundations.

Whilst these programs are in their infancy there is commitment to their ongoing support and development as they have the ability to generate a continual passive donation stream.

Appeals

Variety Tent 56 is proud to continue the support of children and children's institutions via our appeals process. As you are aware appeals are channelled through the following areas: Freedom Program, Future Kids Program, and Caring For Kids Program.

Each of these programs has their own committee and chairperson who dedicate their time to ensure that all appellants are treated with respect and confidentiality.

I thank all committee members for their efforts and in particular acknowledge the diligence shown to working within budgets and to meeting the needs of as many children as possible.

General Committees

Variety Tent 56 operates via a number of committees that are integral to the success of the Tent. These committees operate outside of the appeals committees. In particular, acknowledgement and thanks to our Newcastle Regional Committee for the work they do in the Hunter region; the hard working and dedicated Ladies of Variety, who arrange outings and entertainment for the children of Variety on a monthly basis and of course the annual Variety Children's Christmas Party.

The Young Variety Committee, consisting of Variety supporters

under the age of 35, arrange their own fundraising events and through some very innovative ideas generate funds for Variety and fun for their participants.

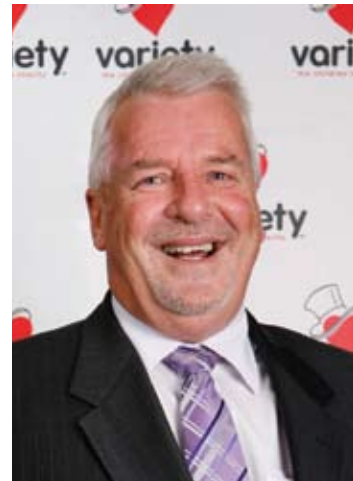
Tent 56 Crew

During the year a number of changes took place within the Crew. These centred on Crew member resignations for various reasons. To those Crew members who stood down during the year I acknowledge their input and commitment.

To the Tent 56 Crew: Jack Cannons AM, Geoff Davies, Allan Edworthy, Peter Hebbes AM, Gabriella Horak, Frances Martin, Amanda Mead, Bruce Newey, Tony Newham, Barry Newman, Duncan Ross and David Small, I thank you for your support. All the time and effort you dedicated helped to make Tent 56 a leading Tent in the Variety world and set the path for our future and the future of the children and their families who look to Variety for support.



Greg Edwards
Chief Barker, Tent 56



From the CEO

The 2008 financial year for Variety, the Children's Charity (NSW) has been rewarding in terms of appeals and experiences provided to children in need, whilst at the same time a challenge for fundraising. Gross revenue was down on 2007 financial year \$5.06M vs \$5.6M in 2007. The result culminated in a positive outcome of \$187,566 as compared to losses of just over \$500,000 for the previous two years.

Why is this? As the financial year progressed the pool of disposable income for corporate spend reduced. The flow-on effect was seen in our fundraising with across the board lower than normal attendance at events. This phenomenon reinforces the move that Variety is making to secure a larger percentage of our future revenue via planned giving and foundation grants. This year just over \$2.5M was granted in Appeals which is an excellent result, given the backdrop of a lower revenue base. I would like to mention two very unique Appeals:

The Newcastle Bash had extra special stops on its journey. Variety, with the assistance of Dr Paul Craven from the Neo Natal Unit at John Hunter Hospital, delivered 17 'Baby Annie' resuscitation dolls to regional hospitals on the Bash route. These Baby Annie dolls enable doctors, midwives and hospital staff to undergo infant resuscitation training and practice on life-sized baby dolls. For the first time there will be a permanent resource for local and rural NSW hospitals to train staff for emergency situations.

A partnership Variety formed with the Lake Macquarie City Council has seen the commissioning of the Variety All Abilities Playground at Speers Point Park, Lake Macquarie. This purpose-built playground is designed to cater for children of all abilities and all ages enabling them to play together. The unique concept is an ongoing project with Stage One now complete.

2008 New Initiatives

The recruitment in late January of a full-time fundraising staff member was paramount to embracing planned giving. The focus has been to implement Regular Giving through what we called the "Heartbeat Program", working with trusts and

foundations to secure funding and undertake donor acquisition.

In February, Variety (NSW) launched a new website which is part of a national site. The website facilitates online donations and registration/bookings for events. The quarterly Variety newsletter moved to an electronic format. The E-newsletter has drawn more traffic to the Variety website facilitating more interaction.

A national toll free number, 1300 4 VARIETY was activated in March promoting a national look and feel for Variety.

Tent 56 played a lead role in initiating several national outcomes; development of the Challenge Program brochure, development of a brochure template for Regular Giving and Bequests and creation of a standard set of appeal forms.

One radio and two television commercials were produced on a cost share basis across Tents in which long-time Variety supporters Michael Caton and John Paul Young were featured. Four television channels and three radio stations have aired these at no cost.

2008 Event Highlights

The highlight event of the year was the Variety Children's Christmas Party which attracted almost 5,000 children. It was hosted by the amazing Ladies of Variety with assistance from volunteers, corporate supporters and Bashers.

Tent 56 commenced 2008 with the iconic Ferrython race held on Australia Day; you may have seen all the media coverage especially as the Variety ferry was the race winner!

Other events included "Hot to Trot" held in association with our great supporters the Sydney Markets, the Variety Splash, Corporate Golf Days hosted by Fujitsu and Laminex, Variety Wharfies' Lunch, and the highly successful Newcastle and NSW Bash events. I was fortunate enough to spend time with the incredible Bash family on both these events and enjoyed seeing the looks of joy on the faces of the children we visited.

International Convention

Tent 56 was well represented with more than 20 members and supporters attending the 2008 annual Variety International Convention held in Auckland.

There are always several Variety International Awards for Tents to showcase their work. Tent 56 was recognised for its achievements with the following awards: Sunshine Coach

Award, Mobility Program Award (inaugural award) - a very special thank you to the volunteer Committees who support the work in our provision of mobility appeals and Sunshine Coaches, Corporate Supporter Award (Sydney Convention & Exhibition Centre), Mort Sunshine Award – Publication (Tent 56 2006 Annual Report).

In addition, a Presidential Citation was presented to long-time supporter John Paul Young.

Tent 56 along with Tent 78 Tasmania, Tent 75 South Australia and seven other Tents were Heart Award finalists. The Gold Heart Award was won by Tent 75 South Australia – a wonderful result for an Australian Tent!

Life Members

Two life members were inducted in the past year. In December 2007 Margaret Kench was recognised for her long-time support of Variety, particularly her work with the Ladies of Variety for the past 15 years.

At the Newcastle Bash Reunion in early August I was very proud to announce the awarding of Life Membership to Roy Hart. Roy's involvement with Variety started in 1990 as a NSW Bash entrant. He has continued involvement in the NSW and Newcastle Bash, Splash and most recently was Chair of the Newcastle Committee. Variety could not continue helping children in need without our Sponsors, Supporters, the incredible Bash community, Volunteers and Committee Members – thank you to all involved.

