Our Vision

Helping New Zealand’s sick, disabled and disadvantaged children reach their full potential.
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Variety - the Children’s Charity
Annual Report 2016

Every day New Zealand families tell us of their struggle to make ends meet. For those families with children who are sick, or have a disability, their struggle is even greater.

Variety is committed to developing programmes to address the issues today’s Kiwi kids are facing, but we can’t do this alone.

It is with thanks to the support of our individual donors and corporate partners that our grant giving and programme delivery exceeded more than $2 million, up 34% on the prior year, and a historic record. This means we can do so much more for our children.

Working collaboratively with our partners, both in the corporate and non-profit sectors, magnifies our collective efforts to deliver a more holistic response. Kiwi Next Generation is a prime example of collaboration - Variety, The Salvation Army and The Warehouse joining forces to improve the life chances of 700 vulnerable 16-18 year olds who are not in education, employment or training.

Providing opportunities for individuals and organisations to engage in the community is at the heart of what we do. We celebrated CMC Markets 10th anniversary in New Zealand, Ford New Zealand’s 25-year sponsorship of Variety, the best ever SKYCITY Variety of Chefs, and welcomed new Principal Partner, NZ Retail Property Group, supporting a number of our programmes including Kiwi Kid Sponsorship.

Kiwi Kid Sponsorship is a tangible way to provide a direct response to the single greatest issue facing our kids, child poverty. This year more than 2,600 children received clothing, bedding, shoes, school essentials and the opportunity to participate at school and in the community. But it is so much more than just the provision of items, it’s about giving children hope, confidence and self-esteem.

Many of the children Variety helps are faceless and voiceless. To tell their stories Variety launched #DearNewZealand, a social media campaign to encourage the public to ‘join the conversation’ to find solutions to child poverty in New Zealand. This will be an ongoing campaign to engage with the public, media and political leaders to address this issue.

With ambitious targets for the future, upgrading our technology platform was a key project this year.

We ended 2016 with an all-in-one Microsoft cloud solution which brings together Office 365, Dynamics NAV and CRM portal technologies all connecting to provide a seamless and efficient experience for our donors, families and referrers.

We are well positioned to scale up our response over the coming year and by working together we can help even more Kiwi kids to reach their full potential. Thank you for your ongoing support of Variety.

Lorraine Taylor
Chief Executive

From our CEO

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Lorraine Taylor
Chief Executive
On behalf of our Board, and the children whose lives have been positively impacted through Variety, I would like to express my sincere appreciation to all our supporters who have made this possible.

This year has been a watershed year in many respects as decisions made in past years have come to fruition. Proceeds from the sale of our previous office premises have enabled us to make significant investments for the future, in particular in:

- Our new enterprise management system, that will give us the capacity to grow our flagship Kiwi Kid Sponsorship programme. While the system will enable us to more efficiently administer the programme, an increase in numbers of children sponsored inevitably increases the cost and complexity of delivery. Some of these additional costs will be funded from reserves as we increasingly focus on those programmes that, based on our growing experience, deliver the most significant and sustainable benefits.

- Our #DearNewZealand social media campaign that has given us the insights to assume a larger advocacy role in the fight to eliminate the unacceptable situation of 1 in 3 Kiwi kids living in poverty.

The problem of child poverty is a multi-dimensional one and cannot be solved by any one agency. It can however be solved through raised awareness and increased collaboration between privately funded charities, such as Variety, and local and government funded initiatives. We have already seen benefit from our collaboration with The Salvation Army in the delivery of the Kiwi Next Generation initiative. One of our ambitions for this next year is to develop effective partnerships with other agencies to provide more comprehensive sets of solutions.

Joe Moodabe ONZM, a past President of Variety and a Board member for eight years, retires this year. We are truly grateful to Joe for his outstanding contribution to Variety over the years. We are extremely fortunate to fill the vacancy with someone of the calibre of Lizzie Marvelly who has been an outstanding Ambassador for Variety for many years.

The Variety team continued its run of success at this year’s Variety International Conference, winning the Variety Heart Award for the best Variety office in our revenue category for the second year running.

We also received awards for our annual report and a Future Programme award for Kiwi Kid Sponsorship; Seven Sharp was recognised for their support of Variety New Zealand with a Media Award; and long standing Variety mentor, Chris Bush, received a Presidential Citation.

These awards are a wonderful tribute to the efforts of our team who work so hard to make a difference to the lives of sick, disabled and disadvantaged Kiwi kids. On behalf of the Board, our sincere thanks to Lorraine and her team for their outstanding efforts, and again to all our supporters whose help and generosity brightens the futures of our Kiwi kids.

Richard Spilg
President
Nearly 1 in 3 of our children are living in deprivation. It’s not the Kiwi way.

