

A close-up photograph of two hands clasped together in a supportive grip. The hand on the right is larger and wears a gold-colored braided bracelet. The background is blurred, showing green foliage and a person in a white shirt.

TABLE OF CONTENTS

Our year — 4

Our landscape — 10

Our impact — 14

Our stories — 22

Our people — 36

Our strategy — 42

Our events — 48

Our partners — 56



OUR YEAR

Looking back at the year that was, we reflect on what has been achieved and look ahead to focus on our future.

Paul Mullaly

Fortieth birthdays tend to be a time of reflection, a chance to look back at all that's been achieved and commit ourselves to new goals for the future. This has certainly been the case for us at Variety this past year as we celebrated 40 years supporting children and families in Australia.

For Variety NSW, it has been a year of milestones and achievements. In April, we were joined by then-Prime Minister, the Hon Tony Abbott, at our children's party at Taronga Zoo to mark our 40th birthday. Celebrating with 1,200 children and their families was the perfect start to the year and there could not have been a more fitting way to mark the occasion.

I would like to take the opportunity to thank you, our supporters, who make our work possible.

Variety is proud to have strong roots in the community, and it's the community of dedicated and passionate individuals who help provide a positive future for our youngest generation.



Variety's 40th birthday



In 2015, two new events were added to the calendar. With the success of Variety of Chefs Sydney, the event was introduced to Newcastle. It was a huge success – a sold-out event that raised more than \$85,000. The Variety Postie Bike Dash also achieved great results in its inaugural year, with registrations for the second event sold-out.

This year, we welcomed a new partnership with Future Generation Investment Fund, who are introducing a new way for fund managers and their clients to support Australian charities – you can read about it later in this review. We also strengthened our relationships with a number of our valued partners who continue to support Variety's work as major partners.

We are continuing to diversify our income streams to reduce risk and ensure a sustainable future for Variety in supporting children and families.

As I step out of the role as chairman, I would like to thank my fellow board members, committee members, staff and volunteers for their hard work and dedication to Variety. It has been a pleasure working alongside you and I look forward to our future endeavours in a different capacity.

Paul Mullaly
Chairman



The Variety
Postie Bike Dash



Variety of Chefs





Tam Johnston
CEO

MESSAGE FROM THE CEO

Tam Johnston

We have so much to be proud of this year – the impact Variety has had on the lives of thousands of children and families cannot be underestimated.

As the financial year closed on 30 September, we celebrated an important milestone – the achievement of our goal to double revenue in five years. This is a remarkable result and I'd like to acknowledge the staff, board and loyal supporters of Variety who have made this impressive growth possible. Variety now takes its place as one of the most significant children's charities in NSW.

The achievement of this goal means it's time to start looking to the future. Our new strategic plan, launched in October this year, sets the road map for the next three years. While we will continue to strive for steady, sustained revenue growth, we have also set significant goals around the development of our support and services for children, and growing visibility and understanding of our work.



Variety grant recipient, Jessica,
and her family

With this plan, **we strive to be known first and foremost for how we help children, rather than how we raise money.** We strive to deepen our own understanding of the needs of children in NSW/ACT and create new ways to meet those needs. And we aim to support our people – employees, volunteers and donors - in new and meaningful ways. You can read more information about our 2016-18 plan later in this Review.

As with any year end, this one also heralds in some changes. I would like to take this opportunity to acknowledge the contribution made by our out-going Chairman, Paul Mullaly, and to thank him for his dedication and commitment to the work of Variety.

Finally, I'd like to draw your attention to the contents of this review – the stories and the statistics that tell the tale of the impact Variety has made in the lives of children and their families across NSW this year.

At the end of the day, our success is not measured in dollars in and out, but rather in how richly we have been able to touch the lives of thousands of young Australians who need an extra hand.

Thank you for joining me in this work and I look forward to continuing the journey together in 2016 and beyond.

Tam Johnston
CEO



Variety grant recipient,
Flynn, and his dad

THE FACTS

Our landscape

Approximately 4.3 million children aged 0–14 live in Australia, with almost 1/3 living in NSW⁽¹⁾

Socioeconomic problem

Disability has been strongly associated with socioeconomic status, although this relationship is likely to work in both ways, that is, cause and effect. It may be that socioeconomic disadvantage contributes to the occurrence of disability, or that the costs and loss of income associated with disability lead to socioeconomic disadvantage

(AIHW 2004)

Young people need assistance with core activities

41,139 people aged 0–24 years in NSW reported a need for assistance with core activities due to severe or profound disability. Need for assistance was higher in children aged 5–14 years, boys, young Aboriginal people, and young people living in regional and lower socioeconomic areas⁽²⁾

Families in regional areas

1 in 4 families in NSW with dependant children live outside of major cities.⁽²⁾

161,600 with intellectual disability

The most common disability types among children across Australia were intellectual, reported for an estimated 161,600 children (3.9%), and sensory/speech (119,100 children or 2.9%)⁽¹⁾

Indigenous community

4.9% of children in Australia aged 0–14 are Aboriginal and Torres Strait Islanders (200,245). The proportion of Indigenous children who were developmentally vulnerable on one or more domains was twice that of non-indigenous children.⁽¹⁾

7% with disability

An estimated 7% of Australian children aged 0–14 had a disability in 2009 and, of these, over half had profound or severe core activity limitations (4%).⁽¹⁾

Higher rate of hospitalisation

The rate of hospitalisation is substantially higher for children and young people living in remote areas than those living in major cities and regional areas.⁽²⁾



Sources:
(1) AIHW a picture of Australia's children 2012
(2) The Health of children and Young People in NSW – NSW Government Health

Our Mission

To empower Australian children who are sick, disadvantaged or have special needs to live, laugh and learn.

