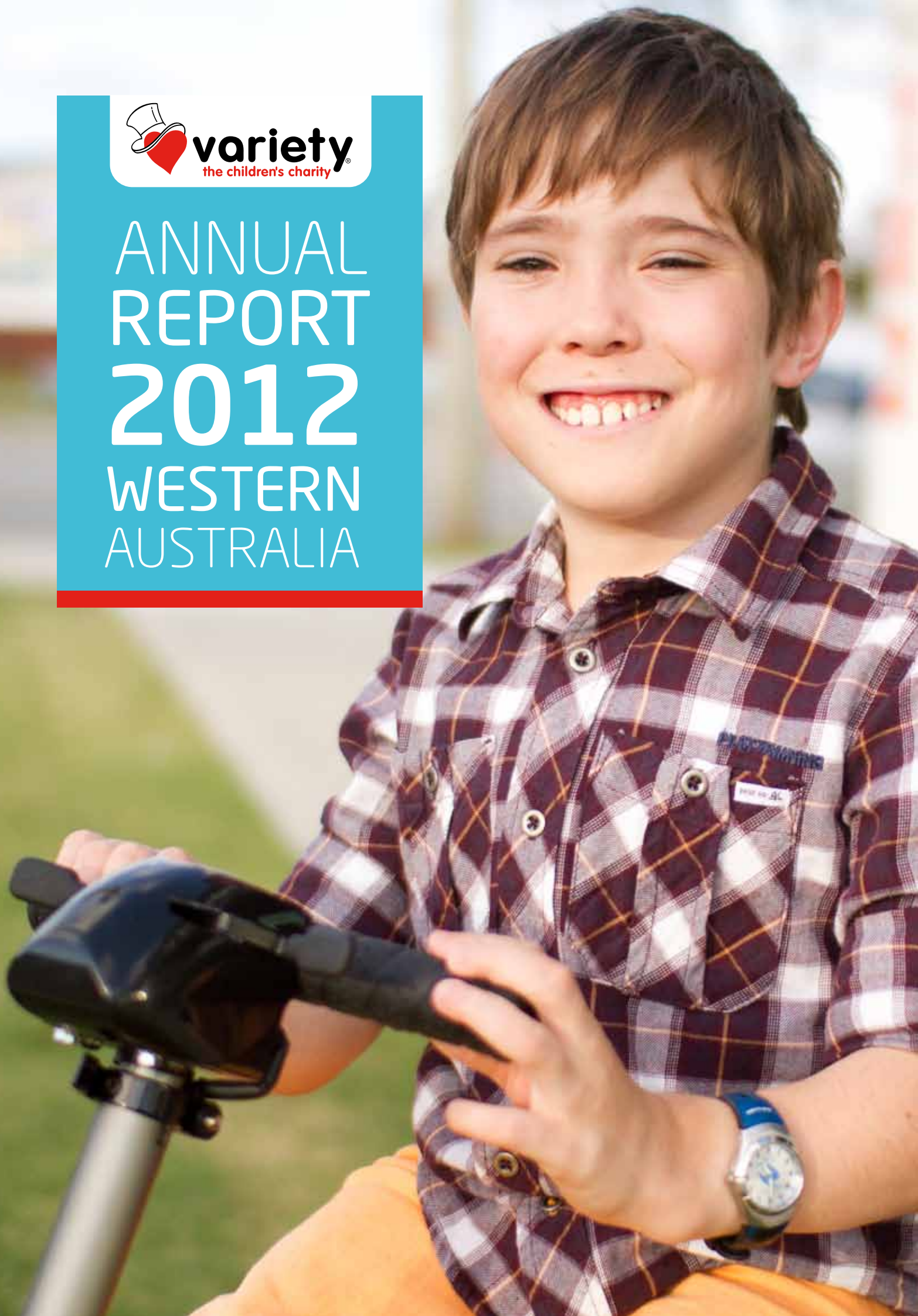


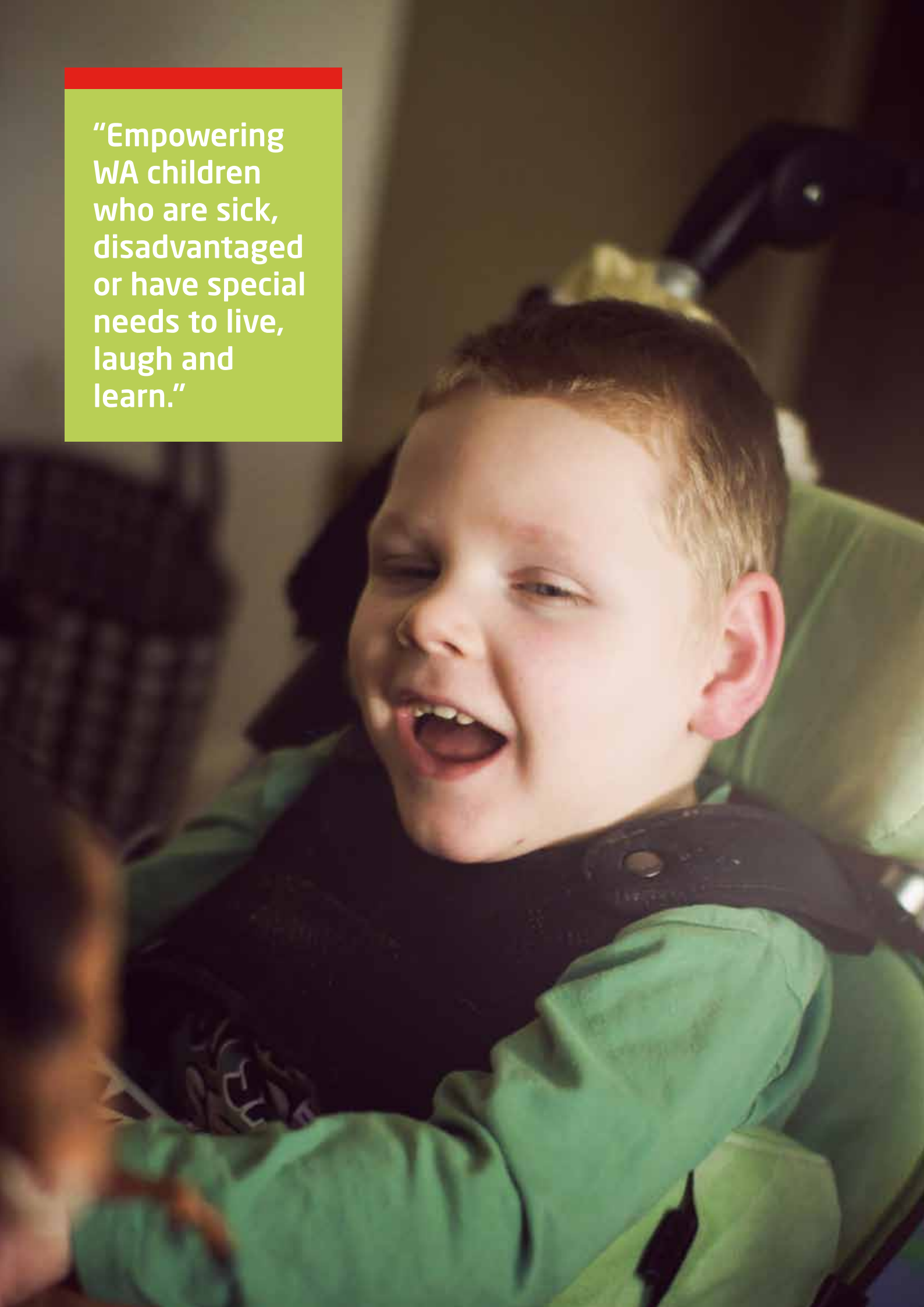


variety
the children's charity

ANNUAL REPORT 2012 WESTERN AUSTRALIA



"Empowering
WA children
who are sick,
disadvantaged
or have special
needs to live,
laugh and
learn."



Variety WA 2012 Annual Report

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Front cover: Ten year old Coby on his electric scooter, granted by Variety WA. The scooter helps give Coby independence and mobility, and is worth \$4,431.

Special thanks to Jeremy Tan and Michael Bain for generously photographing our beautiful Variety WA children, events & supporters seen in this annual report.



"A huge thank you to Variety from us for your amazing contribution towards making our lives a great deal easier. We are very grateful to you all."

Gemma, mother of 5 year old Cian

"Five years ago, the Variety WA Board of Management set an ambitious business plan to achieve net revenue of \$5m by 2012... I am delighted to report that we did it!"



Message from the Chief Barker

Like so many of you, I have been both inspired and humbled by the many WA children and families I've encountered through Variety - the Children's Charity of Western Australia.