Variety – the Children’s Charity is a champion for Kiwi kids and every year we help thousands of local children to have brighter futures.

Variety offers Kiwi kids and their families targeted, flexible support to meet their specific needs. We help by providing the basic necessities, much-needed medical equipment, life-changing mobility needs, and developmental opportunities.

Variety works alongside schools, community agencies and healthcare professionals, tackling child deprivation so that one by one, Kiwi kids who urgently need our life-changing assistance are set up to reach their full potential in life.

With our support, children have better health, improved educational outcomes, better life pathways and positive engagement with the community.
New Zealand children and the UN report
The United Nations Convention on the Rights of the Child, signed (ratified) in 1993, requires that our government submits a report every five years. The report covers health, welfare, education, income support, discrimination, justice and in effect, every facet of children’s lives using the Convention as a template, and non-government organisations (NGOs) in each country also report. The United Nations Committee on the Rights of the Child (CRC) then assess these reports, and the process takes approximately a year from first receipt, to the final comments and recommendations. The New Zealand Government submitted its most recent report for the fifth periodic review in December 2015 and since then has responded to questions from the CRC based on its own and NGO reports.

The 18 CRC members have worked with and on behalf of children, and are appointed from diverse countries for fixed terms. Their concluding observations on New Zealand’s performance has now been released and in it recognises progress in certain areas and pointed to lack of progress in others. Although the report is inevitably rather unwieldy in its language and structure it points to our ongoing failure to address child poverty and the discrepancy between Maori and non-Maori child well-being indicators. It recognises the promise of the new re-organisation of our system for children in state care.

In addition to the encouragement of actual material progress, the most important thing this reporting process has brought is the improvement in definition of the problems facing New Zealand children and their families. Another report worth reading is the submission of the UNCROC Monitoring Group (UMG) which is convened by the Children’s Commissioner and has representation from Save the Children New Zealand, UNICEF New Zealand, the Human Rights Commission and Action for Children and Youth Aotearoa (ACYA). The November 2015 submission reported three areas of urgent need:

- New Zealand’s unacceptably high rates of child poverty and deprivation
- The quality of care and outcomes being achieved for children in the care of the state
- Systematic inequities and poor outcomes for Maori children

There is ample documentation of the nature of these problems and detailed proposals for their remedy. What is needed, as the CRC has repeatedly said, is a coordinated plan and (what they haven’t specifically said out of diplomatic nicety), the political courage and will to implement it.

Dr Ian Hassall
Children’s Advocate, Variety

Along with every other country in the world, New Zealand is fortunate to have an external audit of what we are doing for our children.
Variety is dedicated to helping New Zealand children aged 0-18 years in all sorts of challenging circumstances. We fill the funding gaps so Kiwi kids are set up to reach their full potential. Our strength is in providing flexible, tailored help to meet the specific needs of the individual child.

With our support, children have better health, improved educational outcomes, better life pathways and engagement with the community. Variety meets a wide range of grass-roots needs through three core programmes:

**Caring for Kids**
Variety improves child health outcomes for Kiwi kids living in deprivation. To reach their full potential these children require assistance to meet their basic needs and many also need access to specialist healthcare services.

**Kids on the Move**
Variety provides life-enriching assistance so Kiwi kids can get out and about. From much-needed mobility equipment for a child with physical restrictions, to all-abilities playground equipment, bikes for disadvantaged Kiwi kids or a Variety Sunshine Coach for a school, it is all about freedom, independence and inclusivity!

**Future Kiwi Kids**
Variety believes every Kiwi kid has the right to educational equity and to dream big. We help level the playing field for disadvantaged children, overcoming barriers, supporting access to education through technology and fostering talents in the arts, music and sport.
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#DearNewZealand

Your voice. Your chance to make a difference.

The campaign
In New Zealand, 1 in 3 of our children grow up in poverty – going without the basic essentials every child needs and deserves.

#DearNewZealand launched in August 2016 with five simple, poignant and powerful videos released across key media and social media platforms. Each video featured one of New Zealand’s most trusted household names – Sir Graham Henry, Taika Waititi, Toni Street, Stacey Morrison, and Andrew Mulligan – reading, word for word, a real letter written by a real Kiwi kid living in poverty.

Additional clips were made by other well-known New Zealand personalities who shared their ideas on how we, as a country, could solve this issue together. Viewers were asked to share their ideas of how they would solve child poverty, as well as sign up to sponsor a child through Variety’s Kiwi Kid Sponsorship programme, and sign a national petition calling on the Government to take decisive action.

The results
To date, the films have been viewed by over 250,000 people and of those, 118,000 people shared, liked or offered their own ideas on how to solve child poverty in New Zealand. These films generated a huge amount of conversation and debate.