I acknowledge the support and work of Variety (NSW) staff and I sincerely thank the amazing Crew Members led by Chief Barker, Greg Edwards. They have worked closely with staff and corporate supporters to ensure Variety's work for children in need continues.

Together we contribute to make a difference to children across Australia, for that you should all stand tall.



Chris McMillan - Chief Executive Officer
Variety, the Children's Charity (NSW)



2008 Crew Members

In office as at 30th September 2008.



Greg Edwards

Chief Barker Tent 56, 2008
Tent 56 National Board Representative
Chair National Appeals Committee
Motoring Events Committee NSW



Allan Edworthy

Chair Variety Scholarships Committee
General Appeals Committee



Bruce Newey

Company Secretary
Liberty Swings Committee
Motoring Events Committee NSW



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
Motoring Events Committee NSW



Peter Hebbes AM

Chair Motoring Events Committee NSW
Newcastle Bash Committee



Tony Newham

New Revenue Committee



Gabriella Horak

New Revenue Committee



Barry Newman

Chair Events



Geoff Davis

Chair Sunshine Coach Committee
Motoring Events Committee NSW



Frances Martin

New Revenue Committee
Young Variety Committee involvement



Duncan Ross

Chair New Revenue Committee



Amanda Mead

Chair General Appeals Committee
New Revenue Committee



David Small

Dough Guy (Treasurer)
New Revenue Committee
Sunshine Coach Committee

Committees

Newcastle Regional Committee

Chair: Laurie Reiffel, Vice Chair: Tony Tamplin, Secretary: Alison Sellers, Treasurer: Mark McCabe, Committee: Mal Read, Trevor Smith, Mark Burrows.

General Appeals Committee

Chair: Amanda Mead (long-time Chair Jenni Elliott resigned from the position in July 08).

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

The General Appeals Committee supports children through the provision of equipment requested by special needs children, organisations and hospitals. The Committee meets on a monthly basis to consider applications and make recommendations for grants of equipment. The equipment granted includes manual and electric wheelchairs, walking frames, special beds, bathing apparatus, 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, Kathy Robinson and David Small.

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 2008, 13 Sunshine Coaches totalling more than \$745,000 were granted in NSW to schools and care groups who cater for special needs and disadvantaged children.

Liberty Swings Committee

Chair: Alan Samuels

Committee: Bruce Newey, Russell Irving

The Liberty Swing is a revolutionary Australian 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 cost of the swings, thereby ensuring as many swings as possible are established throughout NSW.

Variety Scholarships Committee

Chair: Allan Edworthy

Committee: John Garrett, John Guthrie, Len Mauger AM and Hugo Rehesaar.

We are very proud of our Scholarships where children from disadvantaged backgrounds (either economic or isolated) or special needs children showing talent and potential in their area of interest may apply for scholarships for up to \$5,000 per year for a maximum of three years. The money can include tuition fees, training equipment, travel and accommodation.

NSW Bash Committee

Chair: Peter Hebbes AM

Committee: Stuart Telfer, Jack Cannons AM, Geoff Davis, Bruce Newey, Greg Edwards, Chris McMillan, Jodie Campbell, Karen Lahood

4x4 Challenge Committee

Chair: Peter Hebbes AM

Committee: Stuart Telfer, Jack Cannons AM, Geoff Davis, Bruce Newey, Greg Edwards, Chris McMillan, Victor Sheil, Roy Hart, Trevor Smith, Mark McCabe, Jodie Campbell, Karen Lahood

Newcastle Bash Committee

Chair: Mal Read

Committee: Victor Sheil, Roy Hart, Mark Peterson, Ken Blundell, Peter Hebbes, Stuart Telfer

Newcastle Bash/Splash Committee

Chair: Mal Read

Committee: Mark Petersen, Roy Hart, Ken Blundel, Gary Smith, Victor Sheil

Young Variety Committee

Chair: Dom James

Young Variety is a social networking group that engages young people through regular events and internet correspondence to support Variety's special needs children. Over the last 5 years, Young Variety has raised funds utilising a fresh new approach to events and fundraising initiatives. They plan to develop their supporter base significantly over the next 5 years.

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 (9819 1019).



How we raised the Money - Events

Sydney & Newcastle

The year saw some new and exciting Variety events added to Sydney's social calendars! Our inaugural "Variety of Chefs" emerged wowing crowds and targeting a brand new audience. Then the 2nd Annual Variety Wharfies' Long Lunch once again made its mark with outstanding food and fashion showcased along the entire length of Woolloomooloo wharf!

Some of this year's highlights included:

The Cherry Auction

This year had an added element with Jimmy Barnes proudly carrying in the first box of cherries to launch cherry season. Mr Nick Moraitis of Moraitis Wholesale was the highest bidder at \$35,000 and crowned Cherry King. With a live cross to the 'Today Show', there was plenty of enthusiasm and excitement. Thank you to everyone at Sydney Markets for your ongoing support.

Australia Day Ferrython

The Variety decorated ferry raced from Circular Quay and around Shark Island to cross the finish line under the Sydney Harbour Bridge FIRST at this year's Australia Day Ferrython! Channel 7 was on board to capture all the colour and action. This is one of Variety's most sought after events during the Sydney Festival with only 175 tickets available to celebrate Australia Day on Sydney's magnificent harbour.

Variety of Chefs

The inaugural Variety of Chefs, Sydney's newest gourmet red carpet gala dinner, was an event like no other that Variety has conducted. The combination of Celebrity Chef Benjamin Christie with the Fifteen Foundation junior chefs proved a hit as the delighted audience watched their culinary creations on stage. Deborah Thomas as the MC led the audience through an evening which also included a sensational opening dance sequence and an exclusive fashion show. It was truly a magical addition to Variety's repertoire of events.

The Variety Indian Himalaya Trek

Another new event was the Variety Indian Himalaya Trek a 14-day round trip with highlights including a hands-on community project in Manali, followed by an exhilarating trek in the verdant Hampta Valley. The Trek brings together like-minded supporters to make a difference to the lives of children with special needs, whilst undertaking a once in a lifetime trek surrounded by some of the world's most breathtaking scenery. Variety partnered with the experienced team at World Expeditions to create this amazing experience. There are some exciting developments for 2009 with a trip planned to Vietnam!

Variety Wharfies' Long Lunch

In its second year, the Variety Wharfies' Long Lunch was another big hit consolidating its reputation as the only long lunch in town. Every restaurant along Woolloomooloo Wharf opened exclusively for Variety serving delicious four course meals. Highlights included real life 'wharfies' handing out "Variety Wharfies Long Lunch" newspapers as they led models wearing Camilla Frank's designs down the whole length of the Wharf turning it into a catwalk sensation. The restaurants, guests and sponsors have been talking about the day ever since and there wasn't an empty seat on the wharf.

