



Variety - The Children's Charity of Victoria
Minutes of the Annual General Meeting
Held 6pm, 8th December 2021 at
157 Moray Street, South Melbourne and online

In attendance:

Adrian Smith, Andrea Gilcrist, Anu Villarosa (nee Briggs), Bryan Goudsblom, Charmain Grigson, Gary Caddy, Geoff Handberg, Georgie Smith, Jason McKenzie, Jess Matov, Jo Andrew, Jodie Carmody, Jon Burfurd, Julitha Collins, Karyn Jeffs, Ken Pryor (Chair), Lauren Temos, Mandy Burns (CEO), Mark Jeffs, Melissa Williams (online), Michael Hall, Nick Clarke, Paul Manning, Peter Bruce (Secretary), Rod Collins, Zack Sun.

1. Welcome

At 6:04pm Mr. Ken Pryor – Chair/Chief Barker welcomed attendees to the 2021 AGM of Tent 77, Variety Victoria.

2. Apologies

Raymond Baker, Ann Stone, David Beatty, Ken Loughnan, Martin Stone, Nerida Wallace.

3. Confirmation of previous minutes

The minutes of the 2020 AGM were made available prior to the meeting.

It was moved by the Chair that the minutes of the 2020 AGM be accepted.

Motion was accepted by Jason McKenzie, seconded by Jon Burfurd and carried unanimously as a true and accurate record of last year's meeting.

4. Chief Barker's Report

The Chair addressed the meeting and highlighted some of Variety Victoria's successes from the last 12 months.

Following the unprecedented year that 2020 was, 2021 was another tough year but we all pulled together and did a great job. Variety like so many others was challenged and our Variety families continued to reach out for support. Importantly though, Variety rose to these challenges and worked hard to help meet this demand to help as many children as possible through the kindness of our extended community. When government restrictions continued to prevent some of Variety's events, community fundraising, and school visits, Variety continued to be innovative with online fundraising projects. 2021 saw each of Variety's iconic corporate fundraising events cancelled again – Eat Street at the Sofitel on Collins, our Women of Melbourne Lunch, the Variety Toyota AFL Grand Final Lunch at Crown and finally the Variety Kids Xmas party at MCEC. Motoring events did marginally better with the Brats Bash for kids and families getting out and about. But unfortunately the 4WD Adventure had to be cancelled the day before departure and the Variety Bash (including 30th Birthday celebrations) also rescheduled.

Variety's 19th year of Bikes for Kids saw more generosity than ever from individual donors. A huge thanks to Variety Ambassador and Life Member, Derryn Hinch and all our incredible donors for making this possible. Despite the enormous challenges, Variety supported 5,342 children in 2021 and granted \$1,771,563 to kids in Victoria this year. Together with Variety around Australia, we impacted 75,275 kids nationwide.



We acknowledge the Variety family, our staff team, who have worked above and beyond, as well as our Board, who looked to the horizon to chart a path for Variety to strengthen, with the knowledge that even more children are likely to need Variety's support from our individual, philanthropic and corporate donors, sponsors, fundraisers and friends - HUGE thanks - we could not have performed like we did this year without you. We look forward to a great 2022 and the possibility we all have to create a better world, especially for children in need.

5. Financial Report

Treasurer, Paul Manning, presented a report on the current financial state of the organisation. Key points were:

- It has been a prudent year coming out of COVID restrictions to ensure good liquidity and a strong Balance Sheet.
- Income for the year increased by over 80% to \$3.3M following \$1.8M in FY20. The Bash and 4WD adventure raised significantly more, getting close to pre-COVID years.
- The Balance Sheet remains strong with Equity at \$2.6M.
- The amount spent on Kids Support bounced back from \$400K in FY20 to \$1.7M in FY21.
- The Variety Foundation has performed well over the year, given the year the markets have had, reaching \$1.6M in cash and investments.
- Variety finished the year in good financial position with strong liquidity.
- The accounts have been audited and approved by PKF and the full financial report is available online on the Variety website.

It was moved by the Chair that the FY21 Accounts be accepted.