Our Vision

For all Australian children to attain their full potential regardless of ability or background.



OUR PROGRAMS

Variety Freedom Program

Through our Freedom Program, Variety helps children gain independence by providing financial support for mobility equipment, positioning and in-home care needs.

Variety Future Kids Program

Through our Future Kids Program, Variety helps children realise their potential by providing financial support for education and communication equipment. This also includes Variety's Scholarship Program, helping children achieve their academic, sports or arts potential.

Variety Caring for Kids Program

Through our Caring for Kids Program, Variety helps care for sick children by providing medical items and equipment. This also includes Variety's Wig Program, providing wigs for children with medical hair loss, and Variety's Smile Program, assisting children with a rare disease or condition.

OUR IMPACT

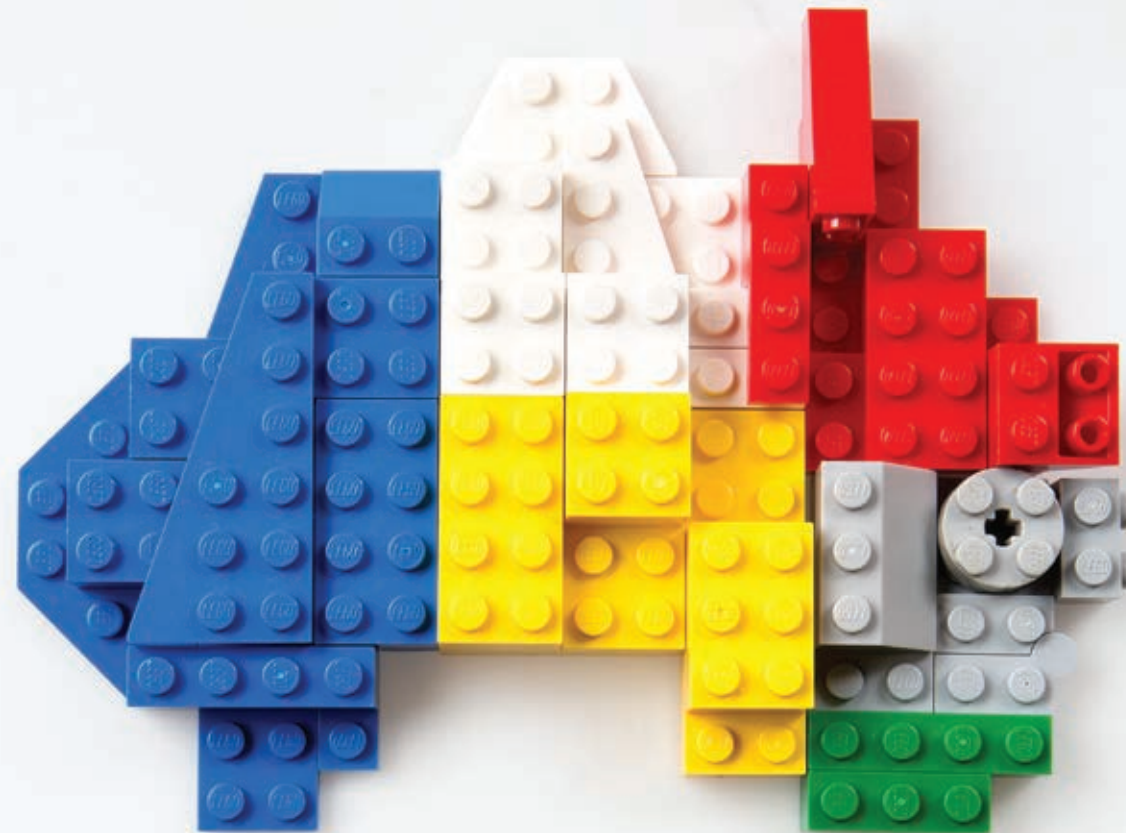
Variety aims to fill the gaps in support to ensure all children have the best possible opportunity to attain their full potential, regardless of ability or background. Let's review the impact we have had on children and families in NSW over the last year.