Newcastle Splash

Once again in February the wacky fleet took to Lake Macquarie and celebrated their fundraising ability. A unique armada of craft constituting of basically anything that floats i.e. luxury cruisers, houseboats, speedboats and even small 'tinnies' explored this magnificent waterway in true Variety spirit.

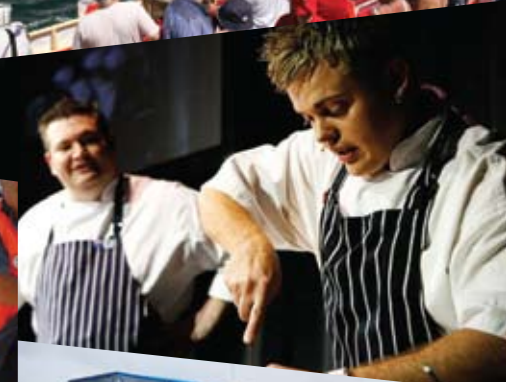
Newcastle Variety Ball

A night of fine food, entertainment and enjoyable company was celebrated at Newcastle's premier venue, the Western Suburbs Leagues Club. Once again the auction and raffle attributed to the success of this wonderful event raising much-needed funds for children in the region.



From top:

- ♥ Cherry Auction
- ♥ Australia Day Ferrython
- ♥ Variety of Chefs
- ♥ Wharfies' Long Lunch
- ♥ Newcastle Splash



How we raised the Money - Motoring

2008 NSW Variety NRMA Insurance Bash "Blacktown to Bateman's Bay"

The Variety Bash is our largest road event where the focus is very firmly centred on safety and having fun! It began in 1985 by Dick Smith, "as a drive in the Outback with some mates." Cheating and bribery are encouraged; all in the name of raising as much money as possible for Australian children in need.

This year's 10-day event left from Blacktown, Sydney on 7th August and travelled through all the seasons; rain, mud, sun, dust and snow. This continued the successful tradition of providing the 350 entrants (in 101 Bash cars) with great roads, fantastic scenery and fun activities. The Bash visited a number of schools and hospitals along the way and granted in excess of \$65,000 in appeals to special needs children. Bash participants were also on hand with generous gifts such as sporting and computer equipment, books and 'Super Hubert' who performed three shows per day for the kids.

Once again, NRMA Insurance was our principal Bash sponsor and the NSW Motor Accidents Authority joined us as a major sponsor by supporting the helicopter via their Greenslips On-Line brand. The entertainment industry was well represented with John Paul Young, John Howard and John Williamson 'bashing' and performing along the way.

Our congratulations to the K9 Team of Dr Geoff Abrahams and Robert Lewis for being voted Outright Winners of the event for the second time in three years!

To "The Bush Cricketers" and "The Bushrangers" for each raising over \$100,000, to "The Moree Showgirls" winners of the highest Individual Fundraising Award and to "Team Toshiba" for the inaugural Team Award for raising over \$75,000.

This year the 2008 inductees for the "Bash Hall of Fame" were Car 19 Reg Armstrong, Peter Eheret & Peter Cahill and Car 2400 Lee Estens.

We thank all who contributed to the wonderful outcome of the 2008 Bash; the Bashers, officials and supporters. The financial result was wonderful, raising \$1.9 million net which will be used to fund the growing number of appeals Variety expects over the next 12 months.

The Variety 4 x 4 Challenge "Zoo to Zoo"

The 999 kilometre 2007 Challenge commenced on 22nd October 2007 with 21 vehicles leaving Taronga Zoo in Sydney. They travelled for five days through some gorgeous 4WD territory finishing at the National Zoo & Aquarium in Canberra. There was some amazing scenery along the way, with great bush tracks, and exciting activities.

The Challenge provided an opportunity to visit a school and this time it was Budawang School, near Ulladulla, which hosted us for a morning tea. This visit included the "Challengers" participating in a sports carnival with children from the small coastal school. Ken and Kay Dollery were voted Outright Winners by their fellow Challengers even though their "trusty" Ford F250 failed to finish! This was announced at the now traditional Black Tie Dinner on the final night in Canberra.

The 2008 Newcastle Variety NRMA Insurance Newcastle Bash

On Sunday 18th May Bash entrants departed from the newly completed stage one of the "Lake Macquarie Variety All Abilities Playground" at Speers Point Park. Thirty-nine Bash Cars and 13 Official vehicles totalling 139 people embarked on a seven day road adventure.

This year there were extra special stops along the way as Variety delivered 17 'Baby Annie' resuscitation dolls worth \$47,000 to hospitals on the Bash route. Baby Annie dolls enable doctors, midwives and hospital staff to undergo infant resuscitation training and practice on these life size baby dolls. The dolls were hand-delivered by Bash entrant, Dr Paul Craven from John Hunter Hospital accompanied by Bash entrant, Alison Sellers who arrived in Alison's 1966 Holden Sedan. A training class was performed at each 'delivery', giving hospital staff the skills required to put their new assets to work.

Entrants, officials and all involved with this year's Newcastle Bash have said how much they enjoyed the event and seeing firsthand what a difference their support of Variety makes. The Outright Winner for 'The Spirit of the Bash' award were Cars 21 and 1966 with Cars 10 and 10.5 being the Highest Fundraising Team. Car 1964 was the Highest Individual Fundraiser.

In total, \$336,000K net was raised during the event. Our thanks to all the Bashers, officials, NRMA Insurance and The Motor Accident Authority.



Summary of Appeals Granted

In 2008, Variety NSW granted 296 appeals across all programs. The grants totalled \$2,563,787.



A total of 219 appeals were granted within this program, totalling \$1,913,806. This included:

- \$443,197 for wheelchairs and mobility devices
- \$250,596 for vehicle modifications
- \$31,275 for life-like human hair wigs for children with alopecia
- \$150,914 for walkers and strollers
- \$32,012 for feeds and nappies
- \$34,517 for bathroom and bedroom equipment such as commodes and specialised sleeping systems
- \$182,685 for nine Liberty Swings
- \$745,000 for 13 Sunshine Coaches, some with vehicle modifications.



A total of 64 appeals were granted within this program, totalling \$271,269. This included:

- \$66,752 from the BASH for schools in rural and isolated communities in NSW, Victoria and South Australia
- \$64,254 for communication and computer equipment for special needs children
- \$60,000 for our annual Children's Christmas Party
- \$5,000 for Variety Scholarships.



- A total of \$274,650 was granted for equipment for the Sydney Children's Hospital at Randwick, seven resuscitation baby dolls and a Neopuff infant resuscitator.
- \$67,000 was granted for major appeals, including \$32,000 to the Royal Prince Alfred Neo Natal Unit for bedside monitoring equipment, and \$35,000 to the Sydney Children's Hospital at Randwick for the Celebration Concert.





