



# 2009 Annual Report



**Our Vision:** For all children to attain their full potential regardless of ability or background.

**Our Mission:** To transform the lives of sick, disadvantaged and special needs children.

**Our Aim:** To grow fundraising and grants under four umbrella programs:

**VARIETY Freedom Program:** the gift of INDEPENDENCE & SELF ESTEEM - assisting with mobility and communication through Liberty Swings, wheelchairs, Sunshine Coaches, vehicle modifications, communication aids, walk and stand equipment.

**VARIETY Caring For Kids Program:** the gift of SUPPORT - to hospitals, health services, intensive care units, new born and children's emergency transport ambulances.

**VARIETY Future Kids Program:** the gift of EDUCATION & ACHIEVEMENT – helping kids with disabilities or from disadvantaged backgrounds fulfil their academic, sports or arts potential with special equipment, tuition and other practical support.

**VARIETY@work:** the gift of JOY – providing children with an opportunity to be a part of activities and events that due to disability or financial hardship they otherwise would not experience.

**Our Beliefs:** Putting the **FUN** back in fundraising

**RESULTS** driven organisation – tangible and measurable outcomes from fundraising activities

**DELIVERING** hope, joy, self esteem and independence to disadvantaged children through VARIETY programs

**LOW OPERATING COSTS** – majority of funds raised goes directly to help children and organisations in need

**TRANSPARENCY & ACCOUNTABILITY** – industry best practice accounting and reporting. Clearly defined and published risk management policy

**LONGEVITY** – rich history and roots in show business and strong philanthropic tradition of fundraising and positive, practical outcomes for children in need

**DIVERSITY** – broad range of philanthropic and fundraising activities. From gala balls and banquets to sporting events, the Santa Fun Run and everything in between

**INCLUSIVENESS** – engaging with the needs of children from all backgrounds and in all areas of Australia

**COMMUNITY BASED PROGRAMS** – assisting to improve the quality of life for disadvantaged children and easing the burden on families and on public health facilities and funds. Providing much needed equipment for children's hospitals and emergency transport services

## Our Success:

"Molly received her spa just after Christmas, and despite her having a broken leg at the time she was very excited and eager to begin her daily exercises!

Molly's condition is Nemaline Rod Myopathy which causes a weakness in all of her muscles. There is no medication or cure, however with regular low impact exercise we hope that her muscles and bones will become stronger and improve her quality of life.

Our wish for Molly was for her to be able to walk into school on her first day, so we began these exercises straight away.

With the help of her physio, Molly learnt some simple games and exercises, and everyday (unless she is sick) she gets in the spa for her hydro-therapy sessions!

Throughout the year Molly's overall strength has improved and we are sure that her spa has played a big part in this.

Next year Molly starts big school and she is very excited! And even though she will still need a wheelchair for some part of the day she should be able to walk around the classroom on her own!"

**"THANK YOU VARIETY, YOU HAVE MADE A  
WORLD OF DIFFERENCE IN OUR LIVES!!"**

Adam and Belinda  
Molly's proud parents



# Freedom Program



Children with disabilities often need 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 aides 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 Freedom Program.

Amanda Mead  
Appeals Committee Chair

## 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 in their faces, you cannot believe what a difference these swings make to these 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 experienced before.

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

This year's Liberty Swing recipients include:

- Murray Shire Council • Moree Plains Shire Council • Orange City Council • Broken Hill
- Rockdale City Council • Gosford East School • Shoalhaven City Council • Kogarah Council • Portable Liberty Swing to be used at events in and around the Newcastle area.

Alan Samuels  
Liberty Swing Chairman





“Stephanie talked for days about the lovely fun she had at the Variety’s Melbourne Cup Kids Party and the Christmas parties she has been privileged to attend. Thank you so much for giving my princess some joy.”

*Stephanie’s Mum, Camille Taylor*

# Freedom Program cont.



## Sunshine Coaches

As Sunshine Coach Committee Chairman for the past seven years, I have experienced a variety of economic variables, and I am very proud to report that while this year was full of unprecedented and extremely difficult global economic challenges, with obstacles that have reflected the number of Sunshine Coach appeals we could approve, the Sunshine Coach Committee achieved an amazing result. If it hadn't been for the invaluable direction, support, encouragement and generosity afforded to the Sunshine Coach Committee and to me in my role as Chairman by the Crew of Tent 56, many of our appeals may not have made it "over the line".

In total we approved nine Sunshine Coaches to schools and care groups who look after Variety's special needs children. Spread throughout NSW, from Wilcannia to Waratah to Wairoa at Bondi – five were 25-seat coaches and four were 14-seat coaches, making it possible for more than 150 special needs children to get out and about on a daily basis utilising Sunshine Coaches – all thanks to Variety.

Each appeal approval is testimony of the enthusiasm, dedication and commitment of our Sunshine Coach Committee members: Paul Mullaly, Sallymae Bailey, Andy O'Keeffe, Kathy Robinson, Leah McKenzie, Deslie Griffiths, and the Variety office staff, especially our SSC co-ordinator Deb Gibbons and Marisa Gazaleh for her finance scrutiny.

This year the total value of the coaches approved by the Crew was \$830,000, which, although slightly over our budget, is insignificant in comparison to the smiles and glee on the kids' faces as they climb aboard their very own Variety Sunshine Coach.

Sponsorship remains a vital component of our SSC appeals life line, and our sponsorship associations have been invaluable, with many of our business partners showing their support by attending Variety events throughout the year. This year we were very grateful for ongoing support from; Sydney City Toyota, The Truck Centre, Stewart Toyota and Dominelli Ford, and I would also like to sincerely thank the many individuals who have kindly donated towards Variety's Sunshine Coach Program.

Geoff Davis  
Sunshine Coach Committee Chairman



# 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 at school by more than one child, including computers and educational equipment, wheelchairs and walkers.

In addition, funds are used to purchase specialised computers and communication devices for individual special needs children, such as those with autism, to help them communicate with their family and their friends. 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. Musical instruments were popular this year, as was playground equipment for early intervention purposes and practical equipment such as a stove and washing machine so the teachers could show their pupils some valuable basic life skills.

With more than 5,000 children attending the 2008 Variety Children's Christmas party, many toys needed to be sourced, and \$55,000 from our Future Program was used to help fund these purchases. If you've ever attended this event, you'll know the absolute joy on the face of each and every child.