OUR IMPACT

\$11,993,626*

worth of grants approved across Australia in 2015



135,878

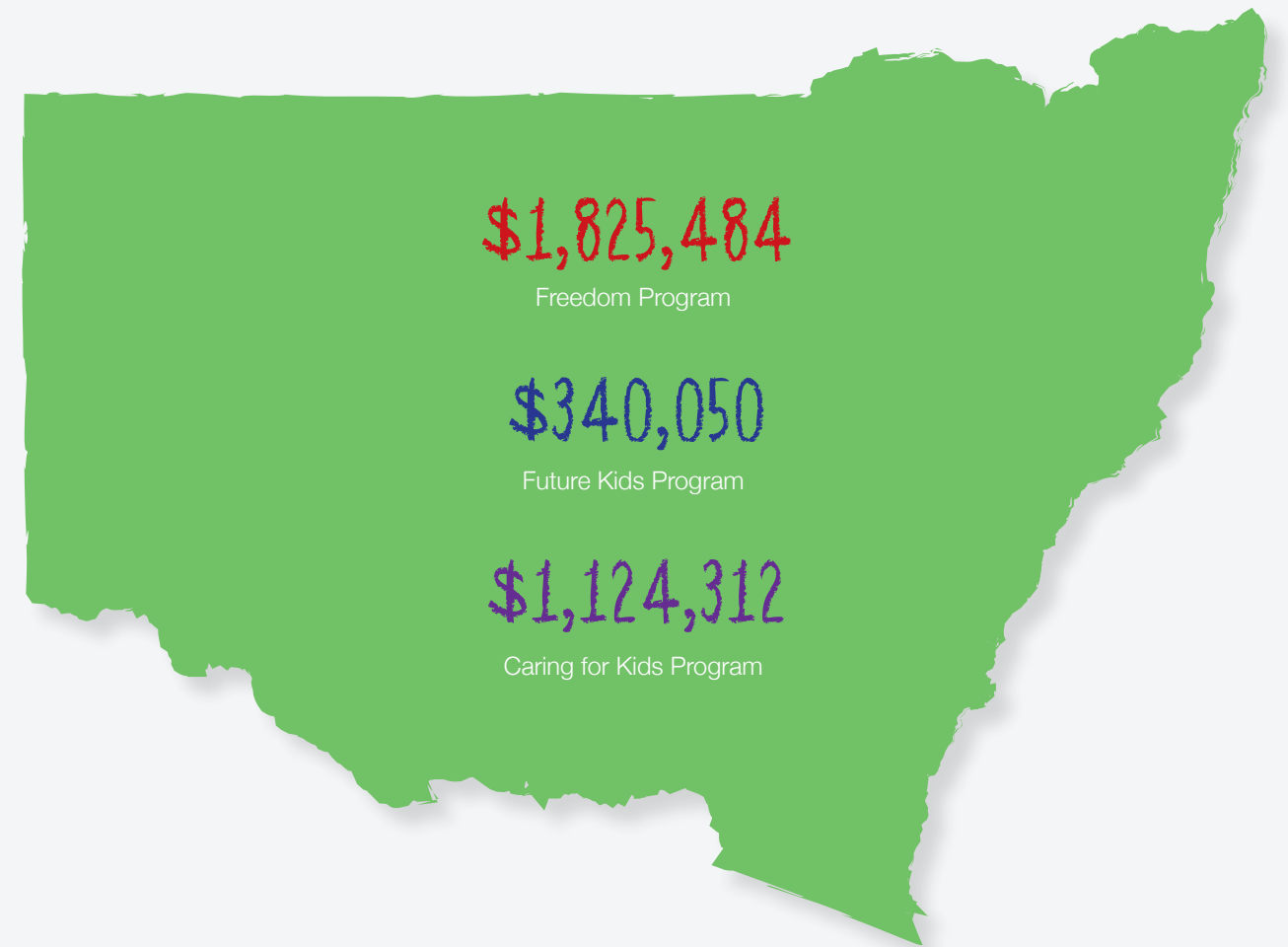
children directly
impacted by Variety
across Australia in 2015.

**Figures do not include write-ups
or write-backs on grants*

VARIETY NSW

\$3,289,846

Total amount granted in 2015



OUR IMPACT

14,557

children in NSW/ACT
directly impacted by
Variety in 2015.

448

applications approved
for individuals
and organisations

193

different conditions
were supported through
Variety grants.

21%

of children supported
were **indigenous**.

55%

of individual children supported
in 2015, have a **rare disease
or condition**.

10 most commonly supported conditions in 2015

- Cerebral palsy
- Developmental delay
- Epilepsy/seizure disorder
- Intellectual disability
- Alopecia
- Autism
- Vision impairment
- Hearing impairment
- Cystic fibrosis
- Duchenne muscular dystrophy

GRANTS APPROVED PER REGION



62%

Metropolitan NSW
*area extends to Sutherland Shire,
Blue Mountains and the Central Coast



21%

Hunter/Northern NSW



6%

Western NSW



5%

Southern NSW
*area extends from Wollongong to Albury



4%

Other states
*Represents the grants through the B2B
Bash, The Variety Cycle, Variety's Wig
Program, and Smile Program.



1%

ACT



1%

Murrumbidgee

OUR IMPACT

NSW funding highlights

In 2015, Variety granted 91 different types of equipment and services to individuals and organisations.



21 families supported through Variety's case management service



8 modified bikes/tricycles for children with special needs



4 myoelectric prosthesis



46 scholarships to help kids achieve their academic, sporting or artistic dream



23 manual wheelchairs



36 vehicle modifications to give family vehicles wheelchair access



27 wigs for children with medical hair loss



12 communication aids and software applications



33 children granted a year's supply of nutritional supplements



40 grants for physiotherapy, occupational and speech therapy



373 pieces of sporting equipment granted to schools and organisations



OUR STORIES

Every child is unique with their own gifts and abilities — that's what makes them special. These are some of the children we have been lucky enough to meet this year.