Although it is with sadness that I reach the end of my term as Chief Barker, nothing makes me prouder than to present our 2011 - 2012 financial year results.

Five years ago, the Variety WA Board of Management set an ambitious business plan to achieve net revenue of \$5 million by 2012 in order to meet the ever increasing demand for assistance from the children and families we serve.

Key components of the plan were an emphasis on delivering programs that reach more children, increasing brand awareness, diversifying income and continuing to grow and expand our events.

Thanks to your support, I'm delighted to report that we delivered on our plan and not only achieved, but exceeded this milestone figure. In fact, we increased net income by 42% from \$3.7m in 2011 to \$5.2m in 2012.

This represents an average year on year growth of more than 25% since 2005. It's an exceptional result under the best of circumstances, but given the difficult economic conditions in recent years, this is particularly pleasing. Importantly, this growth has been matched by increased productivity when measured against staffing levels.

In May 2012, Variety WA was recognised at the Variety International Convention in Dublin with a Gold Heart Award, as the equal best performing 'Tent' in the world.

Long time Variety WA supporters Paul and Elma Thompson were also presented with Presidential Citations at the convention in honour of their commitment to Variety.

Furthermore Gemmill Homes was recognised for their outstanding fundraising achievements over the last six years, raising almost \$1m for Variety, with a corporate award.

Just one month later in June, another significant milestone was marked; the opening of our new Perth office in Burswood by the Hon. Colin Barnett, Premier of Western Australia. Again, I extend my heartfelt thanks to major donors Lotterywest, Mark and Deseree Taddei, the McCusker Charitable Foundation, Stan Perron Foundation, and all our capital campaign contributors.

Already, the Board of Management has adopted a new three year business plan, which will position the charity to consolidate and build upon our success into 2015.

Six 'mission critical' priorities were identified for Variety WA to continue to deliver high quality programs to meet the unmet need of WA children who are sick, disadvantaged, or have special needs.

1. **Sustainable Income** – Further diversifying revenue streams and attracting new donors.
2. **Systems** – Ensuring operational systems and procedures are in place and effectively utilised.
3. **Unmet needs** – Proactively increase our reach and effectiveness through expanded programs.
4. **Effective networks** – Ensuring the right profile of people and mix of networks are in place.
5. **Brand Leverage** – prominent and consistent brand messaging delivered through multiple channels.
6. **Team Effectiveness** – A 'one team' culture exists with all stakeholders working towards achieving the same goals.



Message from the Chief Barker continued

The ongoing development of our regions remains a vital component of this plan. In 2012, regions contributed 18% of gross revenue and assisted in delivering equipment and programs to impact children right across the state.

I recently attended my last Variety WA Board meeting as Chief Barker, where I'm thrilled to announce the Board resolved to nominate volunteer motoring event stalwarts Neil 'Buddah' Wilkinson and Miro 'Milo' Selak for the 2013 Variety International Presidential Citations.

Having completed more than 28 and 24 Bash, 4WD Challenge, Bike Run and Creative Car Cruise events respectively, Neil and Miro personify the spirit of Variety. Both take personal leave from work to provide essential mechanical support on each event, as well as attending countless briefings and workshop meetings in the lead up. Our events would not be the same without their expertise, great humour and 'can do' attitude, and I know their fellow event participants and officials will agree they are most deserving of this honour.

As Variety WA prepares to welcome a new Chief Barker, I thank past and present Board Members for their hard work and vision towards achieving our \$5m milestone, and wish the incoming Board Members well.

I would also like to take this opportunity to acknowledge the efforts of our CEO Michael Pailthorpe and his staff, who have guided and supported the organisation through its continued growth over the past twelve months.

Finally, to all our members, event participants, sponsors, volunteers and donors - these extraordinary results are only possible because of you.

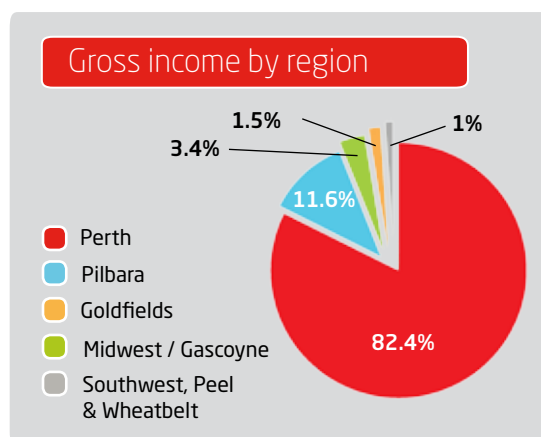
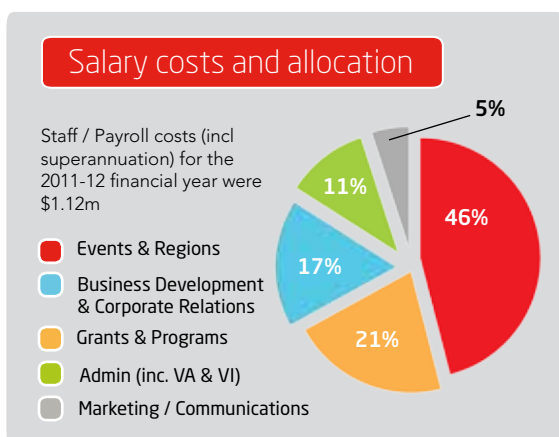
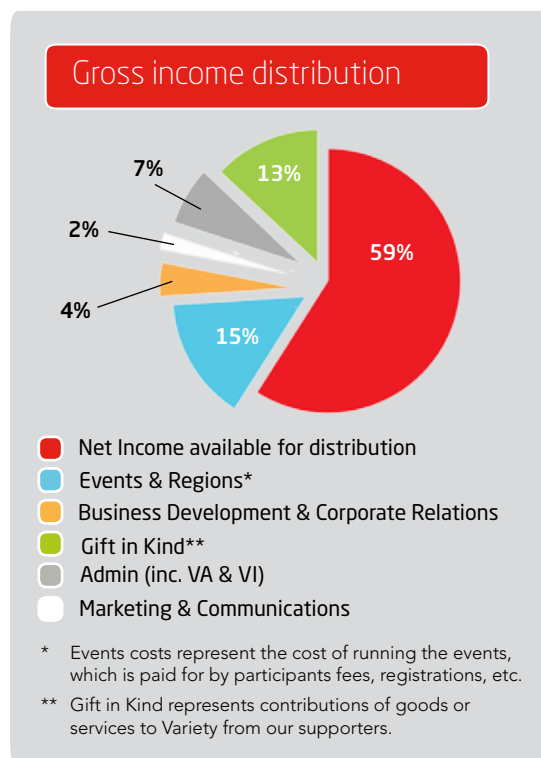
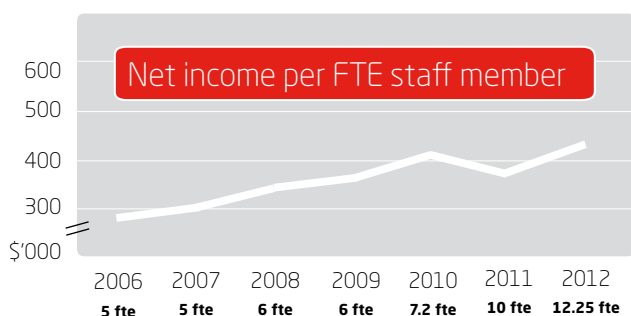
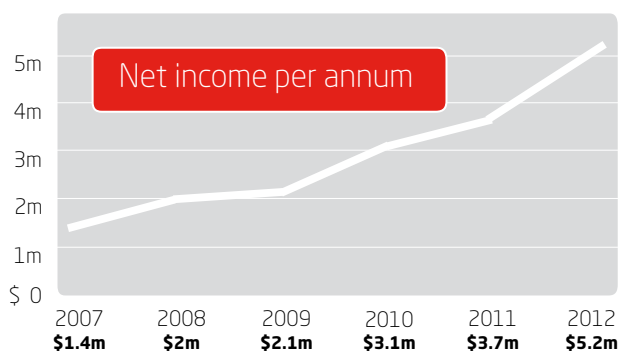
On behalf of all our Variety children and families across WA who rely on your generosity, thank you.

John Mancini
Chief Barker

"Thank you for my scholarship. Without your support, I wouldn't be able to train at WAAPA. For the stress that you've alleviated from my family, I can never express in words how thankful I am."