Off the back of the campaign, 135 caring New Zealanders also signed up to become a Kiwi Kid Sponsor for $45 a month. Each of the sponsored children now have access to the basic essentials they were missing out on including basic clothing, shoes, warm bedding, school uniform and stationery, medicine, or extra-curricular activities that help them feel included such as school camp, swimming lessons, or the chance to play rugby or netball with their peers.

Next steps
#DearNewZealand is the first phase of a wider campaign to elevate the issue, stimulate debate, position Variety as a leading advocate for change, and help more disadvantaged kids in desperate need through growing the Kiwi Kid Sponsorship programme.

To find out more visit:
dearnz.co.nz
How we help
Kiwi Kid Sponsorship

1 in 3 Kiwi kids live in deprivation. Variety Kiwi Kid Sponsorship gives them the good start in life they deserve.

For as little as $45 per month, Kiwi Kid Sponsors fund the essentials that a local child would otherwise go without. It might be basic clothing, shoes, stationery for school, warm bedding, medicine or an extra-curricular activity that helps them feel included.

Variety works alongside schools, community agencies and healthcare professionals who refer children around the country who most urgently need our help. We then match a sponsor with an individual child so they can connect and create positive change in their lives.

Special thanks to our Principal Partner NZ Retail Property Group who sponsored 75 Kiwi kids.

“I love that in a small way I’m able to make a huge difference in a child’s life. Every kid in this country deserves the same start in life and I’m proud to be contributing to that.”

Kiwi Kid Sponsor
Kiwi Next Generation

A new initiative launched in 2016, Kiwi Next Generation was developed in collaboration between The Warehouse Group, The Salvation Army and Variety.

The programme aims to support youth (aged 16-19 years) move from being a NEET (Not in Education, Employment or Training) into education and training by providing them with the resources, support, confidence and motivation to succeed in their chosen education and employment.

This is a free, two-year initiative wrapping additional support around the Youth Guarantee curriculum for more than 700 young people, running through 2016 and 2017.

Kiwi Next Generation is made up of core education, youth mentoring and related support components to enable young people to succeed in their education. Mentors work with youth identifying and working through potential threats in their lives that could result in them falling back in to NEET status.

The Salvation Army’s Academic Manager, Lynne Johnston said they had observed that a portion of candidates participating in other programmes were insufficiently supported to make the best of the programme, or secure the step up it offered.

“We’ve helped design this programme as a result of our broad experience dealing with young people not in education, employment or training (NEET),” she said.

The two charities are pleased to be collaborating to foster the full potential of our country’s young people, regardless of their individual situation.

For some of our young people, their family and personal circumstances create barriers which make success challenging to imagine, let alone achieve. We believe no young person should be left behind.

Kiwi Next Generation is delivered at The Salvation Army Education and Employment training centres in Whangarei, Auckland, Tauranga, Hamilton, Whakatane, Fielding, Carterton, Christchurch, Ashburton, Oamaru and Dunedin.

Special thanks to The Warehouse and The Salvation Army.

260 Meals over 20 weeks

700 Young people to benefit from the programme

13 Centres around New Zealand running Kiwi Next Generation

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*As at 2012, NZ Department of Statistics
Gold Heart Scholarships

This year Variety helped 19 talented young Kiwi kids to pursue their dreams and overcome personal challenges with a Variety Gold Heart Scholarship. These young people, who already excel in the arts, sports or education, were awarded financial support of up to $5,000 to help them achieve their life goals.

Meet Beth
Beth’s ultimate goal is to become a professional softball player in Japan. With her passion for softball and baseball, Beth has been recognised by national selectors from Softball New Zealand and has been selected to play in the Emerging White Sox development programme which aims to nurture young players to reach their Olympic dreams.

Beth is a top player, despite not always having access to the equipment she needs. Her mum says that, “instilled with the belief that it is the person with the skill, not the equipment, Beth has managed to get by, and her ability has impressed the New Zealand selectors for baseball and softball”.

Shorter term goals for Beth include representing New Zealand in Florida next year with the Junior White Sox under-19 softball team.

Beth will use her Variety Gold Heart Scholarship funding for equipment costs and to cover travel to tournaments and competitions.

Special thanks to our Principal Partner CMC Markets, who funded eight scholarships this year.

19
Gold Heart Scholarships granted

68%
Helped young sports people

$63,500
Value of grants distributed

11%
Supported budding musicians

21%
Assisted talented dancers

11%
Supported budding musicians

21%
Assisted talented dancers

17% Assisted talented dancers

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Grant Giving

Variety offers grant assistance for children and child focused organisations in all sorts of challenging circumstances. We meet a wide range of grass-roots needs for children, helping fill the funding gaps so more Kiwi kids can reach their full potential.