Mia

Six year-old Mia was born drug dependant and shortly after, was diagnosed with autism. Despite this tough start to life, or perhaps as a result of it, Mia has found a special way with dogs. She has three rescue dogs who she loves and nurtures. She likes to take them into “her home”, a cubby house provided by Variety, which allows Mia to retreat to her own space and chill out when the world becomes too much for her.



Ryan

Ryan has a rare condition and is reliant on a wheelchair for mobility. He was struggling with the stairs at the entry of his home and Variety was able to provide Ryan with a ramp so he can easily wheel himself in and out. At just eight years old, Ryan is a quick witted, talkative young man. He loves to be around people and playing wheelchair soccer allows Ryan to be included with other kids and share his gift of the gab!

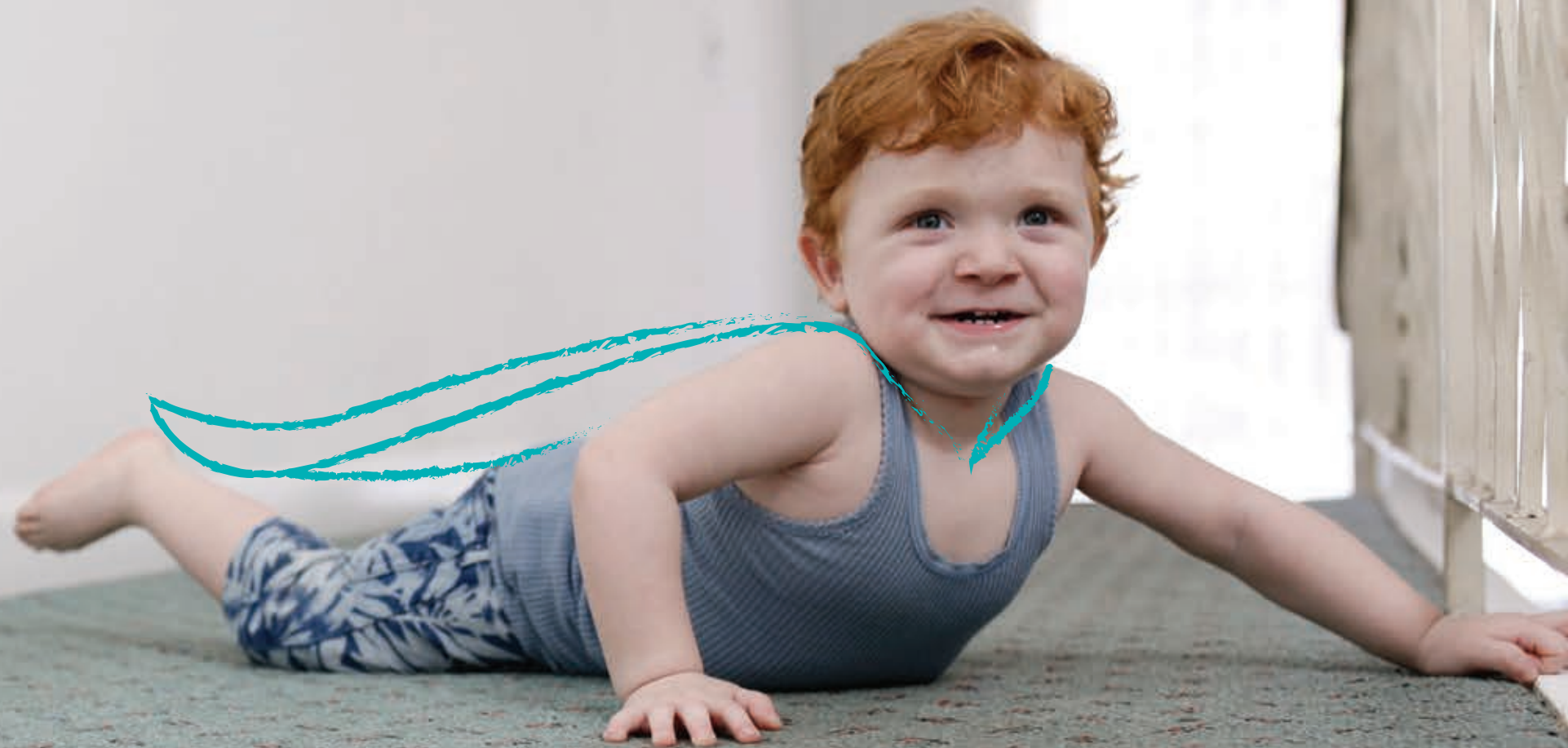


Finlay and Maxwell

Finlay, nine, and Maxwell, eight, are active young brothers. They have a number of rare conditions and illnesses. Variety helped Finlay and Maxwell with occupational and speech therapy to develop their gross and fine motor skills and to improve their communication. They both play with the Sutherland Titans Football Club, which allows them to harness their energy, be social and have a bit of fun!

Leonidas

Leo is a little fighter. Early in his young life, Leo was diagnosed with a rare lung condition and doctors still don't have a clear prognosis of his health. Initially, Leo was fully reliant on an oxygen tank and his parents turned to Variety to help for a pulse oximeter, CPAP machine, and feeds. These things allowed Leo's parents to care for him in his own home where he is happiest and most comfortable. Now he's running around on his own and loves chatting with everyone!