Jessica, Variety WA Scholarship recipient

Financial results analysis



"A record 30,400 children in need benefited through new grants (up 30% from 2011). A further 17,500 children benefited from ongoing programs and projects, taking our total to a record 48,000 kids reached in 2012"



Message from the Chief Executive Officer

As I'm sure is the case with you, my favourite part of being involved with Variety is meeting and hearing the stories of the families that we are helping. I'm always amazed at the life changing difference a piece of mobility or communication equipment, a ride in a Sunshine Coach or the attendance at a camp or Christmas party can make to a child in need and their families.

If there is one thing that I have learned in recent times, it's that everyone has a story and everyone has their challenges to face, but that even the seemingly smallest contribution can make a massive difference.

This year, Variety WA approved an incredible 432 grants to individual families and children's organisations (up 31% from 329 in 2011), to a total cost of \$3.2m.

As a result, a record 30,400 children in need benefited from Variety WA assistance through new grants in 2012 (up 30% from 23,400 in 2011).

A further 17,500 children benefited from ongoing programs and projects funded in previous years, taking our total to a record 48,000 children reached in 2012 (a 26% increase on 2011).

This upward trend is predicted only to increase, and our independent, volunteer grants committee continues to work every month to investigate and prioritise needs, ensuring our funds get through to where they are needed most.

While we work to further diversify our revenue streams, events remain a cornerstone of Variety. Our Bash, 4WD Challenge, Bike Run, Creative Car Cruise and Santa Fun Run events all recorded their highest ever fundraising results. In addition, non-event income was also at a record high, accounting for more than 63% of our total net revenue for the year.

I would like to acknowledge the efforts of the Pilbara Region under the leadership of President Peter Broad in completing the hugely successful LandCorp Variety Pilbara Charity Home in Port Hedland.

President Jan Ajduk and her Midwest team had another busy year, with the popular biennial Variety Midwest Getaway a highlight, and our more recently formed Goldfields region branch led by Paul Burgess conducted amongst other things a successful golf day in association with the Kalgoorlie Boulder Chamber of Commerce.

Variety WA is fortunate to have a loyal and generous group of corporate supporters on board, including our principal partners Channel Nine / WIN Television, Gemmill Homes and Killarnée. Please take a moment to review our full list of sponsors and corporate partners at the end of this document.

Particular thanks to Paul Bowen and the team at Channel Nine / WIN Television. The partnership between Variety and Appealthon has gone from strength to strength and has been critical in both raising the awareness of Variety's work and securing much needed funding via the State and Federal Governments.

We knew our five year business plan of raising \$5m net for the kids by 2012 was an aggressive growth target.

But you - our members, sponsors, event participants, donors and volunteers - believed it was possible and enabled us to achieve this goal. On behalf of all the extra children and families that we have been able to reach, I can only say a heartfelt thank you.

Of course there is much more to do, and indeed work has already commenced on our goals for the next three years.



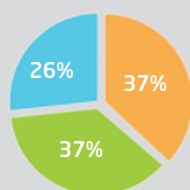
Variety WA was deeply saddened by the loss of Charter and Life Member, Peter Currall. A Presidential Citation recipient, Board Member, Treasurer and fundraiser, Peter will be remembered as a larger than life character, and is greatly missed.

Working together, we will continue to generate the funds to deliver programs which will meet unmet need and ensure WA children in need can live, laugh and learn.

Michael Pailthorpe
CEO

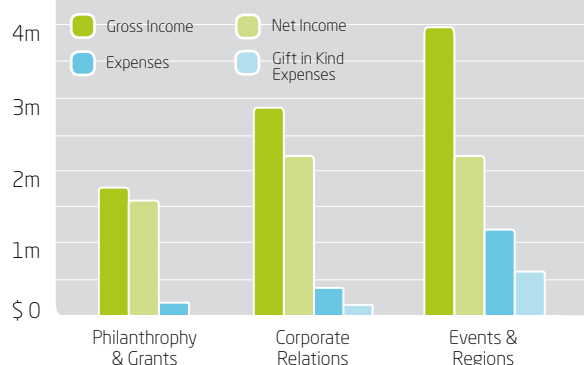
Fundraising diversity by source*

- Philanthropy & Grants
- Events & Regions
- Corporate Relations & Business Development



* Based on net revenue

Income & expenses by source



"I like the Choir because we sing wonderful songs... everyone seems determined to do the best they can. I really love it, I'm so glad I joined!"

Emma, member of the Variety Youth Choir



Fundraising Highlights

Oct



Gloria Jean's Coffees united around the country, raising \$150,000 for Variety Australia through their 'Cappuccino for a Cause' campaign.



Nov



More than 1,200 Santas lined the streets of Fremantle for the second annual Variety Santa Fun Run. A record number of participants from young elves right through to Papa and Nana Claus' got into the Christmas spirit, all raising funds for WA kids in need.



Dec



The Variety WA Kids Christmas Party brightened the lives of 2,400 special children and their parents and carers. Guests enjoyed rides, a big top circus, entertainment and a visit and present from Santa, with generous support from the Stan Perron Charitable Trust, McCusker Charitable Foundation, Lotterywest and our generous Christmas appeal donors.



Jan



- The Perth Wildcats played a special 'Gemmill Homes Variety Shield' match to raise funds for Variety WA on January 6.
- Thousands of West Aussies dug deep for our annual Variety Tin Shake at the Lotterywest Australia Day Skyshow on January 26.



Feb



The Variety WA 'Diamonds are Forever' Ball saw more than 600 guests come together for an evening under the stars. Young Variety grant recipient and mouth-artist Sladjana won hearts on the night, while The Black Sorrows kept guests dancing till the small hours! Special thanks to Clive Hartz and his volunteer event committee for all their hard work.



Mar



The second annual Variety Creative Car Cruise got engines revving when more than 17 classic cars hit the road. A mystery 'show and shine' from Fremantle to Beverley, the Cruise benefited PCYC's livAlive program to help give a real future to disadvantaged children.



Apr



Fifteen families from around the state took part in the second annual Variety Motor Mouth Camp. The five-day school holiday camp at Point Walter provided intense therapy for young people who use alternative communication aids. The camp gives families the chance to learn how to better use communication devices and share experiences with others facing similar challenges.

May



- Thirty teams came together for a nine-day fundraising adventure from Mt Newman to Kakadu on the 2012 Variety 4WD Challenge, proudly supported by Coleman.
- Twenty-two talented young West Australians were awarded IGA Variety Scholarships worth a total \$76,000 at a special ceremony at the State Theatre Centre of WA.



Jun



- Channel Nine's Lisa Wilkinson visited Perth to film a TV ad for Variety's national 'Help Kids be Kids' campaign.
- The Premier of Western Australia, the Hon. Colin Barnett officially opened Variety WA's new premises, made possible with generous support from Lotterywest, our major capital campaign donors and supporters.



Jul



- The Kimberley Diamond Company's Diamond Dinner raised more than \$70,000 for Variety WA.
- The Variety Youth Choir, proudly sponsored by Killarnée, performed at the WA Olympic Team Farewell Lunch.
- 70 Variety Midwest 4WD Getaway participants braved a murder mystery trip into the 'wild west', raising \$60,000.



Aug



- The Pilbara Region of Variety WA celebrated the \$1.54m sale of the LandCorp Variety Pilbara Charity Home, built by Custom Construction.
- Neil Perry lent his star power to the Variety Toy Bank luncheon at Rockpool. Toy Bank donated 500 toys for children in WA women's refuges throughout 2012.
- Variety Goldfields held their inaugural Burn Out Competition in Kalgoorlie-Boulder, with a 1,700 strong crowd cheering on competitors.

Sept



- The Variety WA Bash raised \$1.5m net! Participants travelled 2,500km from Albany to Perth via Kalgoorlie in their 25+ year old themed vehicles - bringing colour and laughter to regional communities.
- The Gemmill Homes Ball for Variety WA raised \$178,000 in a country hoedown spectacular.





How we help

Variety - the Children's Charity is all about empowering Western Australian children who are sick, disadvantaged or have special needs to live, laugh and learn.

By giving practical equipment, programs and experiences, Variety helps children overcome obstacles they face - helping kids be kids.

Variety prides itself on the integrity of its grants process; all applications for assistance are considered by an independent Grants Committee. The Committee is made up of experts from the fields of health, education and technology, with meetings held every month to consider applications.

Each application is reviewed on a case by case basis and due diligence ensures that the requested assistance fulfils a tangible need and is the best possible use of funds.

Variety focuses on 'filling the gaps' and providing much needed assistance to individual families as well as schools, hospitals and other children's organisations that often have nowhere else to turn.

Where alternate funding or equipment sources already exist (such as government and/or health service agencies), the Committee will refer applicants back to appropriate providers, to minimise duplication and maximise the impact of Variety funds.