Our **Variety Scholarship Program** (formerly the Show of Hearts Scholarship Fund), is an important part of our Future Program.

Developed in 2006, the idea of the Program is to foster talent in sports, arts, drama, music and academia for children who are physically or intellectually challenged due to illness or disability, or disadvantaged due to socio-economic conditions or geographical isolation, and are showing definite talent, 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.

We have had some exceptional successes already, with one of our recipients taking piano lessons at the Conservatorium and playing the piano at such a level that she is already in demand to play with orchestras, and one of our young men is on track for the Paralympics in London in 2012.

Allan Edworthy  
Scholarship Committee Chairman



“A huge thank you to Variety for providing hundreds of Australian families and communities with equipment for children’s physical needs as well as their social needs.”

*Jayne, mother of Jessika*





# 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. Money is spent on equipment as diverse as incubators, monitors and ambulances.

The Sydney Children's Hospital, Randwick and Variety NSW have a long standing partnership that has been of benefit to children from around NSW and the ACT 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. They come to the Intensive Care Unit for specialist medical and surgical care for a range of conditions including trauma from accidents, kidney and respiratory disorders, gastroenterology, oncology and post surgical care.

In 2007, Variety NSW pledged one million dollars over a five year period for the purchase of vital equipment for the Intensive Care Unit.

## NETS

Specialist new born and child emergency transport service, NETS, will transport one in every 49 NSW children during their childhood, rising to one in every 38 in rural areas. The service not only transports critically ill children and babies but also motor accident victims and children with other injuries including burns and from falls. The service is expanding rapidly, with a 20% increase in the number of babies and children transported by NETS this year. Variety has supported NETS since its inception, funding the first NETS ambulance and the NETS Communication Room. 2009 saw Variety fund a fourth NETS ambulance to be based at John Hunter Hospital in Newcastle. Of the four ambulances funded by Variety, two are based at Westmead, one in Canberra and one in Newcastle. Variety continues to support NETS aim of providing the very best care to sick or injured children, wherever they are.

## Myoelectric Hand Program

The Limb Deficiency Clinic at The Children's Hospital at Westmead, in conjunction with Variety runs a myoelectric prosthetic clinic for children with congenital deficiencies or amputations of their forearm and hand. A myoelectric prosthesis is a state of the art artificial arm where the electromyographic (EMG) signal generated by a contracting muscle can be detected by surface electrodes and used to control the opening and closing of an electric hand. The Myoelectric Hand Program was established in 1984 with the generous and ongoing support of Variety. The current cost of a myoelectric arm is \$12,000 and young children will generally outgrow their prosthesis within 12 months. Through the ongoing support of the program by Variety, the hospital is able to provide prosthetic limbs free of charge to families. Funding allows the hospital to purchase a variety of hand sizes, with these electric hands then being reused when the child has grown into the next size.



# Variety@WORK

## variety@WORK

One of Variety's most important programs, Variety@Work allows corporate supporters and individual volunteers to help provide grassroots experiences for disadvantaged and special needs children, experiences they may not otherwise have access to.

In 2009, Variety@Work included Kids Discos at Revesby Workers Club, John Edmondson Memorial Club Liverpool and Sutherland United Services Club, ice-skating at Macquarie and Canterbury Ice Rinks, a Kids Race Day at Oran Park and Ten Pin Bowling. Visits to Sydney Aquarium and Wildlife World, the Mounted Police Academy and Tramway Museum also provided great fun, as did belly dancing lessons! Captain Cook Cruises allowed kids to enjoy a fantastic day on Sydney Harbour.

Three huge Christmas parties, one in Sydney for 5000 special needs children plus carers and teachers, one in Newcastle for 1400 kids and one in Coffs Harbour for 1200 kids, were a highlight in many children's eyes.

Robust corporate support has allowed pampering and fun days in special schools while other companies have donated show tickets and corporate boxes, allowing disadvantaged kids to gain experiences they otherwise wouldn't have access to.

More than 40 children watched on as five Santas abseiled down the Four Seasons Hotel to launch the Variety Santa Fun Run, a new community event on Variety's calendar.

In all, laughter and smiles were provided for more than 7100 children through Variety@Work in 2009. Importantly, it wasn't only the children who experienced laughter and smiles, supporters and volunteers laughed along with the kids, gaining great satisfaction from the experience.

For a small financial outlay, corporate social responsibility programs can sponsor or host a Variety@Work day or outing. Events can be tailored to requirements, benefitting not only children but staff involved as well!

Variety offers heartfelt thanks to those involved with and supporting Variety@Work; it makes a world of difference to children's lives.





# Summary of NSW Appeals

In 2009, Variety NSW granted **248 appeals** across all programs. The grants totalled **\$2,540,277**.

## Freedom Program

A total of 186 appeals were granted within this program, totalling \$2,018,785. This included:

\$378,936 for wheelchairs and mobility devices

\$271,360 for vehicle modifications

\$27,358 for life-like human hair wigs

\$75,376 for walkers and strollers

\$49,572 for feeds and nappies

\$31,577 for bathroom and bedroom equipment

\$171,920 for nine Liberty Swings

\$830,000 for 9 Sunshine Coaches, some with vehicle modifications.

## Future Kids Program

A total of 53 appeals were granted within this program, totalling \$212,430. This included:

\$74,696 from the BASH for schools in rural and isolated communities in NSW, Victoria and South Australia.

\$75,318 for communication and computer equipment

\$23,671 for the Scholarship Program

## Caring for Kids Program

A total of \$309,062 was granted for this program, including equipment for the Sydney Children's Hospital at Randwick.