Amylie

Amylie, 19, doesn't let cerebral palsy stop her from pursuing her passion for horse riding. She has regular horse riding lessons thanks to a scholarship from Variety and is developing her riding skills. She is also doing a VET course on animal studies and wants to pursue a career within the animal industry.

Samuel

Samuel's laugh is infectious — when he starts to sing and dance, you can't help but join in. He has down syndrome, has battled with leukaemia and had open heart surgery, but his vivacious personality has not been crushed by these challenges. Variety met Sam when we helped his family with a stroller and stair climber, which allows them to get in and out of their apartment with greater ease. Now Samuel is sharing his smile with the rest of the world.





Our people

Variety has a strong community of people who make our work possible. Through the support of our staff, volunteers, fundraisers and our board and committees, Variety continues to grow and together, we can make a difference in the lives of children and their families.

OUR PEOPLE

Volunteers

Our volunteers are vital to Variety's work. Whether they're volunteering at an event to help raise funds, or behind the scenes with office support, every hour of their time helps to make a difference.

1,447 volunteers

More than 1,477 people volunteered their time in 2015



"When I lost my husband I had a gap in my heart. Volunteering with Variety helps to fill that gap by meeting people and feeling wanted and needed again. Being involved with different people and doing different roles makes me feel accepted and part of that family and I want to do more."

June Coleman

120 santa's elves

got into the festive spirit and volunteered at the Santa Fun Run



500 helpers

put a smile on the face of thousands of kids at the Variety Kids Christmas Party



1,888 ponytails

were donated to be made into wigs and sorted and packed by volunteers

159,564 hours

donated by volunteers in 2015

OUR PEOPLE

Fundraisers

Every dollar raised by our passionate fundraisers helps. From bake sales and golf days to cocktail parties, our dedicated ambassadors fly the flag for Variety and help us deliver more for kids and families.

561 Variety Bashers

across NSW raised in excess of \$2,815,641 NET



125 people

fundraised \$109,000 for Variety's Wig Program to help purchase a wig for a child who has lost their hair due to a medical condition

"It was an absolute honour to raise funds and awareness for Variety – the Children's Charity as part of my involvement with Miss World Australia. The bond I've made with the Variety team is something that will last for many years to come and I look forward to continuing my work for this incredible charity."




























Over \$120,000 raised

by Miss World Australia contestants from NSW

Shikye Alyce Smith,
Miss World Australia
Contestant

Employees

The dedication and passion of Variety’s employees is second to none. Each department within the organisation plays a key role in helping Variety support Aussie kids in need: fundraising at an event, nurturing a corporate partnership, helping a family apply online for a grant, or raising awareness of our services – they’ve got it covered.

Senior Executive	
Fundraising	             
Marketing	  
Grants and Support Programs	  
Finance and Admin	   

As of 30 September 2015, Variety NSW employed 22.4 full time equivalent staff members

Board and Committees

Variety’s committees and board of directors are crucial in Variety’s operation, providing guidance, support and direction through their years of experience, wise counsel and skills.

NSW Board of Directors		
<ul style="list-style-type: none">• Dr Amanda Mead• Geoff Davis• Gordon Cooper AM• Greg Lewis• Dr Greg Levenston	<ul style="list-style-type: none">• Henry Eggers (Deputy Chairman)• Paul Mullaly (Chairman)• Peter Hebbes AM• John Dennis• John Hoffman	<ul style="list-style-type: none">• Julie Babineau• Mahesh Hettiaratchi (Treasurer)• Susan Warda

Variety Committees				
				
Grants Committee	Finance Committee	Risk and Governance	Revenue Committee	Motoring Events Committee
				
Newcastle	Ladies of Variety	Young Variety	Shoalhaven	Cycle Committee



OUR STRATEGY

As we celebrate the successes we have achieved in 2015, we look ahead to plan for 2016 – 2018.

Our Aspiration

We want to be the go-to organisation for children who are sick, disadvantaged or have special needs in Australia – and indeed for donors and supporters who wish to help these kids. We strive to be the very best version of ourselves and grow our brand awareness to be top of mind whenever someone thinks of a children's charity in Australia.

We want to continue to grow the impact we have on the lives of children – both in terms of the numbers of lives impacted, but also in how richly we are impacting them. This will be reflected in our new community programs and the growing connection with families even as we continue to grow financial support provided.

To achieve this, we want to see steady, sustained growth in our net surplus. We will strive to keep income diversified to minimise risk and seek to grow new revenue streams while also maintaining our strong events and corporate partnerships portfolios.

We continue to invest in our people, both staff and volunteers, acknowledging the key role they play. We support their growth and development, leading to strong engagement across all levels of the organisation.

1. Children & Families

Objective:

Expand our support for children and families based on evidence of need.

We will be successful if:

- Three new 'products / services' are developed to help children.
- Case management service is evaluated and expanded.
- Children's support funding grows year on year.
- Social impact measures are in place.
- New regular family engagement activities are in place informing our work.

Actions for the first 12-18 months:

1. A children's support strategy is developed to inform the medium to long term growth of our support activities.
2. Business cases are developed for new programs (including expansion of case management) and are put in to action.
3. First social impact research is undertaken.