And because Variety provides funding for grant applicants in the purchase of equipment and resources directly rather than giving cash, you can be sure every dollar gets through to where it is needed most.

Variety WA provides assistance through three core programs:

Variety Freedom - Mobility & independence

Variety Future Kids - Education, experience & play

Variety Caring for Kids - Health & wellbeing

2012 Program Snapshot

48,000

WA children in need reached in 2012

30,400 children directly benefited through new grants in 2012, with a further 17,500 children assisted in 2012 through ongoing programs and projects that were funded in previous years

31%

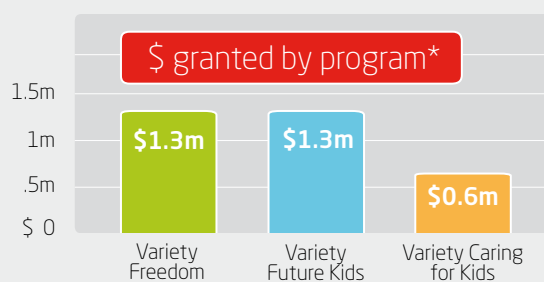
increase in number of grants approved

432 grants approved in 2012 up 31% from 329 in 2011

26%

increase in total children reached

up from 38,000 in 2011 to 48,000 in 2012

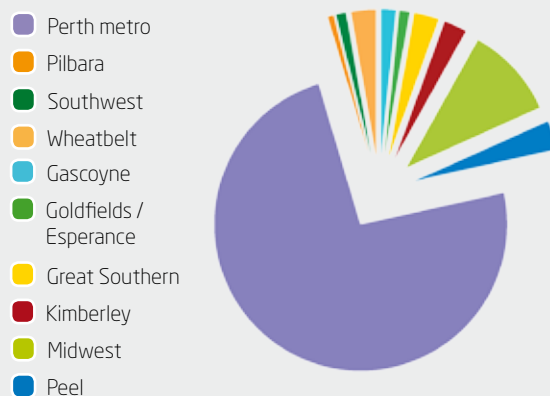


* The variance between these figures and total shown in the annual financial report relate to adjustments made to grants at final acquittal.

Growth in grants given



Spread of grants by region



74% metro / 26% regional grants

3,200+

children impacted through Variety
Freedom Program grants in 2012



The Variety Freedom Program gives the gift of freedom, mobility and independence to individual children living with disability, through the provision of custom modified tricycles and bikes, wheelchairs, specialist car seats and more.

Variety Sunshine Coaches also allow children who are disadvantaged or live with a disability to participate in school or community programs and activities, while Liberty Swings allow children otherwise confined to wheelchairs to enjoy the simple thrill of 'going for a swing'.

How we helped

In 2011-2012, the Variety Freedom Program provided the following equipment to children right across the state:

- 28 modified bikes, trikes & scooters
- 18 wheelchairs / seating systems
- 5 bathroom modifications & equipment
- 8 bedroom modifications & equipment
- 10 Sunshine Coaches
- 17 general home equipment
- 15 hoists & positioning systems
- 12 walkers / strollers
- 2 standers
- 1 Liberty Swing
- 1 orthotic / postural splint
- 8 wheelchair accessible car modifications
- 1 wheelchair for group use



"Sheydon's new bike from Variety means that he can now enjoy a ride with his brothers without having to worry about his balance and depth perception.

Without Variety, Sheydon wouldn't have been able to get a special bike like this and would have missed out on so much family fun time - with four brothers, bike riding is one of their favourite pastimes".

Kylie, mum of 9 year old Sheydon who lives with acquired brain injury



19,000+

children impacted through Variety Future
Kids Program grants in 2012

The Variety Future Kids Program helps children to follow their dreams, reach their full potential and simply have fun, through the provision of specialist computer packages, communication devices, scholarships, camps, regional and special education school support, sensory playgrounds and more.



"Ciara is a pretty special girl. Her speech therapist referred us to Variety to apply for assistance. Since receiving her iPad, it's been incredible.

Ciara now knows how to spell her name, and we really put that down to the fact that she can use lots of different applications and programs to practice learning in different ways... so she's really learning lots of different ways of communicating.

Our family has benefited so much from this grant and Ciara will continue to benefit. Thank you".

Theresa, mum of 5 year old Ciara who lives with down syndrome

How we helped

In 2011-2012, the Variety Future Kids Program provided the following equipment, programs and experiences to children right across the state:

- 215 communication devices, iPads & computers
- 17 computers & education equipment for groups
- 20 special experiences & toys for groups
- 24 IGA Variety Scholarships
- 6 camps
- 7 sensory / accessible playgrounds
- 3 accessible / sensory toys for individual children
- Variety Youth Choir





8,500+

children impacted through Variety
Caring for Kids Program grants in 2012



The Variety Caring for Kids Program helps kids live happy, healthy lives by providing essential medical and care equipment like nebulisers and electric beds for families at home, as well as supporting WA paediatric hospital wards, children's respite and rehabilitation centres and more.

How we helped

In 2011-2012, the Variety Caring for Kids Program provided the following equipment and programs to benefit children right across the state:

- 3 incubators / humidifiers for hospitals / groups
- 1 set of nebulisers & physiotherapy equipment for group use
- 4 items of personal care equipment
- 2 health & wellbeing intervention programs
- 2 medical / health equipment for individuals
- Fit out of equipment for the Variety TSH Children's Earbus



"I wanted to say a big thank you to Variety for granting our application for a spa for our son Tyler. Tyler loves his spa, splashing, talking, blowing raspberries and even physio exercises!"

We've set the spa up outside in a special area that can be used twelve months a year. Rain, hail or shine, when we put Tyle in his spa we are guaranteed a smile. He loves it.

His physio has created a sheet of exercises for us to do when Tyler is in the spa, so he always gets a good work out".