Variety Freedom Program



Children with special needs often require specialised equipment to help them with their daily lives.

Many require mobility assistance of some kind so they can gain a level of independence in their interactions with their family, at school, and with their peers, while children who are unable to propel themselves can be safely propelled by their carers.

This mobility assistance may be in the form of specialised strollers, walkers and wheelchairs (both manual and power), and Variety also helps fund vehicle modifications, so families are able to transport their children in their wheelchairs.

Items for the home are also vital, including equipment for use in the bathroom, bedroom, and living areas. Bathroom equipment includes bath and shower chairs and commodes, while bedroom equipment includes electric beds and sleeping positioning systems. Hoists are installed to help safely lift children on and off their equipment, and Variety also helps with nutritional feeding supplements, continence aids and oxygen.

Many alopecia sufferers have self-esteem issues, and it is wonderful to help these children and teenagers become more self-confident when they are wearing a human hair suction wig, as they are able to enjoy all of life's little pleasures, including going swimming and having sleep-overs, without having to worry about their appearance.

Liberty Swings and Sunshine Coaches are also part of our Variety Freedom Program.

Sunshine Coaches

Variety brings sunshine to the lives of thousands of children through its Sunshine Coaches. 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 2008, 13 Sunshine Coaches were granted in NSW to schools and care groups who cater for special needs and disadvantaged children, with a total spend of \$745,000. Twelve of the coaches were 12-seaters, and one was a 25-seater coach. Six of the coaches were fitted with wheelchair modifications. Putting these coaches on the road allows in excess of 150 special needs children to get out and about on a daily basis throughout NSW.

In principle, we request that organisations, often with the help of sponsors, fund two-thirds of the cost of each coach, and Variety funds the balance. Major sponsors are recognised via prominent logo signage on the coach they have helped purchase, and are also invited to the hand-over presentation when the coach is delivered to the organisation. We understand that sometimes organisations cannot raise the two-thirds of the funds required, and Variety is able to accept a lesser contribution in these cases.

Liberty Swings

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's Liberty Swing.

An Australian invention, 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 on their faces, you cannot believe what a difference these swings make to children. Being constantly in a wheelchair or other mobility device, they have never had the feeling of being weightless, and the whole experience is unlike anything they have ever felt before.

Variety champions this wonderful invention and aims to install Liberty Swings into as many communities and special schools as possible. Our Liberty Swing Committee actively works with local communities, councils and schools to source support to offset the costs of the swings, ensuring that as many swings as possible are established throughout NSW and the ACT.

This year's Liberty Swing recipients include:

- Wairoa Special School, North Bondi
- Beverley Park School, Campbelltown
- Mary Brooksbank School, Rosemeadow
- Black Mountain School, Canberra
- Bear Cottage Children's Hospice/Respite Centre, Manly
- Tamworth Regional Council
- Singleton Disability Service
- Griffith Council
- Wagga Wagga Lions Club & Council



Variety Future Kids Program



Variety's Future Kids Program helps children via education, experiences and play programs.

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 used to purchase specialised computers and communication devices for individual special needs children, such as those with autism, to communicate with their family and their environment. Children with autism often 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. Interactive whiteboards were a favourite request from outback schools this year.

Speaking of the outback, every year Variety NT sponsors the Goanna Park Variety Adventure Camp, held during July in the Northern Territory, with children from around Australia invited to attend. This year our Tent funded the airfares for four children and their carers to the camp. Catering for special needs children between the ages of 13 and 16, the week-long camp is a wonderful opportunity for these children to gain independence and self-esteem while learning new skills such as abseiling and riding on the flying fox, all against the magnificent backdrop of the NT outback.

With more than 5,000 children attending the 2007 Variety Children's Christmas Party, many toys needed to be sourced, and \$60,000 from our Future Kids Program was used to help fund these purchases. If you have ever attended this event, you will know the absolute joy on the face of each and every child.

Variety Scholarships

Our Variety Scholarships (formerly the Show of Hearts Scholarship Fund), is part of our Variety Future Kids Program.

The focus of the Program is to foster talent in sports, arts, drama, music, academia and self-development for children who are physically or intellectually challenged due to illness or disability, or disadvantaged due to socio-economic conditions or geographical isolation. In addition, the children need to show talent, plus passion and commitment towards their goal.

Children are granted up to \$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 may include tuition fees, personal development, and the purchase of training equipment, travel and accommodation.



Variety Caring For Kids Program



The Variety Caring for Kids Program supports NSW health services including hospitals, intensive care units and specialised medical services.

Variety proudly supports children's hospitals providing funding for urgently needed equipment. Variety pays for the purchase of the equipment.

Money is spent on equipment as diverse as incubators, monitors and ambulances. Funds are also granted to help complete magic gardens in hospitals for the Fairy Sparkle Foundation, enabling seriously ill children and their parents to retreat to a beautiful garden and escape the confines of their hospital wards.

The Sydney Children's Hospital, Randwick and Variety (NSW) have a long standing partnership that has benefited children from Sydney, NSW and beyond for more than 10 years. In recognition of our continuing support for seriously ill children,

Variety, the Children's Charity (NSW) holds the naming rights of the Intensive Care Unit at Sydney Children's Hospital, Randwick.

The Intensive Care Unit cares for children during their most critical phase of illness. Each year, approximately 700 - 800 children are cared for in the Intensive Care Unit. Children of all ages come to Intensive Care for specialist medical and surgical care, for a range of conditions including trauma as a result of accidents and serious illnesses that include kidney and respiratory disorders, gastroenterology, oncology and post surgical care for cardiac and general surgical conditions.

In 2007, Variety (NSW) pledged \$1 million over 5 years for the purchase of vital hospital equipment for the Intensive Care Unit. With Variety's first pledge payment this year, the Hospital has been able to purchase two Ventilators and several Syringe Pump Docking Stations valued at \$200,000.

NETS - Newborn & Paediatric Emergency Transport Services

A brand new, fully fitted-out NETS Ambulance worth \$155,000, made possible by the support of Variety, was officially launched in Canberra during July.

The Ambulance has features not available in a regular ambulance, including capacity for one or two sick babies, a mother and a team of three clinical staff.

Previously, NETS teams from NSW had to travel, generally by air, from Sydney to treat and stabilise newborn babies before transporting them to the Canberra Hospital. A NETS team is now available in the ACT ready to respond at short notice.

The purchase of a NETS Ambulance was the catalyst for formalising a neonatal transport team at the Canberra Hospital. An innovative partnership between Variety, ACT Health, NSW Health Greater Southern Area Health Service and NETS made this service possible.

Since the Service launch, more than 100 babies have been transported.



All Abilities Playground

Lake Macquarie Variety All Abilities Playground

A Place For Everyone To Play

A partnership Variety formed with the Lake Macquarie City Council and Xstrata Coal has this year seen the commissioning of the Variety All Abilities Playground at Speers Point Park, Lake Macquarie.