# Summary of National Appeals

CATEGORY	SUBCATEGORY	# OF GRANTS	TOTAL AMOUNT
Freedom	Bathroom Modifications	7	29,043
	Bedroom Modifications	15	52,344
	Feed, Nappies & Medical	47	169,521
	Hoists & Positioning Systems	44	242,773
	Vehicle Modifications	68	564,443
	Walk & Stand	90	574,661
	Wheelchairs	122	665,672
	Wig	11	30,908
	Other - General Home	58	741,110
	<b>Total</b>	<b>462</b>	<b>3,070,475</b>
Future Kids	Communication Aids	24	91,571
	Group computers, educational equipment	69	675,006
	Group toys, parties	15,211	2,559,541
	Individual computers, educational equipment	103	162,046
	School and Organisation	18	251,804
	Sensory and Garden	6	7,852
	Bikes	764	179,264
	Other		
	<b>Total</b>	<b>16,195</b>	<b>3,927,084</b>
Caring 4 Kids	Hospital Equipment	19	1,372,096
	Sensory and Garden	3	21,888
	Community Aid	16	175,869
	Other	7	177,878
	<b>Total</b>	<b>45</b>	<b>1,747,731</b>
Liberty Swing		18	381,493
Scholarships		28	127,080
Sunshine Coach		40	2,228,008
Bushfire Appeal			327,000
Other		7	105,175
<b>Grand Total</b>		<b>16,795</b>	<b>11,914,046</b>

# Message from the Chief Barker



It is my pleasure to report on the year ending September 30th 2009 for Variety, the Children's Charity Tent 56.

**Financials:** Despite the world financial crisis, Variety increased revenue by 15% to \$5,827,274 resulting in a net "profit with a purpose" of \$2,494,967 before appeals granted. Expenses showed a small increase due to larger event costs and one off payments for Variety's office restructure made during the year. The bottom line was a healthy \$248,781, strengthening Variety's ability to assist children in the future.

**Fundraising:** Regular Giving, Bequests and Donor Acquisition programs continue to develop and grow, including a major donation from the Samsung Foundation. These programs are becoming the backbone of revenue growth for Variety and compliment our renowned fundraising event programs, which enjoyed a very positive year. The 25th NSW NRMA Bash hosted many new crews and cars, the Wharfies Long Lunch was again a sell out thanks to Penny Docherty and her small team, and both our Variety of Chef's red carpet dinner and Melbourne Cup Lunch were full houses.

**Appeals:** Variety provided \$2,540,277 in grants to individual children and children's organisations via the Freedom, Future Kids and Caring for Kids programs. Each of these programs has a dedicated volunteer committee to ensure all appeals and appellants are treated with respect and confidentiality. My sincere thanks to all committee members for their time and dedication in assisting Variety and the kids we support.

**General Committees:** Variety operates a number of committees that are integral to our success and future. In particular, I'd like to acknowledge the hard work and commitment of the Newcastle Regional Committee in looking after children's needs in the Hunter and North Coast of NSW and the amazing Ladies of Variety Committee who never fail to entertain and provide experiences for thousands of children each year through their enthusiasm and commitment, topping it off with the Children's Christmas Party for 5000 special needs kids. To Margaret White and her team of ladies, our heartfelt thanks and appreciation to you all.

**Tent 56 Crew and Staff:** I would like to acknowledge the dedication and support of the Variety NSW Crew, especially their support during my two year term as Chief Barker. To Jack Cannons AM, Peter Hebbes AM, Amanda Mead, Francis Martin, Duncan Ross, Geoff Davis, Allan Edworthy and Tony Newham, thank you. I also acknowledge Jack Cannons AM, who recently retired from the Crew to concentrate on his Variety Australia and Variety International roles, after 16 years of dedication to the Variety Crew. No doubt Jack will remain an integral part of our future.

My great thanks also to the Variety staff for your strong support and hard work this year. You have made a huge difference in children's lives. Thanks also to David Small, who resigned his Crew position in May to join Variety's staff as General Manager.

In closing, it has been my pleasure to serve as Variety's Chief Barker for the past two years and I thank the entire Variety family for the opportunity. I am confident I pass Variety NSW to the next Chief Barker in a robust position for the future.

Greg Edwards  
Chief Barker  
Variety, the Children's Charity NSW



# General Manager's Message



In 2009, as it has been for 34 years, Variety was there.

**Variety** was there when Amber took her first tentative steps to her tearful mother's arms via her Variety funded walker.

**Variety** was there when wheelchair bound Daniel laughed during the thrill of his first swing on a Variety Liberty Swing.

**Variety** was there when Kim first communicated with her family through specialised computer equipment funded by Variety.

**Variety** was there when Ashlee became too heavy for her grandmother to lift to and from her specialised wheelchair to the bed or bath. Variety's funding for two installed hoists now gently lift Kim from her chair and back.

**Variety** was there for nine schools requiring transportation for special needs kids via the Sunshine Coach program.

**Variety** was there when Keegan won a point, game, set and match during the Junior Wheelchair Tennis Championships via his Variety funded sports wheelchair.

**Variety** was there when Sydney Children's Hospital Randwick required a specialised ventilator, part of a \$1,000,000 commitment to the hospital over five years.

**Variety** was there when NETS required an additional children's intensive care ambulance, the fourth funded by Variety.

Via the four Variety programs, Freedom, Care, Future and @Work, Variety was there for thousands of children in 2009, whether it be individual grants, grants to children's organisations or experiences provided.

Variety is rightly famous for its innovative, spectacular events and fundraising programs but what the donors, staff, board, volunteers and members of Variety are most proud of is the very real positive impact Variety has on kids lives, be it as simple as the joy and smiles from a day ice "skating" for wheelchair bound children, the gift of independence and self esteem through mobility and communication equipment or a child's survival because of a specialist children's ambulance or piece of specialist hospital equipment Variety has funded.

Through Variety, people from all walks of life can experience the joy of helping Australian children with a range of needs as diverse as children themselves. Meeting this wide range of needs takes money and lots of it. On behalf of the kids and their families, a heartfelt thank you to Variety's individual and corporate donors, supporters and army of volunteers; it wouldn't be possible without you!

2010 chalks up Variety's 35th anniversary in Australia, a significant milestone. For this celebration year, one thing you can be sure of, for children in need during 2010, Variety will be there!