2. Leadership & Brand

Objective:

Variety is known as a leading children's charity in Australia.

We will be successful if:

- Variety features in the 'top six' children's charities (as measured by Colmar Brunton research – currently 9th).
- Our audience understands what we do to support children (as measured by research).
- Number of first time grant applications increases by $\geq 10\%$ per year.
- Media are calling on us for comment on children's issues.

Actions for the first 12-18 months:

1. Organisational marketing strategy is developed.
2. Review and sharpen brand positioning based on research.
3. Communication plan for families and referrers.
4. Development of a new website.
5. We selectively seek opportunities to speak publicly and/or to State and Local Governments on issues closely relating to our work.



OUR STRATEGY

3. Financial

Objective:

Sustained net profit growth through new and existing sources.

We will be successful if:

- Net surplus (before appeals and development costs) grows by an average of $\geq 10\%$ annually.
- We aim to have a diverse revenue mix where no single source of income exceeds 30% of the total (on average over three years).
- By 2018, 10% of revenue comes from sources we don't have today.

Actions for the first 12-18 months:

1. Individual giving plan is implemented including national individual giving program (lead by VA) and major donor program.
2. Vision For Life program is fully funded with at least 75% of funds coming from direct support.
3. Campaign-based community fundraiser built around hair donations and our wig program (PCAP).
4. Corporate Partnerships strategy focusing on lifting existing partners to new levels; maximizing sponsorship and bringing in a new major partner.
5. Event strategy focusing on growth of existing events in 2016 with plans developed for a new event in 2017/18.

4. Community Support

Objective:

Attract, grow and retain a strong supporter base including volunteers and donors.

We will be successful if:

- Volunteer engagement levels are climbing (as measured by regular internal surveys).
- Number of volunteer hours is growing.
- Financial support from individuals is growing as measured by:
 - Number of donations
 - Size of donations
 - Number of community fundraising activities

Actions for the first 12-18 months:

1. Volunteer recognition and engagement plan is developed.
2. Donor development plan is developed.
3. Our operations are integrated with, and fully utilise the capabilities of our database software.
4. Community fundraising kit is available.
5. Young Variety Committee reinvigorated.



OUR STRATEGY

5. Employees

Objective:

Attract, grow and retain a talented workforce and foster a dynamic and positive working culture.

We will be successful if:

- Employee engagement levels remain above the norm (against Custom Insights benchmarking data).
- Staff can articulate the difference we make in the lives of kids and tell stories of our success.
- Exceptional opportunities are available to exceptional performers.
- Voluntary attrition is less than 20% each year.

Actions for the first 12-18 months:

1. Employee engagement is tracked annually.
2. Employee engagement plan is implemented.
3. Staff training and development strategy will ensure staff have access to a mix of formal training, supported on-the-job learning and coaching opportunities with training and development outcomes linked to, and reflecting, Variety NSW's Strategic Plan.
4. Employee Assistance Program is available to all staff.

6. Skills Competency

Objective:

Build expertise in social impact and child-centred family support.

We will be successful if:

- Board, committees and staff are educated about drivers of adversity for Australian children.
- Actively consult expertise in children's support to inform decision making.
- Staff training, development and recruitment reflects this.

Actions for the first 12-18 months:

1. Quarterly staff training sessions are in place.
2. Regular sessions are available to board members.
3. A board recruitment strategy is in place overseen by the Risk and Governance Committee.



A young child with Down syndrome is sitting on a colorful, patterned blanket. The child is wearing a yellow t-shirt and dark shorts. They are holding a small orange toy in their hands. In the background, there is a window with white shutters. The overall scene is bright and cheerful.

OUR EVENTS

Variety knows how to host a good event! Events are the backbone of the organisation — through our signature events like the Bash, the Variety Cycle, the Santa Fun Run and Variety of Chefs, we come together with our community of supporters to raise money for Australian children and their families.



329 participants



13 schools provided with educational and sporting equipment enroute

OUR EVENTS

Variety Dick Smith B to B Bash

In August, 102 zany vintage vehicles and 20 support cars roared out of Bass Hill, NSW, and headed off the beaten track through the Australian outback enroute to Bunbury, WA. This year we went all the way to Beagle Bay on an optional six day 'Mini Bash' completing full circumnavigation of Australia since its inception in 1985.



8,182km travelled



Over \$2.2 Million
NET raised



\$703,661 NET raised

"My wife, Brooke and I genuinely get a real buzz out of joining the Bash each year and once it's over we can't wait till the next one. Dressing up in crazy costumes and watching the children's reaction when the bash comes to town, is a memorable experience. We are blessed in more ways than one to have what we have in life and when you meet a family doing it tough, and hearing we have helped, there isn't a dry eye in the house. It makes you proud to be a small part in supporting them."

Victor Cochrane

OUR EVENTS

Variety NSW AHA Bash

240 participants revved their engines for the Variety NSW AHA Bash, as they headed out of Newcastle Harbour on a week-long adventure through isolated towns and communities of NSW, supporting local children on the way.



240 participants



58 new participants

"I have a tonne of fun getting up to all sorts of shenanigans on the Bash, but this was definitely a highlight for me. This is Jack, a recipient of some specialised (and hence expensive) equipment from Variety. We met Jack at Ceduna Area School where he was enjoying all the cars and Bashers making a scene. We asked him if he was having a good day and while he is non-verbal, his enormous smile gave us a pretty clear answer anyway."