The playground is located within Speers Point Park on the northern shores of Lake Macquarie. It is one of the most popular recreational areas and host to some of the largest community activities in the region.

This purpose built playground is designed to cater for children of all abilities and all ages enabling them to play together. The unique concept aims to increase physical activity, health and well-being for children no matter what their individual needs.

While not all children will be able to use every item in the playground, the aim of the project is that every child will find some elements that they can enjoy and learn from.

This is an ongoing project with Stage One now complete.

As the playground expands, the Lake Macquarie Variety All Abilities Playground will provide

fun, excitement and stimulation for all members of the family. This will include bike and wheelchair circuits, a toddler play area, musical and performance play areas, a climbing wall and flying fox. There will also be areas for adults to sit and relax.



Other key elements to be funded through fundraising and sponsorship are:

1. Enchanted Forest entry
2. Frog Hollow
3. Volcano slide and climbing wall
4. Older children's space
5. Springing, Diving, Spinning
6. Interactive music and stage area
7. Forest and stream
8. Flying Fox
9. Play areas for toddlers, younger and older children
10. Water Play and sculpture maze
11. Shelters

These next stages will build on the iconic nature of Speers Point Park, transforming a popular community space into a hub of social participation for everyone to enjoy.

With the completion of the final three stages, the Lake Macquarie Variety All Abilities Playground is set to become the largest all abilities playground in Australia, designed to:

- Increase opportunities for physical activity for children with special needs and restricted mobility.
- Provide an innovative, creative, and socially integrated play environment for children of all ages and all abilities.
- Promote healthy weight and contribute to the prevention of childhood obesity, by providing exciting and challenging activities for children.
- Provide an inclusive community space that reduces social isolation for the most vulnerable in our community.

The playground will cover more than 1.5 hectares when complete at a total cost of \$5 million.

Since the playground opened in June 2008 it has won two awards:

The Heart Foundation Local Government Award - State Winner
– Provision and Use of Facilities to Improve Heart Health

KOFM and Newcastle Permanent Building Society
– Newcastle's Best Playground.

Community and business support is being sought to ensure the next stages can be undertaken and completed enabling this unique playground to continue to grow as an exciting place for everyone to experience.

Variety (NSW) is proud to have been associated with Lake Macquarie City Council and Xstrata Coal with the development to date, and are committed to providing further funds to assist in supporting the completion of this wonderful resource for all children.



Fundraising

The efforts of our fundraising team to build more meaningful relationships with our valuable supporters helped us move from strength to strength in 2007/08.

Variety's donors, corporate partners and supporters are extraordinary people. It is through their generosity that we are able to help more Australian children in need. The equation is simple: more fundraising equals more support for children and their families.

We have worked hard to keep our supporters informed of the significant achievements we have made in improving the lives of children. These achievements are only possible because of the ongoing support of each and every donor, volunteer and corporate partner. We sincerely thank them all.

Trusts and Foundations

Throughout 2007/08, Variety was fortunate to be the recipient of support and commitment from a number of Charitable Trusts and Foundations.

Many of the wonderful organisations such as Perpetual Trustees, ING Foundation and the Honda Foundation provided much-needed funds to enable Variety to continue our vital day-to-day operations.

To all our many supporters who donate to Variety through trusts and foundations, thank you for your generosity.

Bequests

Generating and nurturing confirmed bequests are vital to the success of a Bequest Program. To allow us to honour our benefactors during their lifetime, Variety is creating an honour club called The Heart of Hearts which will be launched next year.

Members of Heart of Hearts will be honoured during their lifetime when they are able to accept our warmest thanks and appreciation for their pledged support, thoughtfulness and generosity.

Regular Giving: Heartbeat

One of the main areas of fundraising that continues to grow is monthly giving. To address this Variety created its very own monthly giving club. We are fortunate to have a very small but dedicated group of supporters who have chosen to contribute to Variety on an ongoing and regular basis. These select members are part of a special committee called 'Heartbeat Partners.'

Variety Heartbeat Partners have agreed to pledge a small amount of money each month in order to provide Variety with a steady and reliable source of income. A source that not only enables us to respond quickly to the needs of families, but also allows us to take on projects that may require many years of effort.

Corporate Support

Variety forms multi-layered partnerships with a wide range of corporations, major donors, trusts, foundations and other organisations, to help deliver our programs and services.

During the year more than 1,000 employees of our corporate partners provided materials, volunteering and pro bono work valued at thousands of dollars via both in-kind donations and volunteer hours.

Corporate employee engagement highlights during the year included UBS, Brown Forman, ACN, Fujitsu and The Laminex Group staff raising significant funds for our services.



Next year, we will implement the following:

- Focusing our new and current fundraising products to retain existing income streams and build future, sustainable sources of revenue.
- Building our profile through brand and media activities, and anchoring messaging in our core areas of expertise.
- Leveraging all channels available to us and specifically focusing on building online and community fundraising, and boosting reach to the Generation Y and over-fifties markets.
- Engaging our supporters by delivering information where they want it, when they want it, and in ways that are clear and easy to understand.

Case Study: The Laminex Group

In 2007/08, The Laminex Group employees nominated Variety as their Charity of the Year, raising more than \$40,000 for a Liberty Swing for a school in Rosemeadow.

Variety (NSW) worked closely with Laminex staff, including the charity co-ordinator providing advice, support and ideas.

Fundraising involved employees at all levels, and new business was introduced to the Company as a direct result

of the Golf Day that Laminex Group employees organised.

Other fundraising events throughout the year are currently being arranged to raise money for children in need.

Martin Gane, NSW/ ACT Manager, The Laminex Group, said "I have nothing but praise for the way Variety has supported us throughout the year - we have all enjoyed working with you".



Financial Summary

Summary Income Statement

For the year ended 30 September 2008

	2008 \$	2007 \$	2006 \$
Income			
Fundraising income	4,352,931	4,521,957	4,893,179
Contributions towards appeals granted	455,836	761,665	393,275
Other income	249,608	328,523	358,219
Total Revenues	5,058,375	5,612,145	5,644,673
Expenses			
Cost of fundraising	1,990,429	2,022,232	2,661,424
Administration costs	755,700	588,173	448,920
Total Expenses	2,746,129	2,610,405	3,110,344
Profit before appeals granted and income tax	2,312,246	3,001,740	2,534,329
Appeals granted	2,124,680	3,545,988	3,093,149
Net Profit (loss) for the period	187,566	(544,248)	(558,820)

Summary Balance Sheet

As at 30 September 2008

	2008 \$	2007 \$	2006 \$
ASSETS			
Current Assets	2,767,323	3,002,461	4,049,609
Non-current Assets	835,727	866,909	862,196
TOTAL ASSETS	3,603,050	3,869,370	4,911,805
LIABILITIES			
Current Liabilities	1,481,696	1,954,187	2,462,278
Non-current Liabilities	34,486	15,881	5,977
TOTAL LIABILITIES	1,516,182	1,970,068	2,468,255
NET ASSETS	2,086,868	1,899,302	2,443,550
TOTAL EQUITY	2,086,868	1,899,302	2,443,550