David Small  
General Manager  
Variety, the Children's Charity NSW



# Crew



## Greg Edwards

Chief Barker Tent 56, 2009  
Tent 56 National Board Representative  
Executive Committee  
Chair National Appeals Committee  
Motoring Events Committee NSW



## Tony Newham

New Revenue Committee



## Geoff Davis

Chair Sunshine Coach Committee  
Motoring Events Committee NSW



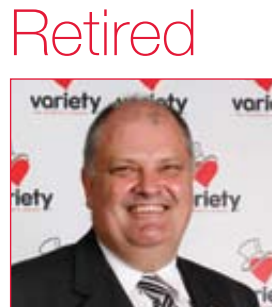
## Duncan Ross

Chair New Revenue Committee



## Allan Edworthy

Chair Variety Scholarships Committee  
General Appeals Committee



## Retired

## Jack Cannons AM

Chair of 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  
(retired Sept 2009)



## Peter Hebbes AM

Chair Motoring Events Committee NSW  
Newcastle Bash Committee



## Frances Martin

New Revenue Committee  
Young Variety Committee involvement



## Gabriella Horak

New Revenue Committee  
(retired Nov 2008)



## Amanda Mead

Executive Committee  
Chair General Appeals Committee  
New Revenue Committee



## Barry Newman

Chair Events  
(retired Nov 2008)



## Bruce Newey

Deputy Chief Barker  
Executive Committee  
Company Secretary  
Liberty Swings Committee  
Motoring Events Committee NSW



## David Small

Dough Guy (Treasurer)  
Executive Committee  
New Revenue Committee  
Sunshine Coach Committee  
(retired May 2009)



# Committees

## Newcastle Regional Committee

Chair: Trevor Smith (until May 09) and then Tony Tamplin ( from June 09)  
Secretary: Micheal Watt, Treasurer: Mark McCabe, Committee: Peter Harvey, Bill McGuigan, Mal Read and John Waterhouse.

The Newcastle Committee oversees fundraising events, grants and presentation in the Hunter region.

## General Appeals Committee

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

The General Appeals Committee supports Variety's Freedom, Future Kids and Caring for Kids Programs through the provision of equipment for individual children, organisations and hospitals. The Committee meets on a monthly basis to consider the applications and make recommendations for grants. Equipment granted includes manual and power 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 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 2009, 9 Sunshine Coaches totalling more than \$830,000 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

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.

Alan actively works 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/Future Kids Committee

Chair: Allan Edworthy. Committee: John Garrett, John Guthrie, Len Mauger AM, Hugo Rehesaar and Warren Kermond.

We are very proud of our Scholarships Program, 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.

## Young Variety Committee

Dom James – Co Chair. Bernt Schindler – Co Chair. Committee: David Hempton, Joanna McAndrew, Greg Steele, Sonia Lipski, Sumi Hebbes

Young Variety organize and host fun fundraising events for the 18 to 35 demographic, including the famous Op-Shop Ball

## Motoring Events Committee

Chair: Peter Hebbes.

Committee: Bruce Newey, Jack Cannons, Geoff Davis, Greg Edwards

Celebrating 25 years on 2009, the iconic Variety Bash is a celebration of 11 months of fundraising by bash teams. Teams also see the funds they raise at work, presenting appeals and grants to rural children, schools and hospitals in towns the bash passes through. Feeding, fueling and accommodating the bash provides an economic boom for small rural communities. This team expenditure is in addition to the millions of dollars raised for Variety by the bashers. The motoring events committee work diligently with the motoring events director and coordinator on both the bash and four wheel drive event.

## Newcastle Bash Committee

Chair: Mal Read.

Committee: Victor Sheil, Mark Peterson, Ken Blundell

The Newcastle Bash has become an institution in the Hunter, successfully raising almost \$300,000 to support children's needs in the Newcastle region.

## Newcastle Splash Committee

Chair: Mal Read.

Committee: Victor Sheil, Mark Peterson, Ken Blundell

The Splash committee plans, organises and runs the Newcastle Splash boating event on Lake Macquarie.

## Ladies of Variety (LoV)

Chair: Marg White,

Vice Chair: Elizabeth Higglett

Secretary: Barb Brown.

Part of the Variety@Work program, over 10 months of 2009, Variety's tireless Ladies of Variety committee provided fun experiences for more than 7100 children. Each year, this dedicated group of volunteers organise and attend various children's outings and provide experiences for disadvantaged and special needs children, often working with a corporate partner's community social responsibility program. For a small financial contribution towards the event or day, corporate staff enjoy enormous satisfaction in events at schools for special needs kids, ice skating and ten pin bowling programs, visits to the zoo and various other attractions suitable for the group being taken. Other corporate supporters have donated tickets or corporate boxes for shows, toys, bicycles and goods and services. Each year, the Ladies of Variety, with great support from the Sydney Convention and Exhibition Centre, host a special needs Kids Christmas Party for 5000 children, their carers and teachers. Funded mostly through corporate support and entirely organised by the volunteer Ladies, this Kids Christmas Party is a very special part of how Variety helps children every year.

For many children, these days and events are one of the highlights of their year. If you'd like to be involved or offer support to the Ladies of Variety in their children's events, please contact Marg White on 0412 631 944 or Variety, the Children's Charity on (02) 9819 1000.

# How we raised the money: EVENTS



Variety's reputation for outstanding events was proven once again with a full and diverse calendar of events that attracted lots of new support for Variety.

Highlights included the 2nd Annual "Variety of Chefs" Red Carpet Dinner which was bigger and better than before, attracting a huge crowd, sponsorship and fundraising. Always very popular on Sydney's social calendar was the 3rd Annual Variety Wharfies' Long Lunch which once again made its mark with outstanding food and fashion showcased along the entire length of Woolloomooloo Wharf!

## 23rd Annual Melbourne Cup Luncheon

Variety's 23rd Annual Melbourne Cup lunch was one of the largest Melbourne Cup events outside Flemington with 500 guests! This high-profile corporate and celebrity function is always a sell-out and this year was no different. All 5 finalists from Make Me a Supermodel gave interviews on stage, entertained the kids in the Kids Cup Party and mingled with guests. Variety's long term supporter Glenn Wheeler hosted the event, keeping everyone on their toes and up to date with race tips! John Williamson, Barry Crocker, Melinda Schneider and Lizzy Lovette were among just a few of the VIP guests. Guests at the event experienced five hours of entertainment as well as trumpeters led by Town Crier Graham Keating, a private TAB to make bets and see the race live on giant screens around the room. Most importantly, the 2009 Melbourne Cup lunch raised a record \$87,000 net funds for the kids. With great generosity, several guests who'd backed a winner donated their winnings to Variety.

Not only did the adults enjoy Melbourne Cup, nearby 80 of Variety's very special children enjoyed their own fun Melbourne Cup party run by Variety's volunteer committee, the Ladies of Variety. The kids were treated to party food, games, visits from cartoon characters, face painting and magic.