James Ross



2500km travelled.



76 crazy cars



Sydney to Hobart



OUR EVENTS

The Variety Cycle

The second annual Variety Cycle rode from Sydney to Hobart in 2015, following in the footsteps of the Sydney to Hobart yacht race. We faced challenging terrain, but had more support for our cyclists and found a wonderful ambassador in Michael Milton OAM.



The Variety Cycle Gala Ball

526 guests joined together at Dockside Pavilion, Darling Harbour to launch The Variety Cycle 2016, kicking off fundraising with a total of \$215,849 NET raised on the night.



2167 km



10 towns



15 days

"My family has been involved with Variety for decades and I grew up a part of the Variety family. Establishing The Variety Cycle has been a way for me to give back to the community through a charity that I love and support. Seeing the look on the kids' faces when hundreds of lycra clad cyclists ride into their school to present them with educational and play equipment is priceless. Their smiles and laughter motivate me to ride harder and raise more money to help other children like them."

Christopher Mapp



OUR EVENTS

Variety Postie Bike Dash

The inaugural Variety Postie Bike Dash was established to raise money to support the growing need in the local community and introduce new audiences to Variety. On Sunday 2 November 2014, 23 riders set off out of Newcastle on their Honda CT110 Postie Bikes for a six day adventure.



23 Postie Bikes

"I'd heard about Variety before but the Postie Bike Dash was the first time I got involved. Having serviced postie bikes for Australia Post for the last 35 years I had no hesitations signing up when I heard about the event. I have kids and grandkids of my own and appreciate how precious they are. I wanted to help kids who are not as fortunate as mine, through no fault of their own, just need a bit of extra help. It's great to be able to have a bit of fun whilst supporting the little guys."

Len Muddle



\$63,630 NET raised

4,282 Santas

OUR EVENTS

\$1,247,040 worth of PR received

Variety Santa Fun Run

4,282 participants hit the streets of Sydney, Newcastle and Canberra on Sunday 7 December 2014 decked out in Santa suits for the 6th annual Variety Santa Fun Run.

163 volunteers

"It's not every day I get to run around the city of Sydney dressed as Santa! I love the festivity of the Variety Santa Fun Run and being part of a community event. With support from my family, friends and work colleagues, I'm proud to help raise much needed funds for Variety and put a smile on kids' faces."

Cahill Poulter



8,849,742 people reached through media activity



519 guests to Variety of Chefs Sydney



Total of \$242,654 NET raised in Sydney and Newcastle



Variety of Chefs

With its growing popularity, Variety of Chefs was introduced to Newcastle which was a sell-out event in its inaugural year. In its 7th year in Sydney, the event was hosted by the generously donated Australian Technology Park with special guest, Variety grant recipient, Eva, who stole everyone's hearts, encouraging guests to dig deep to support more kids like her.

"As a chef, I'm proud to use my skills to give back to the community. Donating my time to be a part of Variety of Chefs and meeting the different children who have been supported by Variety is a great honour."

Peter Kuruvita, Chef

OUR EVENTS



280 guests to Variety of Chefs Newcastle



8 chefs donated their time and skills





OUR PARTNERS

Variety is generously supported by a committed network of corporate, community and media partners who share Variety's values in making a difference in the lives of children.

OUR PARTNERS

Woolworths

Woolworths raised \$2,220,752 in 2015 through in-store fundraising activities across NSW and ACT, providing 19 scholarships, a Variety Sunshine Coach, life-saving hospital equipment and many more pieces of equipment and services for local Aussie kids. The partnership with Woolworths is a community initiative, driven by Woolworths head office, state office, stores state wide, customers and over 600 volunteers who work together to help make a difference.

"We are very proud of our partnership with Variety – the Children's Charity. Our staff love getting involved in the Fresh Community Fairs and other activities that happen throughout the year. Woolworths love being part of the local community, and it is great to know that Variety helps Aussie kids across all of NSW / ACT."

Andrew Hall, General Manager –
Operations NSW/ACT Supermarkets



FUTURE GENERATION
INVESTMENT COMPANY

OUR PARTNERS

Future Generation Investment Fund

Future Generation Investment Company provides shareholders with access to prominent Australian fund managers who act entirely pro bono. It is because of this that 1% of Net Tangible Assets each year are directed to 14 Australian charities.

In 2015, Future Generation Investment Company donated over \$80,000 to support Australian children nationally through Variety's Scholarship Program, helping up to 50 children and their families who are disadvantaged and have special needs reach their sporting,

"Future Generation Investment Company (FGX) is in its first year of supporting Variety – The Children's Charity. We believe in changing the lives of Australia's most vulnerable children, and that's why we created a sustainable investment vehicle that creates shareholder wealth, while also investing in Australia's future generation. Funding from FGX will have extensive impact on a national level. It is expected that FGX's allocation will support scholarships to approximately 50 children and their families, communities and support networks."

Geoff Wilson - Founder of Future Generation
Investment Company



OUR PARTNERS

Brydens Lawyers

Brydens Lawyers were the proud Distinguished Sponsor of the Variety B to B Bash in 2015. They are dedicated to supporting Variety's work and in addition to their sponsorship, Brydens Lawyers also entered a car in the Bash and provided Variety with pro-bono legal advice on various projects throughout the year.