We fund a broad range of requirements from basic essentials, to much-needed medical or mobility equipment, educational assistance, therapeutic care and IT devices to enhance learning opportunities.

Meet Ana
Ana is 17 years old and has Goldenhar Syndrome (a condition where she was born with one ear). She has severe hearing difficulties, wears a hearing aid and New Zealand Sign Language is her first language.

This year, on advice from her teacher, Ana requested financial support to provide her with funds to get an iPad. Ana's language and literacy skills are also delayed so having access to a device that can support her reading and writing is greatly beneficial—especially with completing her homework.

Ana’s mum says: “Ana’s world has now opened up. Along with the benefits for her learning, the device also allows Ana to communicate and connect with friends and family out of town allowing her to feel like a normal teenager.”

Special thanks to our Principal Partner SKYCITY for helping fund our general grants.
The Laptops for Learning programme was developed as a partner initiative between Variety and The Warehouse. Working together, we provide laptops to low-decile schools across New Zealand.

For today’s students, access to technology is vital for high-quality learning opportunities and future growth and development. However, the reality is that many young people do not have access to IT devices in their homes. Due to the expense, very few schools are able to make digital devices available to students to take home to further their studies outside school hours.

Laptops for Learning enables young people to use a digital device as part of their in-class learning, and to take it home when required. This provides students with access to the information they need to support their learning across the curriculum.

This year digital devices such as iPads, HP Notebooks and Chromebooks valued at close to $240,000 were granted to individuals, low decile primary and secondary schools throughout New Zealand.

The Laptops for Learning programme makes a tangible difference to New Zealand families in need by enhancing a child’s chance of educational success through the use of technology.

Laptops for Learning is proudly supported by our Principal Partner.

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Some children had overcome adverse circumstances, in some situations the family was simply not in a position to purchase a bike and in other cases the programme recognised and rewarded children who were role models at their school or in their community.

We believe this recognition not only benefits the child concerned, but provides an incentive for their peers to follow in their footsteps and become good school and community citizens.

Variety presents bikes in a different region each year on our Bikes for Kids Tour. This year we gave out bikes to kids at schools in Christchurch, Ashburton, Methven, Timaru, Dargaville, Whangarei, Kawakawa, Kaikohe, Kaitaia and Mangonui.

There were also several presentations in Auckland, a city that continues to have the largest low decile population in New Zealand.

This year Variety provided 290 deserving or disadvantaged children with the freedom and independence of their very own bike.
A record $2.182 million granted

Grant & programme delivery 71% of income

Former Gold Heart Scholars competed in Paralympics in Rio

Of all grants were given to children living in poverty
Income topped $3 million for the first time.
Fundraising and Partner Events Timeline

**2015**

**OCT 15**
Miss Universe New Zealand
Raised over $18,000 for Kiwi Kid Sponsorship

**NOV 4**
Bond SPECTRE film premiere
Over $20,000 was raised

**NOV 15**
Skechers Women’s 6K
Over $3,000 was raised for Kiwi Kid Sponsorship

**NOV 30**
Laptops for Learning Otago and Southland
102 digital devices valued at $64,000 presented to 10 schools

**DEC 10**
Variety at Work team building day - Johnson & Johnson
The J&J team built and painted a playhouse at Panmure Bridge School

**DEC 14**
Variety at Work team building day - Zurich Insurance
Wrapped and presented Christmas gifts to children at Manurewa Central Primary

**2016**

**FEB 14-20**
BDO Wellington to Auckland Cycle Challenge
$20,000 was raised for Variety’s Bikes for Kids programme

**FEB 22**
Mahana film premiere
$6,500 raised

**DEC 15**
Variety at Work team building day - Hasbro
The Hasbro team took part in a gardening day at Wesley Primary School
<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>FEB 28</td>
<td>An intimate evening with Sol3 Mio</td>
<td>$38,000 raised. Thanks to Villa Maria Estate for their generous support</td>
</tr>
<tr>
<td>MAR 11-18</td>
<td>Variety Trillian Bash</td>
<td>$155,000 was raised</td>
</tr>
<tr>
<td>MAY-JUNE</td>
<td>Friends of Variety Champagne Series</td>
<td>Over $6,500 was raised</td>
</tr>
<tr>
<td>JULY</td>
<td>Kiwi Next Generation programme launch</td>
<td></td>
</tr>
<tr>
<td>AUG 9</td>
<td>Variety at Work team building day - Zurich Insurance</td>
<td>Helped with gardening at Haypark School</td>
</tr>
<tr>
<td>AUG 17</td>
<td>SKYCITY Variety of Chefs</td>
<td>Over $85,000 was raised on the night. Thanks to SKYCITY for their ongoing support</td>
</tr>
<tr>
<td>AUG 18</td>
<td>The Warehouse Scratch 'n Win Campaign</td>
<td>Thanks to The Warehouse for their generous support. Over $290,000 was raised!</td>
</tr>
<tr>
<td>SEP 30</td>
<td>The Warehouse Scratch 'n Win Campaign</td>
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Our year in review

The 2016 year has been a record-breaking one for Variety

• For the first time in our history, our grant giving and programme delivery exceeded $2million – with a record $2.182million, an increase of 34% on last year. Grant and programme delivery costs were 71% of total income; up from 55% in the prior year.