## Variety Trek Vietnam Community Challenge 2009

Six hardworking supporters fundraised throughout the year for the opportunity to participate in the life changing Variety Trek Vietnam Community Challenge. The group spent 6 days in Te Village located in the lush hills of northern Vietnam assisting local tradespeople construct a much needed Kindergarten classroom for the village's children. After an emotional handover ceremony, the participants embarked on a challenging three day trek through remote mountainous terrain, savouring awe-inspiring scenery and meeting Indigenous hill tribes. There are three exhilarating, not to be missed treks planned for 2010 - Machu Picchu, the Great Wall of China and Mt Kilimanjaro. Contact Variety for further details.

## 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 at this year's Australia Day Ferrython! Channel 7 was on board for the second year to capture all the colour and action. This is one of Variety's most sought after events during the Sydney Festival and this year sold out 2 weeks in advance.

## Variety Wharfies' Long Lunch

In its third year, the Variety Wharfies' Long Lunch was another huge hit consolidating its reputation as **the** long lunch in town. ABC Radio was broadcast live from this year's lunch, providing great exposure for the event and for Variety. Once again 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.





## Variety of Chefs

Variety of Chefs came back with a bang in its second year and attracted incredible support from Variety's corporate supporters. Samsung was recognised for their outstanding support and credited as Platinum Sponsor for the event and Laminex provided exceptional purpose built kitchens for the stage. A sold out crowd of 500 people enjoyed fine dining by 6 of Australia's top chefs, a glamorous fashion show by designers bec&bridge and incredible silent auction prizes generously donated by Variety supporters. The event was a huge success, grossing over \$330,000 to help provide for the needs of sick and disadvantaged children.

"Dazzling", "delicious" and "divine" were some of the descriptions from the VIPs at this year's Variety of Chefs Red Carpet Dinner when Variety, the Children's Charity hosted the second annual black tie event at Doltone House, Jones Bay Wharf. VIPs in attendance included Olympian Libby Trickett, actor John Howard, current Miss World Australia Sophie Lavers, Wallabies Drew Mitchell and Josh Valentine, bec&bridge designers Rebecca Cooper and Bridget Yorston, former Miss Universe Australia Laura Dundovic and Variety Ambassador Laura Andon. Lovely MCs for the evening were radio personality Lizzy Lovette and TV personality Laura Csorban who added glamour and fun in equal portions to the night's proceedings.

Celebrity chef, author and TV presenter Benjamin Christie was the culinary MC for the evening which saw a sensational line up of Australia's top chefs 'battling it out' live on stage:

- Ben O'Donoghue from Surfing the Menu
- Jared Ingersoll from Danks St Depot
- Warren Turnbull from Assiette
- Sean Connolly from Astral
- Peter Kuruvita from Flying Fish
- Vic Cherikoff author and food blogger

We now have the challenge of bringing new flavours into the 2010 line up, attracting an even bigger crowd and raising more funds!

## Variety Challenge

The Variety Challenge is a new initiative started in April 2009 with the purpose of engaging corporate groups. This new online project is a fun and entertaining team activity challenge that boosts workplace wellness, staff morale and teamwork whilst engaging them in support of children in need in their community.

Teams of four create their own unique animated characters, then get active in the real world for 8 - 10 weeks to send their virtual team on a tourism adventure around the globe.

The next Variety Challenge is scheduled for April 2010.

## 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.



# How we raised the money: MOTORING

## 2009 Variety NRMA Insurance Bash

Variety's iconic Bash is a celebration of eleven months fundraising by Bash teams and a chance for participants to experience their funds at work during presentations at rural schools and hospitals in towns the Bash passes through. The Bash also provides an economic boom for smaller rural communities through food, accommodation and fuel expenditure by teams. All teams fund their own vehicles and costs in addition to the funds they raise and donate to Variety for children.

The 2008/2009 year has been very busy for the motoring events team which culminated with the 25th Anniversary Bash – "Bennelong Point to Broken Hill". The Bash was started by Dick Smith AO in 1985 and we celebrated this great occasion with each state Bash meeting in Alice Springs on Saturday 22nd August for a grand parade through the town followed by dinner and entertainment at Blatherskite Park for more than 600 vehicles and nearly 2000 Bashers. This was a fantastic event and we were pleased to welcome Dick Smith and his wife Pip as our Guests of Honour. Also in attendance were Julia Morley (the newly elected International President of Variety), and our own International Vice Presidents Tony Hasham AM, Jack Cannons AM and Pauline McFetridge as well as Miss World - Ksenia Sukhinova from Russia and Miss Australia Sophia Lavers from Sydney. A highlight of the event was that CAR 147, The Bush Cricketers from NSW were presented with the inaugural Dick Smith Award for the highest individual fundraisers from any state, raising over \$346,000.

The NSW Bash was a great success and ran over ten days. We presented eight 20-year certificates to NSW Bashers, two Liberty Swings, one Sunshine Coach and over \$70,000 worth of equipment to many of the schools we visited. The 2009 Hall of Fame inductees were Car BB1 (Brian Hoare, Charles Stuart and Brian Burden) and Car 0 The Bashbusters (Jack Cannons AM, Tony Russell-Clark and Dave O'Reilly). The 2009 Bash was considered one of the best we have organised with 107 vehicles and 350 people which resulted in the fantastic total of \$1.94 million net being raised by the Bashers and their sponsors.

2009 was the final year of the sponsorship from NRMA Insurance. Over the past six years Variety has enjoyed a great relationship with the organisation particularly with many members of the staff who have gone on to become regular Bashers. We sincerely thank them for their support and funds.



## 2009 Newcastle NRMA Insurance Bash

On 17th May 45 Bash Cars, 13 official vehicles and 161 Bashers left Speers Point heading to Foster for a seven day run which turned out to be one the wettest Bash's we have ever had. However great fun was had by all with many entrants still talking about their escapades and experiences plus a brilliant result of \$294,000 net.

Particular mention must be made of Dr. Paul Craven who with his team of "Mad Hatters" visited 17 hospitals along the way donating Infant Resuscitation Mannequins and teaching the staff how to use them.