"Brydens Lawyers are a very proud supporter of the Variety Bash. Brydens Lawyers and Variety share similar ideals and philosophy so far as providing assistance to those people in need is concerned. In that sense Brydens Lawyers and Variety are a perfect fit. Brydens Lawyers has found the association with Variety to be professionally and personally very rewarding and satisfying. Brydens Lawyers are readily cognisant of their corporate responsibility to give back to the community in which they have operated successfully for over 40 years. The association between Brydens Lawyers and Variety allows Brydens Lawyers to connect with that community on a whole new level. Brydens Lawyers looks forward to a very long and successful association with Variety."

Lee Hagipantelis, Principal

brydens
lawyers



G.J. Gardner. HOMES

OUR PARTNERS

GJ Gardner Homes

In 2015, GJ Gardner Homes and its partners and suppliers built a four bedroom home in Tamworth to raise money for Variety. Proceeds from the sale of the house raised \$158,855 to support children in local communities like Tamworth.

"The GJ Gardner Variety Freedom House Project is something that is very special to us as a company, and to each and every one of our employees. However, it does not stop there — we partner with a large number of tradespeople, businesses within our local community to pull this project together. We absolutely love that we are able to have such a huge impact to kids in our communities."

Mike Allsop, Sales and Marketing Director
GJ Gardner Homes NSW/ACT/WA



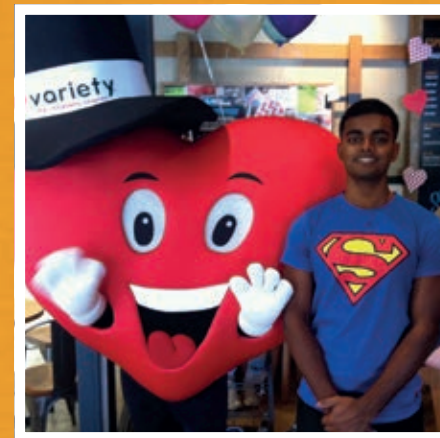
OUR PARTNERS

Gloria Jean's Coffees

Variety's partnership with Gloria Jean's Coffees in 2015 saw more than 340 stores across Australia get involved with Cappuccino for a Cause. They sold over 62,000 cappuccinos, raising more than \$105,000 to help children reach their full potential through Variety's Future Kids Program.

"Gloria Jean's Coffees support of Variety – the Children's Charity over these last five years has seen this partnership grow and make a significant difference in the lives of many children. Gloria Jean's Coffees Cappuccino for a Cause campaign raises awareness for Variety, involving our Franchise Partners and team members nationally. This enabled us to donate Sunshine Coaches, wheelchairs, Liberty Swings and scholarships to build kids futures. We are extremely humbled and joyful to be a part of Variety's amazing vision for Aussie kids in need"

Angela Saleh, Founder of With Heart,
a Gloria Jean's Coffees Foundation



**allphones
arena**

OUR PARTNERS

Allphones Arena

Allphones Arena host the annual Variety Kids Christmas Party every year, opening their doors for thousands of children who are sick, disadvantaged and have special needs to enjoy pony rides, music and entertainment, amusement rides and of course, Santa! They also extend their support with tickets and money can't buy experiences at their venue for Variety fundraising events throughout the year.

"We feel privileged to host the Variety Kids Christmas Party. It is a very special experience to be able to witness first-hand the smiles on the kids' faces and the laughter that comes from being a part of this event. We are very proud and honoured to partner with Variety– the Children's Charity."

Guy Ngata, General Manager



OUR PARTNERS

Major Partners

A very special thank you to the following Major Partners who have generously contributed over \$100,000 and in so doing have made a significant and life changing difference to so many Aussie kids in need over the last year. Our Major Partners support us in an amazing variety of ways from donations, to staff fundraising, joint marketing campaigns, sponsorship, in-kind donations, work place giving, volunteering and more.



Distinguished Sponsor, Variety B to B Bash 2015



Naming rights partner, NSW Bash 2015



Anthony & Sharon Lee Foundation



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Founding Partner, The Variety Cycle 2015



Sponsor, The Variety Cycle

OUR PARTNERS

Key Partners

Thank you to our Key Partners who have generously supported Variety in the last year through generous donations, fundraising, marketing and volunteering initiatives. Your support is vital in enabling us to continue our work with Aussie kids in need.

OUR PARTNERS

Media Partners



Variety Santa Fun Run 2014



The Variety B to B Bash 2015



Key Supporters

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The Variety Cycle

- Audi Australia
- Dockside Pavilion, Darling Harbour
- Higer
- LK Property Group
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- Scenic Tours
- Tourism Tasmania
- Wiggle
- Wild Oats Yachting

Variety of Chefs

- Australian Technology Park
- Ferrari
- Frost Catering

Variety B to B Bash

- Bridgestone Earthmover Tyres
- Seeley International
- Summernats
- Volvo Trucks Australia

Variety Santa Fun Run

- Aroona
- Astellas
- Newcastle Family and Sports Podiatry
- Peter Blackshaw Real Estate



THANK YOU!



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