Fundraising information and administration costs

	2008 Total Income \$	2008 Direct Expenses \$	2008 Net Income \$	2007 Net Income \$	2006 Net Income \$
Fundraising information					
Corporate Events	60,226	12,516	47,710	13,120	53,075
Chef's Dinner	89,015	77,779	11,236	-	-
Cherry Auction	67,207	18,728	48,479	163,427	65,830
Heart Awards	120,571	96,648	23,923	-	84,220
Hot to Trot	61,567	40,522	21,045	50,538	48,837
JR Turk	18,612	2,705	15,907	10,302	15,629
Kids Christmas Party	230,669	220,432	10,237	(115,366)	(84,723)
Melbourne Cup	104,274	86,615	17,659	43,551	50,420
Newcastle Bash	471,441	138,726	332,715	467,156	339,609
Newcastle Splash	77,131	24,171	52,960	41,383	51,094
Newcastle Gala Dinner	48,091	16,731	31,360	28,592	42,399
NSW Bash	2,548,253	617,008	1,931,245	1,695,584	1,688,436
Radiothon	-	-	-	168,078	266,179
Top Gear	7,922	-	7,922	7,540	6,483
Wharfies Lunch	160,250	94,869	65,381	88,347	-
Young V	12,483	12,612	(129)	17,429	(4,134)
4 x 4 Challenge	143,519	83,187	60,332	-	13,409
Fundraising & Development	40,087	86,465	(46,378)	-	-
Other Events	91,613	83,464	8,149	-	-
Unallocated Fundraising Overheads and Salaries	-	277,251	(277,251)	(179,956)	(405,011)
Total contribution from events	4,352,931	1,990,429	2,362,502	2,499,725	2,231,752
Contribution towards grants			455,836	761,665	393,275
Other income			249,608	328,523	358,219
Administration costs			(755,700)	(588,173)	(448,917)
Profit before grants			2,312,246	3,001,740	2,534,329
Grants expense			(2,124,680)	(3,545,988)	(3,093,149)
Net Profit (loss)			187,566	(544,248)	(558,820)

Key Fundraising Ratios – 5 Year Trend

	2008 \$	2007 \$	2006 \$	2005 \$	2004* \$
Total costs of fundraising & donations	1,990,429	2,022,232	2,661,424	2,221,742	3,200,954
Gross income from fundraising & donation	4,352,931	4,521,957	4,893,179	4,782,913	8,032,598
	46%	45%	54%	47%	40%
Net surplus from fundraising & donations	2,362,502	2,499,725	2,231,752	2,561,171	4,831,644
Gross income from fundraising & donations	4,352,931	4,521,957	4,893,179	4,782,913	8,032,598
	54%	55%	46%	53%	60%
Total costs of fundraising & donations	1,990,429	2,022,232	2,661,424	2,221,742	3,200,954
Total expenditure	4,870,809	6,156,393	6,203,493	5,847,372	7,131,823
	41%	33%	43%	38%	45%
Total costs of fundraising & donations	1,990,429	2,022,232	2,661,424	2,221,742	3,200,954
Total income received	5,058,375	5,612,145	5,644,673	5,685,071	8,668,466
	39%	36%	47%	39%	37%
Total cost of administration	**755,700	588,173	448,917	478,341	765,305
Total income received	5,058,375	5,612,145	5,644,673	5,685,701	8,668,466
	15%	10%	7%	8%	9%

* 2004 Financial Year was 15 months & included 2 Bashes.

** 2008 administration costs reflect a significant change in allocation methodology of overheads.

Financial Summary

National Tent's Summary Income Statement

For the years ended 30 September 2007 & 2006

	2007 \$	2006 \$
Income		
Total Income	23,002,554	21,640,531
Expenses		
Total Expenses	10,400,310	10,253,599
Profit before appeals granted	12,602,244	11,386,932
Appeals granted	12,877,311	11,416,430
Net Loss for the period	(275,067)	(29,498)

2008 final audited numbers at the National Level were not available at time of print.

Community Development Supporter Expenditure (CDSE) Scheme

The Community Development and Support Expenditure (CDSE) Scheme, provides registered clubs in NSW with tax rebates (up to 1.5% of their gaming machine profits over \$1million) when they spend an equivalent amount on community development and support.

The CDSE Scheme was first introduced in 1998. Since then over \$538 million has been provided by registered clubs participating in the Scheme to their local communities to support schools, charities, sporting groups, agencies working with the disadvantaged and health services.

These are the Clubs that have very generously supported Variety as at 30th September 2008. We take this opportunity to acknowledge and thank them for their contributions which help enable us to continue assisting Australian children and their families.

Club	Amount
St Marys Leagues Club	\$20,000.00
Erina Leagues Club	\$10,000.00
Queanbeyan Leagues Club	\$5,000.00
Blacktown LGA	\$15,000.00
Penrith LGA	\$15,000.00
Canterbury Hurlstone Park RSL	\$10,000.00
Merrylands Bowling, Sporting & Recreation Club Ltd	\$1,000.00
Club Swans	\$2,000.00
Western Suburbs (Newcastle) Leagues Club	\$10,000.00

Testimonials

At **Navigate Financial Group**, one of our key business values is corporate and social responsibility. We have a continuing commitment to contributing to our local community, to support those less fortunate, and to society at large.

We are very proud and honored to support Variety, the Children's Charity. As a business, our vision is to guide and educate clients and to assist them to grow and to protect their wealth. In this vein, we support a number of organisations and believe that in our own small way we are helping them to continue to grow and protect those who are restricted by an illness, a disability or where fate has not smiled as kindly.

It was unanimous that Variety was a charity we wanted to endorse and continue to be a part of the tremendous goodwill they provide. We are amazed at the extent of their achievements and the number of disadvantaged children's programs to which they contribute. As a parent I feel there is no greater cause than helping a child in need and I believe that Variety does this better than all others.

We look forward to a continued relationship with Variety. I highly commend them to you and hope that you will join us in supporting them.

Harry Moustakas
Managing Director
Navigate Financial Group

Canterbury Hurlstone Park RSL Club is honoured to be a supporter of Variety, the Children's Charity.

Our Club's support began with our involvement in the NSW Variety Bash to Broome in 1999 and I had the privilege of participating on that Bash. This event gave me the chance to experience the unique camaraderie of the Bash along with seeing firsthand the incredible difference that Variety makes to the lives of children in need.

I congratulate the dedicated staff from Variety on the example they set for community organisations. Our Club is a community organisation itself and we support a wide range of groups. It is incumbent upon us to ensure that our members' funds are distributed most effectively. We continue to support Variety because we know that our support will go directly to improving the lives of special needs children.