Debra, mum of 3 year old Tyler who lives with a genetic condition

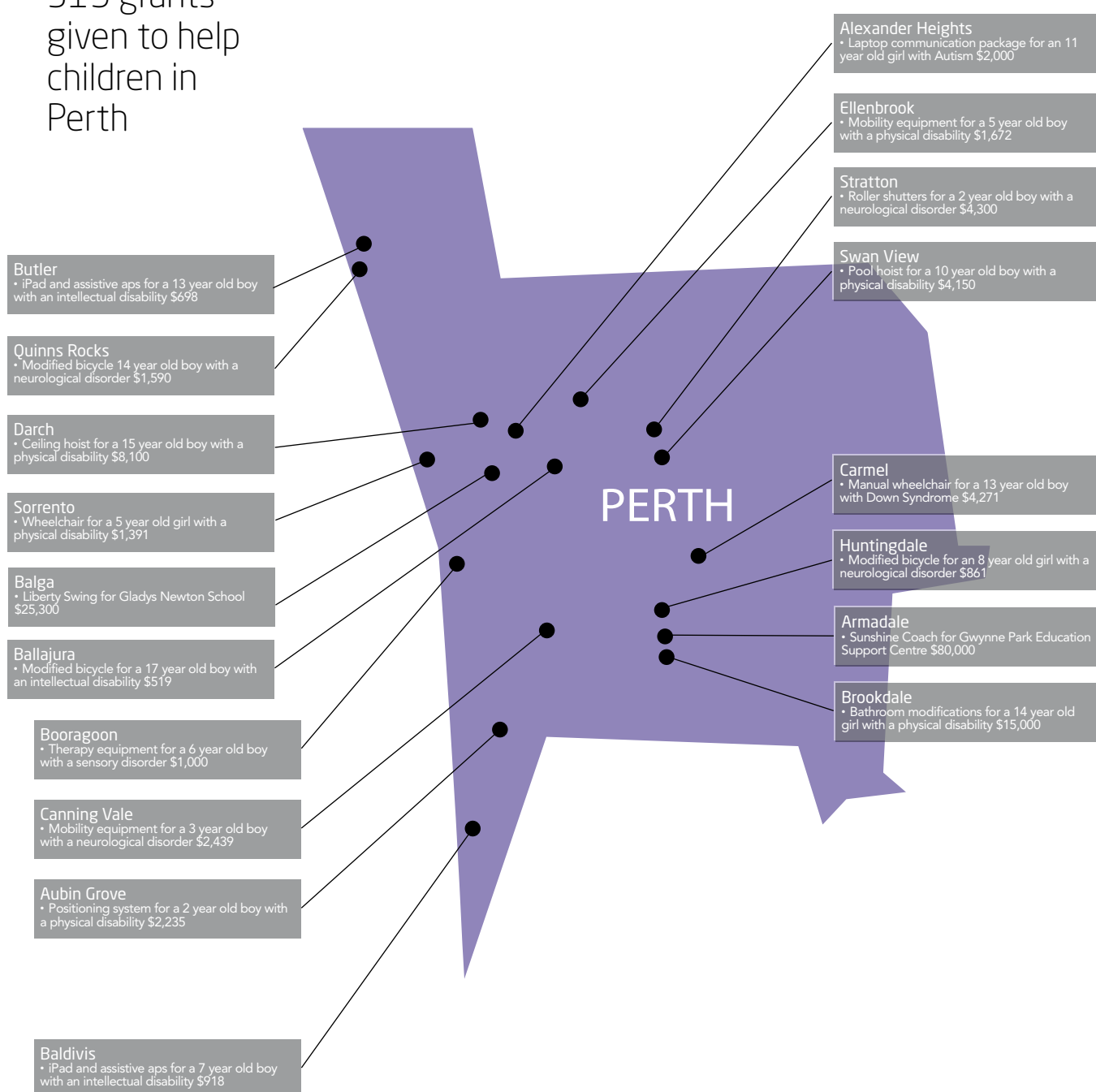




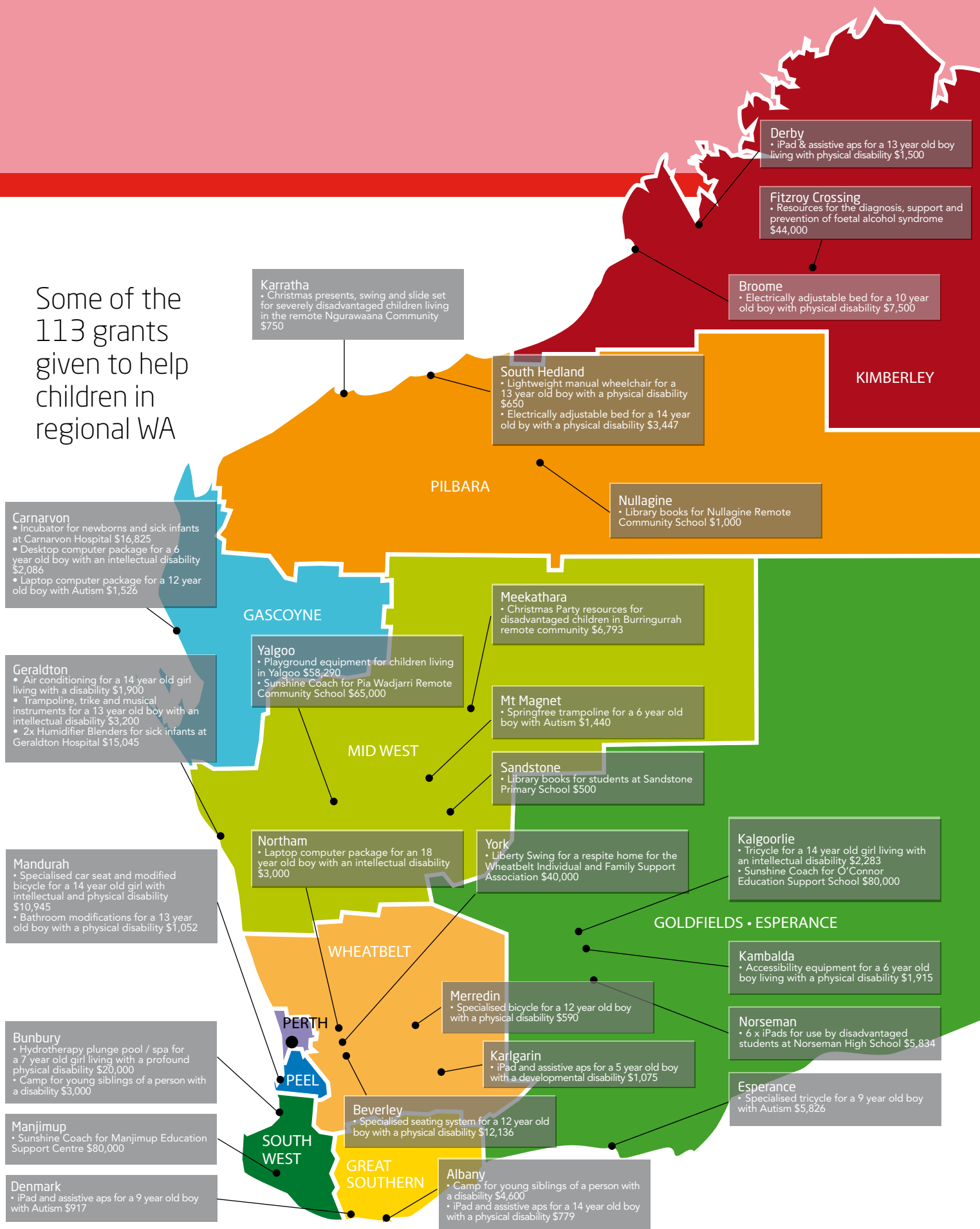
Statewide grants & program examples

How we helped children right across the state

Some of the 319 grants given to help children in Perth



Some of the 113 grants given to help children in regional WA





2012 Grants List

A complete list of every one of the 432 grants given in 2011 - 2012

Variety Caring for Kids Program

Beneficiary	Region	Amount
Carnarvon Hospital - WACHS Midwest	Gascoyne	\$16,825
Cystic Fibrosis Association of WA	Perth Metropolitan	\$50,268
Geraldton Hospital, Christine	Mid-West	\$15,045
Marulu Project	Kimberley	\$44,000
St Mary Star of the Sea School	Gascoyne	\$806
Kids Matter WA	Perth Metropolitan	\$250,000
Telethon Speech and Hearing	Perth Metropolitan	\$138,246
Carnarvon Hospital - WACHS Midwest	Gascoyne	\$25,807
Male 6	Perth Metropolitan	\$367
Female 5	Perth Metropolitan	\$1,840
Female 18	Perth Metropolitan	\$1,867
Female 4	Perth Metropolitan	\$4,240
Male 5	Perth Metropolitan	\$3,495

Variety Freedom Program

Beneficiary	Region	Amount
Kids Camps Inc	Perth Metropolitan	\$65,000
Police and Community Youth Centres (PCYC)	Perth Metropolitan	\$119,638
Pia Wajarri Remote Community School	Mid-West	\$65,000
Youth Futures WA Inc	Perth Metropolitan	\$17,000
Malibu Special Education School	Perth Metropolitan	\$80,000
Rocky Bay	Perth Metropolitan	\$14,647
O'Connor Education Support	Goldfields-Esperance	\$80,000
Independent Living Centre	Perth Metropolitan	\$30,000
Rocky Bay	Perth Metropolitan	\$35,000
Albany Education Support Centre	Great Southern	\$34,100
St Joseph's School	Mid-West	\$35,000
Wheatbelt Individual and Family Support Association	Wheatbelt	\$40,000
Riding for the Disabled Carine	Perth Metropolitan	\$2,832
Rainbow Coast Neighbourhood Centre	Great Southern	\$5,523
WA Motor Industry Foundation Inc	Perth Metropolitan	\$10,000
Edmund Rice Centre Mirrabooka	Perth Metropolitan	\$1,287
Manjimup Education Support Centre	Great Southern	\$80,000
Dreamfit Foundation	Perth Metropolitan	\$21,114
Spina Bifida Association of WA	Perth Metropolitan	\$5,000
Gwynne Park Educational Support Centre	Perth Metropolitan	\$80,000