• This year, income topped $3m for the first time – at $3.09m – up 5% on last year and we realised an Operating Surplus of $1.775m (7% up on last year).

• The deficit of $405,000 is consistent with our budget and forecast. The decision was made to utilise reserves to enable us to meet the growing needs of Kiwi kids today, while funding historic grants where income was recognised in a prior year – these historic grants comprised 81% (or $331,000) of the deficit.

Supporting our Kiwi Kids

2016 has been a year of consolidation – we have embarked on a system development project that will allow us to more efficiently assist children and their families. This will form a platform for our future growth, while enabling us to control our expenses related to programme delivery.

Research has shown the single biggest issue facing Kiwi kids today is poverty. Variety has restructured its grant programme accordingly – this year 68% of our funding was targeted to support Kiwi kids living in deprivation through the Kiwi Kid Sponsorship Programme.

Our financial success has impacted most significantly on Kiwi kids in need - here are some of our proudest achievements:

• Variety Kiwi Kid Sponsors now support more than 2,680 children providing access to the basic essentials they need to thrive - a 34% increase in the number of children on the programme over last year. We hear every day from families whose lives have changed as a result of this programme – children who attended their first school camp, wore a uniform that fitted for the first time, or got through winter without missing school thanks to their warm bedding and clothing.

• Variety’s Gold Heart Scholarship Programme continued to help talented young people achieve their goals – we were all glued to the TV cheering on three “Variety kids” competing in the Paralympics at Rio! What a privilege to have helped them get to that point, and been part of their incredible journey.

• Funds raised at last year’s Warehouse Gala Dinner were put to work in our joint programme with The Salvation Army - Kiwi Next Generation. We are already seeing the success stories – with some incredible young people overcoming challenging circumstances to succeed in their chosen education and employment fields.
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$2,000,000
$1,500,000
$1,000,000
$500,000

Financial Snapshot

Revenue
Expenses
Grants Approved
Future Kiwi Kids Fund

$3,500,000
$3,000,000
$2,500,000
$2,000,000
$1,500,000
$1,000,000
$500,000
$0

Where Our Funds Come From

Revenue
Expenses
Grants Approved
Future Kiwi Kids Fund

Approved Variety Grants by Programme

34% increase in children sponsored in 2015-16 over prior year

Children sponsored through Kiwi Kid Sponsorship

Budget 2016-17

Number of children

0 500 1,000 1,500 2,000 2,500 3,000 3,500 4,000 4,500


Future Kiwi Kids
Caring For Kids
Scholarships
Kids On The Move
Kiwi Kid Sponsorship


Future Kiwi Kids Scholarships
Kids On The Move
Kiwi Kid Sponsorship
Caring For Kids

3,500
3,000
2,500
2,000
1,500
1,000
500
0

2013-14 2014-15 2015-16

Future Kiwi Kids
Caring For Kids
Scholarships
Kids On The Move
Kiwi Kid Sponsorship

$2,500,000
$2,000,000
$1,500,000
$1,000,000
$500,000
$0

2013-14 2014-15 2015-16

Future Kiwi Kids
Caring For Kids
Scholarships
Kids On The Move
Kiwi Kid Sponsorship
Variety - the Children’s Charity is an Incorporated Society and is registered as a charity with the New Zealand IRD and the Charities Commission (CC24039) and is able to receive tax-deductible donations.

The Variety Board acts in the interests of Variety New Zealand – its members, donors and employees, those seeking assistance from Variety and the wider community. The Board at all times recognises the trust placed in it and endeavours to meet the needs of its stakeholders.

Board Structure
The Variety Board is elected by Variety members to represent their interests, act in accordance with the Variety New Zealand Constitution and uphold the Charter of Variety International. The board is in place to provide policy leadership and supervise operations.

Variety Future Kiwi Kids Fund
Variety’s investment policy is set by the Board, implemented by our investment partner, JBWere, with oversight provided by the Finance and Investment Committee.

The objectives of the Portfolio have been established in conjunction with a review of current and projected distribution requirements of Variety New Zealand.