## Variety 4X4 Challenge - "Vines to Vineyard"

The event this year was proudly sponsored by Harvey Norman and saw 15 vehicles heading off on a wonderful six day trip through some great scenery in outback NSW. This event, now in its third year, is building very well with the emphasis on good tracks, exceptional food, wine, fun and entertainment.

The 4x4 event is ideally suited to husband and wife teams who harbour a desire to find out exactly what their four wheel drive has been designed to do with the comfort of having everything organised for them. The end result was a fantastic \$64,000 for Variety.

My thanks and appreciation must go to Stuart Telfer and Victor Sheil for their commitment and dedication throughout the year ably supported by Karen La Hood and Kim Priestly, and Brooke Taylor who was appointed as the new Bash Co-ordinator in July. I would also like to acknowledge the work of the Newcastle Committee led by Mal Read and my fellow committee members in Sydney namely Greg Edwards, Bruce Newey, Geoff Davis and Jack Cannons AM.

Peter Hebbes AM  
Chairman Motoring Events NSW /Deputy National Bash Chairman



# Fundraising

In one of the most challenging fundraising years to date – facing a tough economic climate, as well as donor fatigue (a result of the “Black Saturday Bushfire Appeals”) - Variety managed to successfully cultivate and maintain support from hundreds of generous and charitable donors.

Variety is fortunate and incredibly grateful for the support from individual donors, corporate donors and major donors alike. The past year saw many of our fundraising initiatives develop and grow despite the odds.

## Trusts and Foundations

Throughout 2008/09 Variety successfully approached a number of charitable Trusts and Foundations for funding grants.

Successful applications included funding from the **Vodafone Foundation Australia, St George Foundation, Newcastle Permanent Foundation and James N Kirby Foundation.**

To these Foundations we extend an enormous thank you for their support of the crucial work Variety does within the community.

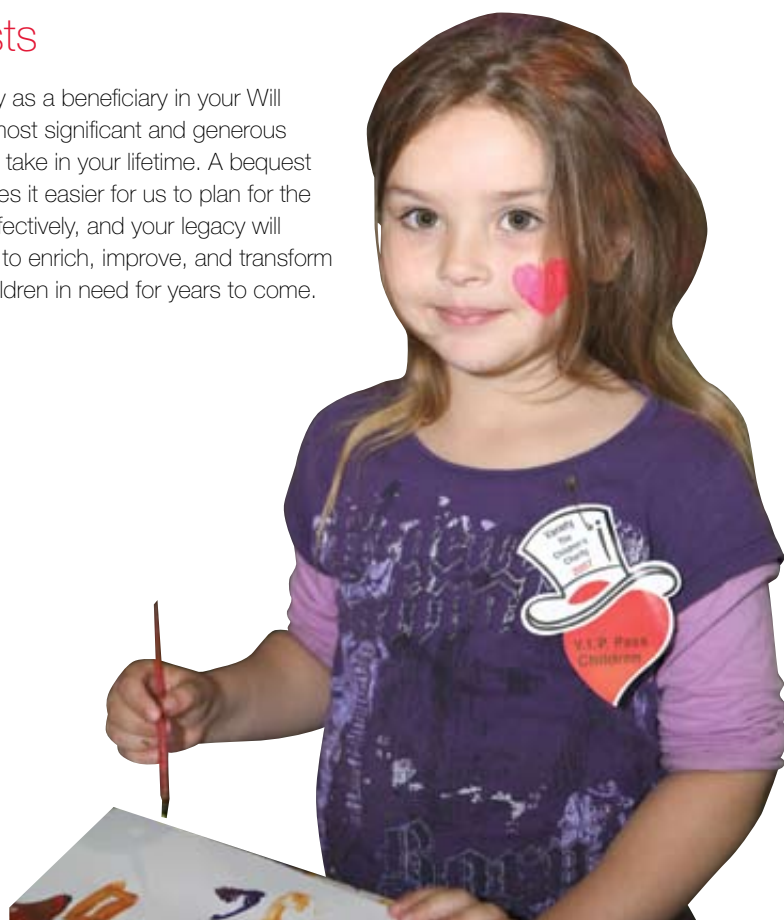
## Regular Giving Program

During 2008/09 Variety successfully increased its regular donor database by an incredible 100%! Regular Giving is an imperative and ever-growing part of Variety’s fundraising strategy, providing us with a steady and ongoing income stream.

Regular donors commit to donating an amount of their choice per month, enabling Variety to commit to sustainable, long-term projects.

## Bequests

Naming Variety as a beneficiary in your Will is one of the most significant and generous steps you can take in your lifetime. A bequest to Variety makes it easier for us to plan for the future more effectively, and your legacy will enable Variety to enrich, improve, and transform the lives of children in need for years to come.



## Corporate Support

Variety's relationships with our corporate supporters and major donors have gone from strength to strength this year. Variety continues to develop and maintain long-term and mutually beneficial partnerships with organisations who champion the work we do to transform the lives of children in need.

Many of these companies support Variety across multiple areas of our business; including Motoring Events, funding Variety@Work activities, pro-bono work, donations (including in-kind) and volunteer hours.

Variety is immensely proud of its corporate supporters, including **Allianz, Allied Express, Atradius, Brown-Forman, Commonwealth Bank, Credit Suisse, DLA Phillips Fox, Fujitsu, Laminex, Macquarie Bank, NRMA, Nutraceuticals, Samsung Australia, Sydney Convention and Exhibition Centre, Tyres4U, Vodafone**, and many others.

## Workplace Giving

Variety is proud to be a Workplace Giving partner of three generous organisations; **Allianz, Mid Coast Water, and Tyres4U**.

Companies can participate by either matching staff donations dollar-for-dollar, or allowing staff to make pre-tax contributions. Workplace Giving will continue to climb Variety's ranks as a popular and rewarding income stream, and we encourage all of our corporate supporters to consider this program.

## Volunteering

Variety has been very fortunate throughout the year to receive financial contributions from a large number of companies towards our very exciting Variety@Work program. This program provides children with an opportunity to be part of activities and events that – due to disability or financial hardship – they may otherwise not experience.

We would like to thank a number of the organisations who made such outings and events possible; **Corporate Executive Board, George Weston Foods, Goldman Sachs JBWere, Honeywell, IAG, Lend Lease, NuSkin, and UBS**.