Variety Freedom Program

Beneficiary	Region	Amount
Independent Living Centre	Perth Metropolitan	\$7,300
Female 8	Perth Metropolitan	\$2,676
Female 14	Goldfields-Esperance	\$2,283
Male 6	Mid-West	\$1,440
Male 2	Perth Metropolitan	\$4,300
Male 10	Kimberley	\$3,195
Male 14	Perth Metropolitan	\$8,100
Male 14	Perth Metropolitan	\$1,590
Male 5	Perth Metropolitan	\$1,672
Male 7	Perth Metropolitan	\$2,309
Female 8	Perth Metropolitan	\$861
Male 13	Pilbara	\$650
Male 10	Perth Metropolitan	\$640
Male 13	Mid-West	\$3,200
Female 10	Peel	\$90
Male 3	Perth Metropolitan	\$6,430
Male 11	Perth Metropolitan	\$1,555
Male 5	Perth Metropolitan	\$1,908
Male 10	Perth Metropolitan	\$4,150
Female 14	Mid-West	\$1,900
Male 7	Mid-West	\$2,301
Female 13	Perth Metropolitan	\$4,162
Male 3	Perth Metropolitan	\$2,440
Male 17	Perth Metropolitan	\$519
Male 6	Perth Metropolitan	\$2,200
Male 18	Perth Metropolitan	\$4,792
Male 12	Wheatbelt	\$590
Female 11	Perth Metropolitan	\$1,148
Male 2	Perth Metropolitan	\$1,673
Male 18	Wheatbelt	\$3,000
Male 9	Perth Metropolitan	\$808
Male 8	Perth Metropolitan	\$4,663
Female 14	Perth Metropolitan	\$15,000
Male 1	Perth Metropolitan	\$2,235
Male 18	Perth Metropolitan	\$899
Female 17	Perth Metropolitan	\$2,175
Male 7	Perth Metropolitan	\$4,865
Male 5	Perth Metropolitan	\$3,000
Female 10	Perth Metropolitan	\$3,977
Female 8	Mid-West	\$15,577
Male 19	Perth Metropolitan	\$1,615
Female 8	Perth Metropolitan	\$5,765
Male 14	Perth Metropolitan	\$7,667
Female 16	Perth Metropolitan	\$500
Male 12	Perth Metropolitan	\$9,855
Male 10	Kimberley	\$7,500
Female 3	Perth Metropolitan	\$1,409
Female 9	Perth Metropolitan	\$3,565
Female 8	Peel	\$1,052
Male 8	Perth Metropolitan	\$1,068
Male 7	Perth Metropolitan	\$750
Male 10	Perth Metropolitan	\$4,431
Female 15	Perth Metropolitan	\$6,486
Female 13	Perth Metropolitan	\$795

Beneficiary	Region	Amount
Female 14	Perth Metropolitan	\$5,254
Female 4	Perth Metropolitan	\$1,700
Female 7	Great Southern	\$2,500
Female 6	Perth Metropolitan	\$9,669
Female 14	Peel	\$10,945
Female 9	Peel	\$430
Male 7	Perth Metropolitan	\$1,293
Male 12	Perth Metropolitan	\$940
Female 16	Perth Metropolitan	\$989
Female 8	Perth Metropolitan	\$4,010
Male 13	Peel	\$3,052
Male 7	Kimberley	\$1,280
Male 7	Perth Metropolitan	\$667
Male 4	Perth Metropolitan	\$1,669
Female 5	Perth Metropolitan	\$5,560
Female 7	South-West	\$20,000
Female 7	Perth Metropolitan	\$630
Male 17	Perth Metropolitan	\$2,350
Male 7	Perth Metropolitan	\$750
Female 4	Perth Metropolitan	\$9,817
Male 3	Perth Metropolitan	\$7,260
Male 8	Peel	\$700
Male 14	Pilbara	\$3,477
Female 15	Peel	\$822
Male 7	Kimberley	\$2,070
Female 10	Perth Metropolitan	\$4,754
Male 7	Perth Metropolitan	\$667
Male 6	Perth Metropolitan	\$750
Male 17	Perth Metropolitan	\$3,425
Male 6	Perth Metropolitan	\$1,310
Female 4	Perth Metropolitan	\$4,000
Male 9	Perth Metropolitan	\$950
Male 5	Perth Metropolitan	\$9,000
Male 2	Perth Metropolitan	\$6,435
Male 12	Wheatbelt	\$12,136
Female 7	Perth Metropolitan	\$2,904
Male 13	Perth Metropolitan	\$4,271
Female 14	Perth Metropolitan	\$2,716
Male 7	Perth Metropolitan	\$4,450
Male 4	Perth Metropolitan	\$19,779
Male 7	Perth Metropolitan	\$4,089
Male 5	Perth Metropolitan	\$1,478
Female 7	Perth Metropolitan	\$1,670
Male 9	Perth Metropolitan	\$15,143
Female 7	Mid-West	\$1,475
Male 3	Perth Metropolitan	\$11,000
Female 5	Perth Metropolitan	\$817
Female 16	Perth Metropolitan	\$1,500
Female 13	Perth Metropolitan	\$906
Male 9	Goldfields-Esperance	\$5,826
Male 11	South-West	\$970
Male 16	Perth Metropolitan	\$2,844
Female 7	Perth Metropolitan	\$1,028
Female 14	Perth Metropolitan	\$4,994

Variety Future Kids Program

Beneficiary	Region	Amount
Our Lady of Mercy Primary School	Perth Metropolitan	\$30,000
Hillman Primary School	Perth Metropolitan	\$1,137
Shire of Yalgoo	Mid-West	\$58,290
Kids are Kids! Therapy and Education Centre	Perth Metropolitan	\$16,632
Department for Child Protection (Rockingham)	Perth Metropolitan	\$3,500
Beachlands Primary School	Mid-West	\$25,000
Variety WA Kids Xmas Party	Perth Metropolitan	\$190,000
Western Electrical Sporting Association	Perth Metropolitan	\$3,636
Variety Youth Choir	Perth Metropolitan	\$100,000
Charity Link	Perth Metropolitan	\$10,000
Charity Link	Perth Metropolitan	\$40,000
Ngurawaara Aboriginal Group	Kimberley	\$750
Variety WA Midwest Geraldton Branch	Mid-West	\$10,000
Burringurrah Human Services Group	Gascoyne	\$6,793
Toybank	Perth Metropolitan	\$1,800
Clan Midland	Perth Metropolitan	\$13,060
Kids are Kids! Therapy and Education Centre	Perth Metropolitan	\$6,000
City of Greater Geraldton	Mid-West	\$50,000
Bluff Point Primary School	Mid-West	\$4,770
Adventure Club	Perth Metropolitan	\$1,509
St Joseph's School	Mid-West	\$1,000
St Patricks Primary School	Perth Metropolitan	\$1,000
Walkaway Primary School	Mid-West	\$4,000
Manna Inc	Perth Metropolitan	\$35,000
Bunbury Police & Community Youth Centres	South-West	\$4,000
Hyden Primary School, Lynne	Wheatbelt	\$2,336
Morawa District High School	Mid-West	\$890
Chapman Valley Primary School	Mid-West	\$880
Kids Tennis Foundation	Perth Metropolitan	\$30,900
Autism West, Silvia	Perth Metropolitan	\$65,000
Lower Great Southern Family Support Association	Great Southern	\$4,600
Special Olympics Western Australia	Perth Metropolitan	\$36,000
Nullagine Remote Community School	Pilbara	\$1,000
Toybank	Perth Metropolitan	\$8,040
Koongamia Community and Sporting Association	Perth Metropolitan	\$3,409

Beneficiary	Region	Amount
Goanna Park Adventure Camp	Perth Metropolitan	\$25,045
Therapy Focus	Perth Metropolitan	\$3,599
Department for Child Protection (Rockingham)	Perth Metropolitan	\$3,500
Jurien Bay Youth Group	Mid-West	\$3,490
St Lawrence Primary School	Mid-West	\$5,000
Uni Camp for Kids	Perth Metropolitan	\$18,000
West Coast Primary Behaviour Centre	Perth Metropolitan	\$967
Binnu Primary School	Mid-West	\$4,000
Chapman Valley Primary School	Mid-West	\$2,027
Norseman District High School	Goldfields-Esperance	\$5,834
Enable Southwest, Steve	South-West	\$3,000
Rocky Bay	Perth Metropolitan	\$6,733
Mirraboopa Senior High School Education Support Centre	Perth Metropolitan	\$1,000
Women's Council	Perth Metropolitan	\$10,000
Sandstone Primary School	Mid-West	\$500
Toybank	Perth Metropolitan	\$10,650
Connolly Primary School	Perth Metropolitan	\$1,000
Balingup Primary School	South-West	\$1,000
IGA Scholarships	Perth Metropolitan	\$20,000
Female 14	Perth Metropolitan	\$2,500
Female 7	Perth Metropolitan	\$1,146
Male 16	Peel	\$924
Male 18	Great Southern	\$1,244
Male 8	Kimberley	\$952
Male 5	Perth Metropolitan	\$817
Male 7	Perth Metropolitan	\$3,674
Male 14	Mid-West	\$682
Male 6	Mid-West	\$1,550
Male 13	Mid-West	\$800
Male 13	Perth Metropolitan	\$698
Male 5	Perth Metropolitan	\$767
Male 5	Perth Metropolitan	\$1,343
Male 4	Perth Metropolitan	\$1,143
Male 11	Perth Metropolitan	\$1,000
Female 9	Perth Metropolitan	\$1,000
Male 6	Perth Metropolitan	\$1,000
Female 18	Perth Metropolitan	\$2,000
Male 14	Perth Metropolitan	\$2,000
Male 5	Perth Metropolitan	\$894
Male 6	Perth Metropolitan	\$850
Male 5	Mid-West	\$4,772
Male 10	Perth Metropolitan	\$913
Female 11	Perth Metropolitan	\$1,007
Male 6	Perth Metropolitan	\$860