These include:
1. Establishing the investments to ensure sufficient liquidity and return to meet the requirement for periodic distributions to support the stated objectives.
2. Variety New Zealand expects that, at the Board’s discretion, portfolio assets may be used for distributions approximately twice every 10 years, at those times when annual donations are insufficient to provide continuity of support for its vision and purpose.
3. Maintaining an appropriate asset allocation that has regard to the agreed but flexible spending policy, while having the potential to replenish the fund in years when no distributions are required and, if possible, to produce capital growth in the long term to provide higher levels of support.
4. The portfolio strategy seeks to maximise return within reasonable and prudent levels of risk consistent with these investment objectives.
5. Over time it is expected that the portfolio value will exceed inflation growth by 4% per annum.

The Board functions include:
• Reviewing and approving annual budgets, strategic and financial plans
• Providing adequate supervision and support to the CEO
• Ensuring financial solvency of the organisation
• Interpreting and representing the needs and concerns of the community
• Ensuring effective management processes are in place
• Monitoring risk
• Instituting a fair system of policies and procedures for human resource management
• Overseeing Health and Safety management

Directors accomplish their functions through regular monthly meetings, and through the committee structure – Finance & Investment Committee and the Grant Audit Committee.
### External advisors

**Banker**  
ASB Bank Ltd

**Investment Partner**  
JBWere, Level 38, Vero Centre, 48 Shortland Street, Auckland

**Auditors**  
KPMG, 18 Viaduct Harbour, Auckland 1140

**Insurance**  
Albany Insurance Services Ltd, PO Box 205, Albany Village 0755

Marsh Ltd, PO Box 2221, Shortland Street, Auckland

### Variety Board

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Committees</th>
<th>Appointed</th>
<th>Area of Expertise</th>
<th>Qualifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>Richard Spilg</td>
<td>President</td>
<td>Finance &amp; Audit</td>
<td>Nov-13</td>
<td>Finance</td>
<td>B.Com, B Acc, Chartered Accountant (Australia)</td>
</tr>
<tr>
<td>Sharon Henderson</td>
<td>Vice President</td>
<td></td>
<td>Nov-12</td>
<td>Marketing</td>
<td>Diploma in Advertising &amp; Marketing</td>
</tr>
<tr>
<td>Deborah Fox</td>
<td>Director</td>
<td></td>
<td>Nov-14</td>
<td>Legal</td>
<td>B.Com / LLB (Hons)</td>
</tr>
<tr>
<td>Steve Jackson</td>
<td>Treasurer</td>
<td>Finance &amp; Audit</td>
<td>Nov-13</td>
<td>Finance</td>
<td>B.A., F.C.A</td>
</tr>
<tr>
<td>Dr Ian Hassall</td>
<td>Director</td>
<td>Grant</td>
<td>Nov-14</td>
<td>Medical</td>
<td>M.B., Ch.B., F.R.A.C.P., D.C.H.</td>
</tr>
<tr>
<td>Joe Moodabe ONZM</td>
<td>Past President</td>
<td></td>
<td>Mar-09</td>
<td>Management</td>
<td></td>
</tr>
<tr>
<td>Megan Tunks</td>
<td>Director</td>
<td></td>
<td>Nov-15</td>
<td>Maori Communities</td>
<td>M.Phil (Hons), GradDipTchg (Secondary), B.A.</td>
</tr>
<tr>
<td>Mark Vella</td>
<td>Director</td>
<td>Finance &amp; Audit</td>
<td>Nov-14</td>
<td>Management</td>
<td>Advanced Dip Ed, Post Grad Dip Sp Ed</td>
</tr>
<tr>
<td>Andrew Webster</td>
<td>Immediate Past President</td>
<td></td>
<td>Nov-07</td>
<td>Legal</td>
<td>B.Com/LLB(Hons) and McomLaw (Hons), Barrister &amp; Solicitor of High Court of NZ</td>
</tr>
</tbody>
</table>
## Financial Review