Motion was accepted by Jason McKenzie and seconded by Bryan Goudsblom.

6. Chief Executive Officer's Report

75! I want you to remember this number. It is a number which will make your chest puff out in pride for what we have achieved!

At the close of 2021- Variety has emerged stronger than ever and hungry for 2022. Despite the fact that almost all of our in real life events were stalled in 2021, \$3.3M was raised for the cause (a 183% increase on 2020 and 73% of 2019). This was only possible because of the steadfast commitment and effort of our wonderfully supportive Variety family.

Variety also made some big moves in the digital fundraising space supported by 12 new Variety Ambassadors. The online Variety Kids saw 489 kids build LEGO masterpieces for a cause. Petember had 413 of the best dressed four-legged fur-friends around, and our newest fundraisers supported Variety's Level Up For Kids as we entered the gaming arena and fundraised through live video streams. Together we gathered more than 4500 new donors and raised \$250,000.



All this meant, that after costs we were able to deliver 75 cents in the dollar or \$1.7M in kids support. This translated to:

- \$35K on Xmas Presents
- 261 Bikes
- 1 Sunshine Coach
- 7 Assistance dogs
- 13 Wigs
- 5 Paralympians
- 15 Heart Scholars
- 32 Individual Grants
- 26 Schools
- 7 Shine Programs for 154 kids

75 the number to make your chest puff out in pride for the change we help make in the world. BUT, we know demand for support from kids, families and schools will increase in 2022. This is why, despite the challenges 2021 has thrown our way, you can hear we have spent the year positioning ourselves to be at the heart of entertainment, to raise more funds and help more kids.

You can also hear we went about this by aligning our kids support needs with entertainment experiences and activations that inspired existing and new supporters to get involved and donate.

2022 sees our ambition to increase our revenue raising to \$5M from a new Motoring Event- Rally Around Victoria, new partnerships and new digital fundraising. With the goal to support 10K kids to have more opportunities to be included, build leadership skills and fill gaps not met by others.

We offer a huge thank you to our families, schools and kids who keep us focussed on what is important. To all our supporters, including long-term supporters Karyn & Mark here tonight, donors, life members and ambassadors we thank you for all your continued hard work and support. We thank our wonderful staff and volunteers for their continued drive to deliver our operations.

We also recognise and thank retiring Board Member Michal Randall for the contribution he has made over many years on the Board, driving the setup of the Variety Foundation that will grow to support Variety.

Can't wait to share the coming year with you!

7. Election of Board members for the 2021- 2022 year

Pursuant to the Rules of Variety Victoria, we have called for nominations for candidates to the Variety Victoria Board. In accordance with the rules, the following nominations are eligible and have been received by the due date.

Crew Member Standing for Re-election	Nominated by:	Seconded by:
Burfurd, Jon	Williams, Mel	Goudsblom, Bryan
Caddy, Gary	Pryor, Ken	Handberg, Geoff
Goudsblom, Bryan	Williams, Mel	Pryor, Ken
Handberg, Geoff	Pryor, Ken	Caddy, Gary
McKenzie, Jason	Pryor, Ken	Caddy, Gary
Pryor, Ken	Williams, Mel	Caddy, Gary
Williams, Mel	Goudsblom, Bryan	Pryor, Ken

It was moved by the Chair that the nominations be accepted.

Motion was accepted by Gary Caddy and seconded by Bryan Goudsblom.

The meeting congratulated the nominees as elected members of the Board for 2021/2022



8. Appointment of Auditors for 2021

PKF Melbourne were reappointed to continue to serve as the auditing service for Variety – the Children's Charity Victoria in 2022.

It was moved by the Chair that PKF be re-appointment for the year 2021-22.

Motion was accepted by Geoff Handberg and seconded by Paul Manning.

9. Close of Meeting

The Chairperson Ken Pryor thanked all the staff for all their hard work during the year and everyone for their attendance and closed the meeting at 6:26pm.

Agreed as moved:

A handwritten signature in black ink, appearing to read "Ken Pryor".

Chairperson

Agreed as moved:

A handwritten signature in black ink, appearing to read "P. Bruce".

Secretary