Beneficiary	Region	Amount
Male 7	Perth Metropolitan	\$1,087
Male 7	Perth Metropolitan	\$859
Male 15	Perth Metropolitan	\$767
Male 6	Perth Metropolitan	\$2,500
Male 6	Perth Metropolitan	\$1,175
Female 13	Perth Metropolitan	\$504
Male 6	Perth Metropolitan	\$1,067
Male 11	Perth Metropolitan	\$214
Female 8	Perth Metropolitan	\$767
Male 7	Perth Metropolitan	\$1,012
Male 14	Mid-West	\$5,125
Female 10	Perth Metropolitan	\$967
Male 8	Perth Metropolitan	\$1,059
Male 5	Great Southern	\$3,157
Male 6	Mid-West	\$1,265
Male 18	Kimberley	\$1,550
Male 11	Kimberley	\$1,500
Male 5	Perth Metropolitan	\$1,228
Male 6	Perth Metropolitan	\$1,068
Male 13	Great Southern	\$1,262
Male 18	Perth Metropolitan	\$1,068
Female 6	Perth Metropolitan	\$1,175
Male 15	Perth Metropolitan	\$2,500
Male 15	Perth Metropolitan	\$2,500
Female 11	Perth Metropolitan	\$913
Female 6	Mid-West	\$1,129
Male 7	Perth Metropolitan	\$500
Female 5	Perth Metropolitan	\$748
Male 9	Perth Metropolitan	\$1,018
Female 18	Mid-West	\$1,200
Female 14	Mid-West	\$1,130
Female 11	Mid-West	\$889
Female 9	Mid-West	\$1,540
Male 9	Mid-West	\$834
Male 12	Mid-West	\$2,500
Female 11	Perth Metropolitan	\$2,000
Female 13	Perth Metropolitan	\$833
Male 6	Perth Metropolitan	\$1,000
Male 6	Gascoyne	\$2,087
Male 6	Mid-West	\$1,460
Male 6	Great Southern	\$589
Male 9	Perth Metropolitan	\$3,000
Male 7	Perth Metropolitan	\$918
Male 9	Perth Metropolitan	\$907
Female 6	Perth Metropolitan	\$958
Male 6	Mid-West	\$1,018
Male 18	Perth Metropolitan	\$1,835
Male 10	Perth Metropolitan	\$908
Male 4	Wheatbelt	\$908
Female 13	Perth Metropolitan	\$378
Male 8	Perth Metropolitan	\$200
Male 9	Great Southern	\$917
Male 7	Perth Metropolitan	\$776



2012 Grants List continued

Variety Future Kids Program

Beneficiary	Region	Amount
Male 10	Perth Metropolitan	\$1,018
Male 6	Perth Metropolitan	\$751
Male 8	Perth Metropolitan	\$903
Male 12	Perth Metropolitan	\$2,911
Female 11	Perth Metropolitan	\$2,198
Male 13	Gascoyne	\$2,087
Male 5	Kimberley	\$1,500
Male 7	Peel	\$1,133
Male 8	Perth Metropolitan	\$953
Female 4	Perth Metropolitan	\$5,657
Male 15	Perth Metropolitan	\$2,767
Male 7	Perth Metropolitan	\$1,212
Male 6	Perth Metropolitan	\$833
Female 11	Perth Metropolitan	\$1,210
Female 14	Perth Metropolitan	\$800
Female 11	Perth Metropolitan	\$1,079
Male 6	Perth Metropolitan	\$1,336
Male 6	Perth Metropolitan	\$1,390
Female 7	Perth Metropolitan	\$733
Male 17	Perth Metropolitan	\$718
Male 13	Kimberley	\$1,500
Female 6	Wheatbelt	\$600
Male 18	Wheatbelt	\$887
Male 7	Wheatbelt	\$862
Male 7	Wheatbelt	\$862
Male 14	Great Southern	\$779
Male 13	Peel	\$1,500
Female 12	Perth Metropolitan	\$833
Male 10	Perth Metropolitan	\$732
Male 12	Perth Metropolitan	\$558
Male 18	Perth Metropolitan	\$828
Male 5	Perth Metropolitan	\$1,381
Male 16	Perth Metropolitan	\$569
Male 9	Perth Metropolitan	\$800
Male 7	Perth Metropolitan	\$1,000
Male 12	Perth Metropolitan	\$1,207
Female 14	Perth Metropolitan	\$967
Male 13	Perth Metropolitan	\$1,297
Male 12	Gascoyne	\$1,527
Male 6	Perth Metropolitan	\$1,000
Male 17	Perth Metropolitan	\$258
Male 10	Perth Metropolitan	\$967
Male 4	Perth Metropolitan	\$967
Female 18	Perth Metropolitan	\$967
Female 7	Perth Metropolitan	\$1,252
Male 3	Perth Metropolitan	\$967
Male 11	Perth Metropolitan	\$893
Male 10	Perth Metropolitan	\$844
Male 3	Perth Metropolitan	\$967
Male 7	Perth Metropolitan	\$1,069
Male 14	Perth Metropolitan	\$967
Male 6	Perth Metropolitan	\$967
Male 15	Perth Metropolitan	\$967
Male 6	Perth Metropolitan	\$1,068
Male 8	Perth Metropolitan	\$967

Beneficiary	Region	Amount
Male 5	Perth Metropolitan	\$1,068
Male 15	Perth Metropolitan	\$967
Female 6	Perth Metropolitan	\$967
Male 4	Perth Metropolitan	\$1,068
Male 4	Perth Metropolitan	\$967
Female 17	Mid-West	\$1,353
Male 13	Perth Metropolitan	\$1,224
Male 6	Goldfields-Esperance	\$1,916
Male 16	Perth Metropolitan	\$967
Male 8	Perth Metropolitan	\$950
Male 10	Peel	\$1,000
Male 11	Perth Metropolitan	\$1,075
Male 11	Perth Metropolitan	\$1,167
Male 6	Perth Metropolitan	\$967
Male 13	Perth Metropolitan	\$967
Male 5	Perth Metropolitan	\$967
Female 3	Mid-West	\$967
Male 7	Perth Metropolitan	\$1,017
Female 6	Perth Metropolitan	\$997
Female 12	Perth Metropolitan	\$614
Male 5	Perth Metropolitan	\$967
Male 16	Mid-West	\$1,550
Female 6	Perth Metropolitan	\$967
Female 8	Perth Metropolitan	\$967
Male 7	Perth Metropolitan	\$1,934
Male 14	Perth Metropolitan	\$967
Male 12	Perth Metropolitan	\$2,800
Female 10	Perth Metropolitan	\$1,167
Male 7	Perth Metropolitan	\$1,017
Male 5	Perth Metropolitan	\$1,017
Female 3	Perth Metropolitan	\$1,017
Female 12	Perth Metropolitan	\$1,117
Female 11	Perth Metropolitan	\$967
Male 16	Perth Metropolitan	\$1,075
Male 6	Perth Metropolitan	\$1,252
Male 5	Perth Metropolitan	\$1,075
Male 9	Perth Metropolitan	\$1,409
Male 15	Perth Metropolitan	\$2,320
Female 13	Perth Metropolitan	\$1,920
Male 6	Mid-West	\$1,275
Male 13	Perth Metropolitan	\$1,318
Male 6	Perth Metropolitan	\$1,337
Male 8	Perth Metropolitan	\$967
Male 8	Perth Metropolitan	\$967
Male 11	Perth Metropolitan	\$1,259
Female 13	Perth Metropolitan	\$967
Female 6	Perth Metropolitan	\$967
Female 17	Perth Metropolitan	\$464
Male 16	Perth Metropolitan	\$470
Male 11	Perth Metropolitan	\$967
Male 17	Perth Metropolitan	\$3,562
Male 6	Perth Metropolitan	\$967
Male 15	Perth Metropolitan	\$1,217
Male 7	Perth Metropolitan	\$967