### Summary Statement of Financial Performance for the year ended 30 September 2016

<table>
<thead>
<tr>
<th>Description</th>
<th>2015-16</th>
<th>2014-15</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donations</td>
<td>485,498</td>
<td>570,562</td>
<td>-15%</td>
</tr>
<tr>
<td>Donations to Kiwi Kid Sponsorship Programme</td>
<td>1,374,172</td>
<td>877,634</td>
<td>57%</td>
</tr>
<tr>
<td>Memberships</td>
<td>3,422</td>
<td>2,960</td>
<td>16%</td>
</tr>
<tr>
<td>Interest received</td>
<td>67,613</td>
<td>15,853</td>
<td>326%</td>
</tr>
<tr>
<td>Investment revaluation</td>
<td>36,815</td>
<td>30,765</td>
<td>20%</td>
</tr>
<tr>
<td>Fundraising income</td>
<td>1,121,722</td>
<td>1,456,381</td>
<td>-23%</td>
</tr>
<tr>
<td><strong>Total Operating Revenue</strong></td>
<td>3,089,242</td>
<td>2,954,154</td>
<td>5%</td>
</tr>
<tr>
<td>Depreciation</td>
<td>37,793</td>
<td>34,393</td>
<td>10%</td>
</tr>
<tr>
<td>Fundraising expenses</td>
<td>643,528</td>
<td>573,995</td>
<td>12%</td>
</tr>
<tr>
<td>Rent &amp; outgoings</td>
<td>92,291</td>
<td>37,573</td>
<td>146%</td>
</tr>
<tr>
<td>Salaries</td>
<td>488,520</td>
<td>523,838</td>
<td>-7%</td>
</tr>
<tr>
<td>Other expenses</td>
<td>52,008</td>
<td>129,881</td>
<td>-60%</td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td>1,314,140</td>
<td>1,299,680</td>
<td>1%</td>
</tr>
<tr>
<td>In Kind Revenue</td>
<td>823,060</td>
<td>916,235</td>
<td>-10%</td>
</tr>
<tr>
<td>In Kind Expenses</td>
<td>823,060</td>
<td>916,235</td>
<td>-10%</td>
</tr>
<tr>
<td><strong>Funds Available for Distribution</strong></td>
<td>1,775,102</td>
<td>1,654,474</td>
<td>7%</td>
</tr>
<tr>
<td>Grants Approved</td>
<td>(2,182,421)</td>
<td>(1,625,066)</td>
<td>34%</td>
</tr>
<tr>
<td><strong>Net Surplus/(Deficit) (before one-off items)</strong></td>
<td>(407,319)</td>
<td>29,408</td>
<td>-1485%</td>
</tr>
<tr>
<td>Gain on sale of property</td>
<td>-</td>
<td>1,070,577</td>
<td>0%</td>
</tr>
<tr>
<td><strong>Net Surplus/(Deficit) For Year</strong></td>
<td>(407,319)</td>
<td>1,099,985</td>
<td>-137%</td>
</tr>
</tbody>
</table>
## Summary Statement of Financial Position

for the year ended 30 September 2016

<table>
<thead>
<tr>
<th></th>
<th>2015-16</th>
<th>2014-15</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash at bank</td>
<td>778,996</td>
<td>1,573,225</td>
</tr>
<tr>
<td>Investments</td>
<td>1,606,932</td>
<td>1,027,652</td>
</tr>
<tr>
<td>Receivables and Prepayments</td>
<td>68,288</td>
<td>39,013</td>
</tr>
<tr>
<td>Accrued Revenue</td>
<td>311,456</td>
<td>589,826</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>2,765,672</strong></td>
<td><strong>3,229,715</strong></td>
</tr>
<tr>
<td><strong>Fixed Assets</strong></td>
<td>329,481</td>
<td>76,237</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>3,095,154</strong></td>
<td><strong>3,305,952</strong></td>
</tr>
<tr>
<td><strong>Current Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sundry payables &amp; accruals</td>
<td>238,861</td>
<td>216,755</td>
</tr>
<tr>
<td>Grants approved but not yet paid</td>
<td>677,457</td>
<td>494,115</td>
</tr>
<tr>
<td>Revenue in advance</td>
<td>42,925</td>
<td>51,853</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td><strong>959,244</strong></td>
<td><strong>762,724</strong></td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>959,244</strong></td>
<td><strong>762,724</strong></td>
</tr>
<tr>
<td><strong>Net Assets</strong></td>
<td>2,135,910</td>
<td>2,543,229</td>
</tr>
<tr>
<td><strong>Equity</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Retained earnings</td>
<td>1,010,910</td>
<td>1,418,229</td>
</tr>
<tr>
<td>Future Kiwi Kids</td>
<td>1,125,000</td>
<td>1,125,000</td>
</tr>
<tr>
<td><strong>Total Equity</strong></td>
<td>2,135,910</td>
<td>2,543,229</td>
</tr>
</tbody>
</table>