Dean Thomas
Chief Executive Officer
Canterbury Hurlstone Park RSL Club

Paper & Print Direct is delighted to be a supporter of Variety. The events that Variety host are of the highest standard and proceeds raised are so important in helping special children with disabilities. To us there is no better cause than this to support as these children, through no fault of their own, face difficult challenges and any assistance that can be provided is greatly needed.

In 2008 Paper & Print Direct was the print sponsor of Variety of Chefs which was a brilliant evening with a sensational display of cooking talent by the Aussie Chef, Benjamin Christie and the young Fifteen Foundation Chefs Lauren, Ashley and Patty. It is events such as this that makes Variety stand out from the crowd and we look forward to supporting similar events during 2009.

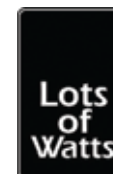
Since coming on board with Variety we've had a tremendous relationship with Variety staff members and their dedication to their cause and creative attitude to all events has been inspiring. As a supporter of Variety we have also noticed increased awareness of our Company with a positive public perception. It has also given us a great opportunity to meet with other like-minded organisations that partner with Variety.

We look forward to an even bigger and better 2009.

Stuart May
Managing Director
Paper & Print Direct Pty Ltd



Sponsor Recognition





Variety Donors 2008 - Thank you!

24/7 Roadservices, 2K Auto Collision Centre, 3M Australia Pty Ltd, 4 Square Vending, A & D Lifting Equipment & Services, A & D Taouil Pty Ltd, A & D Tree Services Pty Ltd, A & H Fruit Supply, A & K Auto Electrical, A C Manning, A Chapman, A F Munro, A Fong, A Group Constructions, A Heathcote, A J Austin, A J Cooke, A J Hindmarsh, A M Boddy, A N Greacen, A O'Dwyer, A P O'Neill, A Wod, A Zacharia, A&L Cotterell, A&W Mamone Constructions (NSW) Pty Ltd, Aaltech Pty Ltd, Aamac Warehousing and Transport, AAPT, ABC Tissues, Abel Fren, Abilita Pty Ltd, Aboriginal Employment Strategy (Glebe), Access Trading Company Pty Ltd, Access Tree Services (NSW) Pty Ltd, Accessible Transit Specialists, Accomplish Business Solutions, Accru Chartered Accountants, Ace Building Components, Ace Panel Beating & Mechanical Repair, ACK IT Services, ACN Pacific Pty Ltd, Actioncorp, Active Batteries, Active Hire Group, Active Steel Pty Ltd, Adam Beasley, Adam Lindsay, Adam Pearce, Adam Peatay, Adam Simpson, Adelaide Caravan Park, Adele Shalala, Advance Recruitments, Advanced Pest Control, Adventure Motorhome Conversions, Aerotrak Pty Ltd, Affordable Lifestyles, After Disaster Pty Ltd, AgriRisk, Air Affairs Australia Pty Ltd, Air Extreme Airconditioning, Air Liquide, Air Road Foundation Gift Fund, Alabaster Lodge Motor Inn, Alan Pearce, Alan Pearlman, Alana McKenna, Alastair Robertson, Albion Hotel, Alchemy Electrical, Alec Maclean, Alethea Bell, Alex Allan, Alex Dowling, Alex Lamont, Alex Warian, Alexander Gillett, Alexander Interiors Pty Ltd, Alexander Kelton, Alexantra Zenaras, Alf Puglia, Alicia Barry, Alison & Steve Gregory, Alison McLaughlin, Alison Sellers, Alkis Christofides, All About Sheds, All Age Driver Training, All Engineering Services Pty Ltd, All Holden Day Inc, All Points Shipwrights, Allam Homes Pty Ltd, Allan Barnes Jewellers, Allan Edworthy, Allan George, Allan Marketing Group Pty Ltd, Allan White, Allfitz Constructions, Alliance Finance Consultants Pty Ltd, Allied Industrial Services, Allpack Designs & Solutions, Alltrazd Insurance Solutions, All-Ways Rigging Gear, Allweld Services Pty Ltd, Aloha Caravan Park, Alpine & Lismore & District Towing, Alpine Nurseries Sales Pty Ltd, Alquai Pty Ltd, Around Auto Electrics Pty Limited, Alucom, Alvin Christian, AM & PK Richter, Amanda Hiscox, Amanda Hulsantow, Amanda J Macrae, Amanda Mead, Amber Motel, Amcor Business Services, Amie Skilton, Amos Ridley & Sons Pty Limited, AMP Foundation, AMPS Commercial Pty Ltd, Amy Tilden, Anastasia Klingsberg, Anatasia Katsolos, Andra Pike, Andrea Evans, Andreasens Wholesale Nurseries, Andrew Antoniou, Andrew Berry AM, Andrew Craig, Andrew Crane, Andrew Dudock, Andrew Hatem, Andrew Hirst, Andrew Hughes Earthmoving, Andrew Inglis, Andrew Lawson, Andrew Lopez, Andrew McLennan, Andrew Miedecke Motors Pty Ltd, Andrew Moore Marine Pty Ltd, Andrew Pacione, Andrew Roberts, Andrew Shaw, Andriana Hagipantelis, Angel Smash Repairs, Angela Brianni, Angela L Sloan, Angela Palmieri, Angela Sfikis, Anish Naidu, Ann Harding, Ann I Glissan, Ann Moxham, Anne Barnes, Anne Green, Anne Holmes, Anne Marie Swebbs, Anne Van Veen, Anne-Marie Whelan, Annette Alchin, Annie Fanker, Annie Morley, Ann-Maree Perry, Ann-Maree Rowe, Anthony AP Pratt, Anthony Coombs, Anthony James Frost, Anthony Mack, Anthony Messina, Anthony Tobias, Anthony Vautin, ANZ Agri Business Moree, ANZ Bank, ANZ Regional & Rural, Aon Services Pty Ltd, APL Lawyers Pty Ltd, Apex Constructions and Project Management Pty Ltd, Aqua Service Pty Ltd, Aquarius Air Conditioning Pty Ltd, Arenco Pty Ltd, Ariarne Pty Ltd, Arjan Motors, Armerst Finance Pty Limited, Armidale Exhaust Centre, Arthur Christodoulou, Arthur Paschalidis, Arthur Warde, Artisan Airconditioning & Refrigeration, Arwen Undomiel Pty Ltd, Ashfield Motors Pty Ltd, Asphalt Laying Services Pty Ltd, Asphalt Surfaces & Pavements Pty Ltd, Aspin Federation, Asquith & Dewitt Pty Ltd, Associated Marine Insurers Agents Pty Ltd, Assos Corinthias, Atmaac International Pty Ltd, Drs Au and Titus, Auction Automotive Services, Austbrokers City State, Austcor Corrugated Packaging, Austerberry Excavations Pty Ltd, Austgrains, Australia Post - NSW HO, Australia Post, Australian Aerospace, Australian Building Solutions Pty Limited, Australian Credit Acceptance, Australian Defence Credit Union, Australian Equipment Lessors Association, Australian Frameless Glass, Australian Industrial Abrasives Pty Ltd, Australian Pump Industries, Australian Security Fencing Pty Ltd, Australian Stock Exchange, Australian Structured Finance, Australume Pty Ltd, Authentic Trademarks, Auto Amp Pty Ltd, Auto Cool, Auto Electrical Imports Pty Ltd, Autotech Body Repairs, Autotech Engineering, Avan Nowra, Avatar Accounting & Financial Services Pty Ltd, AVESCO Events, Avinesh Prasad, Avsoud Productions Pty Ltd, B & B Marckey, B & J's Specialised Welding, B & M M Seymour, B & M Smith Excavator Hire Pty Ltd, B & W, B A Hayman, B A Worrell, B B Stagg, B G Cottelli, B Harris, B J Kelly, B J Lehey, B J Thomas Pty Ltd, B M Burns, B Madgwick, B O'Brien, B Raphael, B W Patterson, B Wilson, Babcock & Brown, Baile Mor Faming, Baile Plumbing & Metal Roofing, Baker and Farrow Pty Ltd, Balvenie Pty Ltd, Bankstown Coaches, Barbara Barry, Barbara Brown, Barbara Glennie, Barbara McKay, Barbara Spooner, Barbara Sullivan, Bar-b-cue Factory, Barbeques Galore Nowra, Barbosa Personnel, Barker Plant Services, Barnwell Cambridge Pty Ltd, Barretts West End Tyres Pty Ltd, Barrier-Pak Pty Ltd, Barrington Trophies , Barry Beer, Barry Bourne, Barry Doherty, Barry J Doland, Barry Keys, Barry Newman, Barry Richardson, Barry Rose, Barry Whitten, Bartlett and Cachia, Basin View Nursery & Landscape Supplies, Bass Automotive Control, Basserick Services, Bathurst Broadcasters Pty Ltd, Bathurst Pool & Spa Shop, Bathurst Regional Council, Bathurst Truck Tyre Centre, Batmac Constructions NSW Pty Ltd, Baulkham Hills Early Learning Centre, Baxter Engineering Pty Ltd, Baxter Salvage, Bay & Basin Marine Pty Ltd, Bay & Basin Plumbing, Bay City Pty Ltd, Bayer Crop Science, Bayliss Trading Pty Limited, Baysoni Pty Ltd, BBM Ltd, BCA Logic, Bearfast Pty Ltd, Bearepairs Nowra, Bearepairs, Beaver Sales Pty Ltd, Bekaert Onestep Fibres Australasia, Belconnen Blinds, Belimo Actuators Pty Ltd, Belinda Gannon, Belkin Ltd, Bellert & Bennett Smash Repairs Pty Ltd, Belmore Engineering, Ben Ammerlahn, Ben Callander, Bendigo Bank, Benita Elliott, Benjamin A Wells, Benjamin Nelson, Bennetts Concrete Products Pty Ltd, Benice & Ian Charif, Bernt Schindler, Beryl Driver, Bess Electrical, Beth Chang, BetterTiles Contracting, Bettie Gambрил, Betty Dimceski, Beven Callaghan, Beverley Anderson, Beverley Bell, BFL Capital Pty Ltd, BH Coleman & Fairburn Pty Ltd, Bhaskar Changanasetty, Biesse Australia, Big 4 Bungalow Park, Bike Shop of Castle Hill, Bilfinger Burger Australia, Bill Betts, Bill Binns, Bill Chalk, Bill Jackson, Bill Moore, Bill Randall, Bill Sikanovski, Billiardology Pty Ltd, Billinlodge Tiles & Hire, Billy Metcalfe, Bishops Seed and Produce, Bisje Herford, BJ & A Bawcombe, BL & MF Browne, Blackalls Park Newsagency, Blackheath Automotive Services, Blackheath Firewood Company, Blacktown City Smash Repairs, Blacktown Waste Services, Blairgowrie Pastoral Company, Blue Illusion Australia Pty Ltd, Blue Mountains Motor Group, Blundstone Australia Pty Ltd, Boab Boat Hire, Bob Banks, Bob Dix, Bob Gee, Bob Gough, Bob Hosken, Bob Jane T Mart Tamworth, Bob Nelson, Bob Pritchard, Bob Sipple, Bob Tazzyma, Bodi Craft, Boka Aluminium Windows Pty Ltd, Boral Construction Materials Group Ltd, Borden Christian College, Borderline Nowra, Borg Manufacturing Pty Ltd, Bovis Lend Lease, Bowral Co-op (Trading) Ltd, Bowral Tucker Box, Boyce, BP Australia Pty Ltd, BQ Design, Brad Gould, Brad Latham, Brad Lund, Bradcorp Holdings Pty Ltd, Braeburn Newcasttle Pty Ltd, Branxton Engineering, Breakwater Boat Service, Breese Richards, Brenda Lambert, Brenda O'Brien, Brendan Lewis, Brendan Stanford, Brenton Deane, Brett Beverley, Brett Howlett, Brett Miles, Brett Patton, Brett Rogers, Brian Caunt, Brian Cavanagh, Brian Devonshire, Brian E. 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Below is a list of deeds you could do to further help children in need.
Do something extra special for Variety, the Children's Charity:

1. **Use your professional skills to help Variety:**
 - Please send me a list of Variety wishes
2. **I'd like to receive Variety's bi-monthly e-newsletter:**
 - Please send me your e-newsletter
3. **The company I work for has a Charitable Foundation:**
 - Please contact me to find out more
4. **I'd like to find out more about the Variety Corporate Challenge treks to places like Peru & Vietnam:**
 - Please email me a copy of the Variety Caring for Kids Corporate Challenge Brochure
5. **I would be interested in helping children in need by making a regular donation to Variety:**
 - Please send me more information on making a regular gift to Variety
6. **Tell me how the company I work for could do more for Variety:**
 - Send me a copy of your Corporate Fundraising Booklet
 - Through sponsoring a Variety event
7. **The Company I work for has a payroll giving system:**
 - Send me a copy of Variety's (NSW) workplace giving booklet
8. **Join Variety's Facebook group:**
 - Find me on Facebook and invite me as a friend
9. **Email everyone in your address book a link to the Variety video:**
 - Email me the link to the video to forward to my contacts
10. **Take part in a Variety fundraising event such as Melbourne Cup Lunch:**
 - Please let me know if you need volunteers for Variety events
11. **Please keep me informed about all upcoming Variety events:**
 - Send me updates on all Variety events
12. **I'd be interested in purchasing an item from Variety's Wish List:**
 - Send me a copy of Variety's Wish List

To have a chat about any of the above please contact
Simon Harris on (02) 9819 1014 or simon.harris@varietyNSW.org.au





A heartfelt
thanks

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