Beneficiary	Region	Amount
Male 6	Perth Metropolitan	\$967
Female 10	Perth Metropolitan	\$1,600
Male 16	Peel	\$254
Male 3	Perth Metropolitan	\$967
Male 8	Perth Metropolitan	\$967
Male 9	Perth Metropolitan	\$1,117
Male 7	Perth Metropolitan	\$967
Male 8	Perth Metropolitan	\$1,176
Female 7	Perth Metropolitan	\$967
Male 4	Perth Metropolitan	\$1,217
Male 17	Perth Metropolitan	\$967
Male 5	Wheatbelt	\$1,075
Male 9	Perth Metropolitan	\$967
Male 4	Perth Metropolitan	\$967
Male 8	Perth Metropolitan	\$967
Male 14	Perth Metropolitan	\$3,457
Male 9	Perth Metropolitan	\$2,500
Male 6	Perth Metropolitan	\$1,017
Male 11	Perth Metropolitan	\$1,080
Male 7	Perth Metropolitan	\$1,217
Male 8	Perth Metropolitan	\$1,252
Female 9	Perth Metropolitan	\$967
Male 12	Mid-West	\$967
Female 6	Mid-West	\$1,000
Male 9	Peel	\$1,196
Male 6	Perth Metropolitan	\$967
Male 8	Wheatbelt	\$967
Female 17	Perth Metropolitan	\$5,000
Male 15	Perth Metropolitan	\$3,000
Male 7	Perth Metropolitan	\$5,000
Male 15	Great Southern	\$6,000
Male 16	Perth Metropolitan	\$8,000
Female 17	Perth Metropolitan	\$2,000
Male 7	Perth Metropolitan	\$5,000
Male 17	Perth Metropolitan	\$4,000
Female 17	Perth Metropolitan	\$4,500
Male 13	Perth Metropolitan	\$4,360
Male 17	Perth Metropolitan	\$1,380
Male 13	Perth Metropolitan	\$1,000
Male 10	Perth Metropolitan	\$2,000
Female 15	Perth Metropolitan	\$3,000
Male 15	Perth Metropolitan	\$1,300
Female 13	Perth Metropolitan	\$3,495
Male 14	Perth Metropolitan	\$1,800
Female 17	Perth Metropolitan	\$1,320
Female 18	Perth Metropolitan	\$3,500
Female 12	Perth Metropolitan	\$900
Male 16	Perth Metropolitan	\$5,000
Female 17	Perth Metropolitan	\$5,000
Female 15	Perth Metropolitan	\$6,500





2011 / 2012 Board Members



John Mancini
Chief Barker

- FORM* Committee



Wayne Carroll

- Events Committee



Evan Briers
Vice Chief Barker

- Fundraising Committee



Craig Gemmill

- Chair, Fundraising Committee



James Komninos
Treasurer

- Chair, FORM Committee
- Fundraising Committee



Brett Heatley

- Fundraising Committee
- Events Committee



Anthony Begley

- Events Committee



Sally Hunter

- Chair, Grants Committee



Don Brooker

- Chair, Events Committee



Phil McBurney

- FORM Committee



Graeme Bylund

- FORM Committee



Rod O'Dea

- Fundraising Committee
- FORM Committee
- Events Committee

* Finance, Operations, Risk, Regions & Membership.



Variety WA Staff Members

Executive

Michael Pailthorpe - Chief Executive Officer

Geoff Garside - Chief Operating Officer

Grants & Programs

Phil Croot - Program Manager

Lisa Gascoigne - Program Coordinator

Denise de Marchi - Musical Director (contractor)

Marketing & Communications

Katie O'Donnell - Community Relations Manager

Nicole Carbone - Community Relations Coordinator

Business Development & Corporate Relations

Angela Thisainayagan - Senior Business Development Manager

Lisa Ashby - Account Executive

Finance & Administration

Theresa Homer - Finance & Administration Manager

Jennifer Leese - Database & Administration Coordinator

Sorcha Prendergast - Receptionist

Events

Geoff Kemp - Senior Motoring Events Coordinator

Bill Chidgzy - Motoring Events Coordinator

Anna McRostie - Events Coordinator

Anneke Forster - Events Coordinator

Judy Sharp - Events Assistant (part-time)

Donna Hall - Events Assistant (part-time)

Regions

Jemma Bell - Regional Coordinator, Midwest and Gascoyne (part-time)



2011 / 2012 Abridged Financials

ABN 14 020 124 537

A full copy of the audited annual financial report is available for download from the Variety WA web site www.varietywa.org.au

Statement of Comprehensive Income

For the period ended 30 September 2012	2012	2011
Fund raising income	7,534,106	6,186,205
Other income	1,365,662	138,569
TOTAL REVENUES	8,899,768	6,324,774
Support salaries & related costs	(206,078)	(152,942)
Fundraising & event costs	(3,017,903)	(2,215,070)
Depreciation	(102,679)	(57,726)
Other expenses	(349,058)	(221,351)
TOTAL EXPENSES	(3,675,718)	(2,647,089)
Net surplus before grants and programs	5,224,050	3,677,685
Grants and programs	(3,180,522)	(3,192,992)
Surplus before tax	2,043,528	484,693
Income tax expense	-	-
Surplus after tax	2,043,528	484,693
Other comprehensive income		
Total comprehensive income for the year	2,043,528	484,693

This Statement of Comprehensive Income is an extract from the Variety WA Annual Financial Report and is to be read in conjunction with the accompanying notes in the full Annual Financial Report.

A total of \$1.19m of goods and services have been received as gifts in kind. Gifts in kind are recognised in both the income and the expenses of the areas in which they were consumed.

Statement of Financial Position

As at 30 September 2012	2012	2011
ASSETS		
Current Assets		
Cash and cash equivalents	4,328,370	2,920,559
Trade and other receivables	430,305	2,584,264
Inventories	18,820	12,391
Non-current assets held for sale	398,330	398,330
Total Current Assets	5,175,825	5,915,544
Non-current Assets		
Property, plant and equipment	3,110,052	331,964
Total Non-current Assets	3,110,052	331,964
TOTAL ASSETS	8,285,877	6,247,508
LIABILITIES		
Current Liabilities		
Grants payable	2,234,233	2,236,820
Trade and other payables	401,072	101,923
Provisions	103,435	49,586
Deferred income	32,477	381,345
Total Current Liabilities	2,771,217	2,769,674
Total non-current liabilities	-	-
TOTAL LIABILITIES	2,771,217	2,769,674
NET ASSETS	5,514,660	3,477,834
EQUITY		
Retained earnings	5,040,154	2,996,626
Reserves (Bendat Family Foundation & Sunshine Coaches)	474,506	481,208
TOTAL EQUITY	5,514,660	3,477,834

This Statement of Financial Position is an extract from the Variety WA Annual Financial Report and is to be read in conjunction with the accompanying notes in the full Annual Financial Report.



2011 / 2012 Abridged Financials continued

Fundraising Information & Administration Costs

Fundraising information	2012 Total Income	2012 Direct Expenses	2012 Net Income	2011 Net Income
Bash	2,082,689	(599,337)	1,483,352	851,868
4WD	777,588	(382,918)	394,670	226,270
Car Cruise	198,159	(162,860)	35,299	53,116
Bike Run	146,331	(40,175)	106,156	67,018
Corporate - Cash	627,036	(319,609)	307,427	1,149,464
Corporate - Gift in Kind	-	-	-	25,178
Third Party events	254,721	(113,706)	141,015	343,249
Toy Bank	56,588	(31,465)	25,123	25,111
Appealathon	1,992,500	(20,709)	1,971,791	1,057,005
Appealathon - Gift in Kind	38,860	(38,860)	-	-
Marketing - Cash	46,347	(197,749)	(151,402)	72,886
Marketing - Gift in Kind	339,712	(335,037)	4,675	3,535
Community Fundraising Regions	591,524	(498,213)	93,311	97,378
	382,051	(277,265)	104,786	(943)
<hr/>				
Total contribution from fundraising activities	7,534,106	(3,017,903)	4,516,203	3,971,135
<hr/>				
Interest received			65,564	112,701
Other income			1,300,098	25,868
Administration costs			(657,815)	(432,019)
Surplus before grants and programs			5,224,050	3,677,685
<hr/>				
Grants and programs			(3,180,522)	(3,192,992)
<hr/>				
Surplus before income tax			2,043,528	484,693
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Please note:

Events costs represent the cost of running the events, which is paid for by participants fees, registrations, etc.

Gift in Kind represents contributions of goods or services to Variety from our supporters.



Supporters

Principal Partners



Corporate / Event Supporters



Trusts and Foundations

Bendat Family Foundation
Lotterywest
McCusker Charitable Foundation
The Stan Perron Charitable Foundation
Vodafone Foundation

Life Members

Rick Aitken	Alan Linney
Greg 'Stork' Anderson	John Migliore
Michael Bain	Graeme Perryman
Kevin Cochrane	Chris Pye
Jeff Galloway	Terry Shaw
Keith Graham	Mark Whately
Ian 'Johnno' Johnson	J Barrey Williams
Geoff Kemp	



Variety - the Children's Charity of Western Australia

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