### SUPPORTER SPOTLIGHT: SAMSUNG AUSTRALIA

Early 2009 saw Variety develop an ongoing and rewarding partnership with Samsung Australia, and it was around this time that the program **"Hope Takes Off"** took flight. A charity initiative with a difference, it was described as 'a wonderful example of the kind of things that are possible when positive people with good ideas work together'.

The result of Samsung Australia's generosity and commitment to the **"Hope Takes Off"** program was an incredible \$142,000 being divided between Variety's three main programs.

The relationship between both parties has continued well into the year, and – in recognition of this generous support - Samsung Australia was credited as the Platinum Sponsor for the 2009 Variety of Chefs Event, as well as providing kitchen equipment for the evening.

Variety is immensely proud of its partnership with Samsung, and we look forward to continuing the relationship into 2010 and beyond.



“Thank you for donating so much money towards my new wig. I am now happier than ever! ... I can now tie up my hair and tuck it behind my ears without hesitation!”

*Jaime*



# Testimonials

Paper and Print Direct is delighted to be a supporter of Variety, the Children's Charity. The events that Variety host are of the highest standard and proceeds raised are so important in helping special children with disabilities. To us at Paper and Print Direct, there is no better cause than to support these children, who through no fault of their own, face difficult challenges. Supporting Variety has also increased positive public awareness of our company and given us the opportunity to meet other like minded organisations that partner with Variety.

Stuart May  
Managing Director  
Paper and Print Direct



Tyres4U is a long term supporter of Variety, the Children's Charity, growing over the years from simple one off donations to now having a fantastic monthly workplace giving program for most employees right across Australia. Our staff also volunteer at various Variety functions each year and Tyres4U sponsors a special school lunch and fun day. Entering a Tyres4U car in the annual Variety Bash is one event our employees really get excited about. Every workplace giving employee has the chance to win a seat in the car for the trip of a lifetime.

All in all our involvement with Variety gives everyone at Tyres4U a different perspective on life and what is important. It is wonderful to see the faces of our employees when they are helping out and seeing the smiles on the kids faces makes it very worthwhile.

Les Decelis  
CEO  
Tyres4U



The Laminex Group enjoys a long relationship with Variety, the Children's Charity. During the past few years, Laminex employees have proudly helped fund a Liberty Wheelchair Swing and Sunshine Coach as well as staff volunteering at various Variety children's functions, like the Children's Christmas Party. Employees at all levels are involved in fundraising and our employee organised fundraising Golf Day has introduced new business to our company as well as strengthening ties with our customers, through a social setting. Working with Variety helps build great teamwork and morale among Laminex staff. I've enjoyed working with Variety and look forward to Laminex helping more children in the future.

Martin Gane  
NSW & ACT Manager  
The Laminex Group



# Financial Summary

## Income Statement

for the year ended 30 September 2009

	2009 \$	2008 \$	2007 \$
<b>Income</b>			
Fundraising income	4,906,600	4,352,931	4,521,957
Contributions towards appeals	718,319	455,836	761,665
Other income	202,355	249,608	328,523
<b>Total Revenues</b>	<b>5,827,274</b>	<b>5,058,375</b>	<b>5,612,145</b>
<b>Expenses</b>			
Cost of fundraising	2,500,332	1,990,429	2,022,232
Administration costs	831,975	755,700	588,173
<b>Total Expenses</b>	<b>3,332,307</b>	<b>2,746,129</b>	<b>2,610,405</b>
<b>Profit before appeals granted and income tax</b>	<b>2,494,967</b>	<b>2,312,246</b>	<b>3,001,740</b>
Appeals granted	2,246,186	2,124,680	3,545,988
<b>Net profit (loss) for the period</b>	<b>248,781</b>	<b>187,566</b>	<b>(544,248)</b>

## Balance Sheet

as at 30 September 2009

	2009 \$	2008 \$	2007 \$
<b>ASSETS</b>			
Current Assets	2,987,969	2,767,323	3,002,461
Non-current Assets	791,732	835,727	866,909
<b>TOTAL ASSETS</b>	<b>3,779,701</b>	<b>3,603,050</b>	<b>3,869,370</b>
<b>LIABILITIES</b>			
Current Liabilities	1,412,325	1,481,696	1,954,187
Non-current Liabilities	31,727	34,486	15,881
<b>TOTAL LIABILITIES</b>	<b>1,444,052</b>	<b>1,516,182</b>	<b>1,970,068</b>
<b>NET ASSETS</b>	<b>2,335,649</b>	<b>2,086,868</b>	<b>1,899,302</b>
<b>EQUITY</b>			
Accumulated Surplus	2,335,649	2,086,868	1,899,302
<b>TOTAL EQUITY</b>	<b>2,335,649</b>	<b>2,086,868</b>	<b>1,899,302</b>

## Fundraising information and administration costs

	2009 Total Income \$	2009 Direct Expenses \$	2009 Net Income \$	2008 Net Income \$	2007 Net Income \$
<b>Fundraising information</b>					
Chef's Dinner	331,267	229,368	101,899	11,236	-
Cherry Auction	93,941	43,502	50,439	48,479	163,427
Corporate Events	68,745	32,871	35,874	71,539	30,962
Heart Awards	-	-	-	23,923	-
Hot to Trot	64,984	38,575	26,409	21,045	50,538
Kids Christmas Party	185,200	216,281	(31,081)	10,237	(115,366)
LoV	13,244	5,083	8,161	3,492	12,812
Melbourne Cup	189,891	102,876	87,015	17,659	43,551
Newcastle Bash	454,773	160,816	293,957	332,715	467,156
Newcastle Splash	45,762	22,343	23,419	52,960	41,383
Newcastle Gala Dinner	37,851	25,506	12,345	31,360	28,592
NSW Bash	2,674,461	735,150	1,939,311	1,931,245	1,695,584
Radiothon	-	-	-	-	168,078
Variety Challenge	30,984	70,091	(39,107)	-	-
Vietnam Trek	30,461	18,371	12,090	-	-
Wharfies Lunch	160,129	70,505	89,624	65,381	88,347
Young V	64,042	60,324	3,718	(129)	17,429
4 x 4 Challenge	139,234	75,006	64,228	60,332	-
Fundraising & Development	267,429	263,047	4,382	(46,378)	-
Other Events	54,202	41,465	12,737	4,657	-
Unallocated Fundraising Overheads and Salaries	-	289,152	(289,152)	(277,251)	(192,768)
<b>Total contribution from events</b>	<b>4,906,600</b>	<b>2,500,332</b>	<b>2,406,268</b>	<b>2,362,502</b>	<b>2,499,725</b>
Contributions towards appeals			718,319	455,836	761,665
Other income			202,355	249,608	328,523
Administration costs			(831,975)	(755,700)	(588,173)
<b>Profit before appeals</b>			<b>2,494,967</b>	<b>2,312,246</b>	<b>3,001,740</b>
Appeals granted			(2,246,186)	(2,124,680)	(3,545,988)
<b>Net Profit (loss)</b>			<b>248,781</b>	<b>187,566</b>	<b>(544,248)</b>

### Key Fundraising Ratios – 5 Year Trend

	2009 \$	2008 \$	2007 \$	2006 \$	2005 \$
Total costs of fundraising & donations	2,500,332	1,990,429	2,022,232	2,661,424	2,221,742
Gross income from fundraising & donations	4,906,600	4,352,931	4,521,957	4,893,179	4,782,913
	51%	46%	45%	54%	47%
Net surplus from fundraising & donations	2,406,268	2,362,502	2,499,725	2,231,752	2,561,171
Gross income from fundraising & donations	4,906,600	4,352,931	4,521,957	4,893,179	4,782,913
	49%	54%	55%	46%	53%
Total costs of fundraising & donations	2,500,332	1,990,429	2,022,232	2,661,424	2,221,742
Total expenditure	5,578,493	4,870,809	6,156,393	6,203,493	5,847,372
	45%	41%	33%	43%	38%
Total costs of fundraising & donations	2,500,332	1,990,429	2,022,232	2,661,424	2,221,742
Total income received	5,827,274	5,058,375	5,612,145	5,644,673	5,685,071
	43%	39%	36%	47%	39%
Total cost of administration	831,975	755,700	588,173	448,917	478,341
Total income received	5,827,274	5,058,375	5,612,145	5,644,673	5,685,701
	14%	15%	10%	7%	8%

Goods & Services in kind received of \$482,755 (2008: \$278,438) and goods & services in kind expended of \$473,655 (2008: \$278,438) are included in the relevant revenue or expense category.

# Wish List



Every month we receive requests for wheelchairs, vehicle modifications and various other “standard” pieces of equipment for special needs children. By pledging money towards any of these items, you will enjoy the satisfaction of enhancing the life of a child, and also the child’s family. Wish List contributions are fully tax deductible.

## TheraTogs body suit \$888

A relatively new invention, TheraTogs are special support suits with straps. They provide a prolonged and gentle force to correct muscle imbalance via strapping techniques. The strapping provides the child with more effective movement while gradually changing the child’s existing movement patterns. Children gain improvements in functional gross motor skills including being able to sit independently on the floor and able to reach out to play with toys, or being able to take their first independent steps.

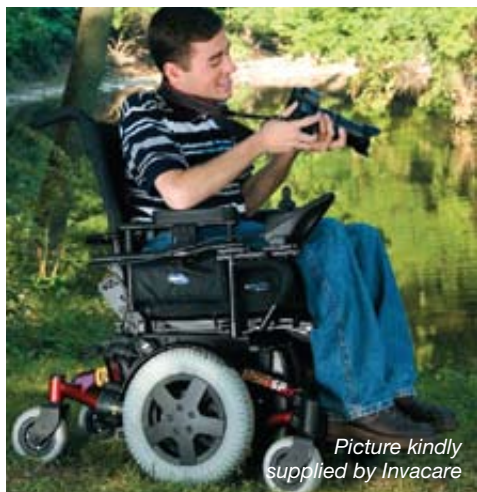


## Human Hair Suction Wig \$3,050

Alopecia Universalis can strike children at any age, without any warning. The loss of one’s hair can be devastating, particularly for children who need to feel identical to their peers. Human hair suction wigs look incredibly natural – they feel like real hair, and give children the confidence to skip and run in the playground, dance at the disco, swim and go to sleepovers, and be just be the same as all of their friends.

## Manual wheelchair \$6,000

A relatively modest manual wheelchair is priced at around \$6,000. In addition to first-time users, children need a new wheelchair every few years, particularly if they have a growth spurt or are strong and heavy users of their chair, or if their condition has changed significantly.



Picture kindly supplied by Invacare

## Turney Seat \$8,995

Children in wheelchairs have the right to access their community as much as every other child, however, it can be difficult and expensive to safely transport children in wheelchairs. Often the family needs to purchase and modify a vehicle to fit the child’s wheelchair, however, sometimes a Turney Seat is all that is needed. These seats are operated by remote, turn 90 degrees and lower out of the vehicle for transfer to and from the child’s wheelchair. The child is able to ride alongside their family independently, and the wheelchair can be folded and stowed in the car. In addition, when the family needs to upgrade their vehicle, the Turney Seat can be taken out of the existing car and installed into a new car.



Picture kindly supplied by Invacare

## Power wheelchair \$18,000

Power wheelchairs are a major expense, and every month at Variety we receive requests for power chairs, sometimes up to \$30,000 if a child needs extensive seating modifications to make sure they are posturally supported in the best manner possible.

## Vehicle modifications \$10,000

Help towards vehicle modifications are one of the most common requests Variety receives, and one of the most expensive. Modifications are needed to vehicles to ensure that children are able to be transported in their wheelchairs, and these modifications can cost up to \$31,000. If a vehicle modification application is approved, Variety will pay up to \$10,000 towards the process.

## Sunshine Coach \$45,000

It is not uncommon for us to have up to 20 schools and organisations on our Sunshine Coach Appeals Register, and any help towards a Sunshine Coach would be a wonderful benefit to the children who will ride in the Coach. Our 14-seater coaches range from \$45,000 to \$65,000 (depending on whether or not wheelchair modifications are added), and our large, 25-seater coaches range from \$110,000 up to \$160,000 depending on any modifications that are necessary. If you become a major sponsor of a Sunshine Coach, in addition to the “feel good” factor, you will be able to have a logo of your business prominently located on the Sunshine Coach, and will be invited to the hand-over presentation.



# A Big Thank You