## Summary Statement of Movements in Funds

for the year ended 30 September 2016

<table>
<thead>
<tr>
<th></th>
<th>Retained Earnings $</th>
<th>Future Kiwi Kids $</th>
<th>Total Equity $</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Balance at 1 October 2014</strong></td>
<td>318,244</td>
<td>1,125,000</td>
<td>1,443,244</td>
</tr>
<tr>
<td>Surplus/(deficit) for the period</td>
<td>1,099,985</td>
<td>-</td>
<td>1,099,985</td>
</tr>
<tr>
<td>Other comprehensive revenue and expense</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Balance at 30 September 2015</strong></td>
<td><strong>1,418,229</strong></td>
<td><strong>1,125,000</strong></td>
<td><strong>2,543,229</strong></td>
</tr>
<tr>
<td>Surplus/(deficit) for the period</td>
<td>(407,319)</td>
<td>-</td>
<td>(407,319)</td>
</tr>
<tr>
<td>Other comprehensive revenue and expense</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Balance at 30 September 2016</strong></td>
<td><strong>1,010,910</strong></td>
<td><strong>1,125,000</strong></td>
<td><strong>2,135,910</strong></td>
</tr>
</tbody>
</table>

### Independent auditor’s report on the summary financial statements

To the Directors of Variety - the Children’s Charity Incorporated

The accompanying summary financial statements on pages 29 to 30, which comprise the summary statement of financial position as at 30 September 2016 and the summary statement of comprehensive revenue and expenses, changes in equity and cash flows for the year then ended, and related notes, are derived from the audited financial statements of Variety - the Children’s Charity Incorporated (“the incorporated society”) for the year ended 30 September 2016. We expressed an unmodified audit opinion on those financial statements in our audit report dated 7 November 2016. Those financial statements, and the summary financial statements, do not reflect the effects of events that occurred subsequent to the date of our audit report on those financial statements.

The summary financial statements do not contain all the disclosures required for full financial statements under generally accepted accounting practice in New Zealand. Reading the summary financial statements, therefore, is not a substitute for reading the audited financial statements of Variety - the Children’s Charity Incorporated.

This report is made solely to the beneficiaries as a body. Our audit work has been undertaken so that we might state to the incorporated society’s beneficiaries those matters we are required to state to them in the auditor’s report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the incorporated society’s beneficiaries as a body, for our audit work, this report or any of the opinions we have formed.

Auditor’s responsibility

Our responsibility is to express an opinion on the summary financial statements based on our procedures, which were conducted in accordance with International Standards on Auditing (New Zealand) (ISA (NZ)) 810 Engagements to Report on Summary Financial Statements. Other than in our capacity as auditor we have no relationship with, or interests in, the incorporated society.

Opinion

In our opinion, the summary financial statements, derived from the audited financial statements of Variety - the Children’s Charity Incorporated for the year ended 30 September 2016, are a fair summary of those financial statements, in accordance with FRS-43 Summary Financial Statements.

7 November 2016 - Auckland
We couldn’t do it without your help.
A special thanks to...

PATRON
Dame Catherine Tizard ONZ, GCMG, DBE, QSO

VICE PATRONS
Dame Kiri Te Kanawa ONZ, DBE
Sir George Fistonich KNZM
Simon Dallow

INTERNATIONAL AMBASSADORS
Dame Vera Lynn, DBE
Paul Hogan, AM
Sam Neill, DCNZM, OBE
Sean Fitzpatrick, ONZM
Sir Michael Caine, CBE
Sir Roger Moore, KBE
Sir Sean Connery

NATIONAL AMBASSADORS
Sir Sean Connery
Sir Roger Moore, KBE
Sir Michael Caine, CBE
Julie Holter
Diana Fenwick QSO
Betty Robertson
Anisia Shami
Aline Sandilands

Shane Cortese
Mark Wright
Liane Clarke

VARIETY LIFE MEMBERS
Carole Bruce
Peter Drummond MNZM
Sir John Walker
Pam Fauvel QSM

VARIETY BOARD
Andrew Webster
Deborah Fox
Dr Ian Hassall
Joe Moodabe ONZM
Mark Vella
Megan Tunks
Richard Spilg (President)
Sharon Henderson (Vice President)
Steve Jackson (Treasurer)

GRANTS AUDIT COMMITTEE
Dr Ian Hassall
Pam Fauvel QSM

FRIENDS OF VARIETY
Bev Roberts (Chair)
Aline Sandilands
Angela Hunter
Anisia Shami
Betty Robertson
Diana Fenwick QSO
Gill Norris
Julie Holter
Jenny Hassall
Jennifer Martin
Karen Kay
Karen Olsen
Put Courtney

VARIETY MEMBERS
Aline Sandilands
Andrew Webster
Angela Salmon
Arun Varma
Calven Bonney
Dame Catherine Tizard
Chris Hulijch
Christopher and Jackie Reeve
Colin Pauling
Colleen Young
Deborah Fox
Dr Ian Hassall
Emma Parry
Fiona Milburn
Sir George Fistonich
Grahame Knight
Grant Meese
Irene Mosley
Jayne Kerton
Joe Moodabe ONZM
John Fauvel MBE
Libby Dykes
Louise Wallace
Lynda Parsons
Mark Vella
Mark Wright
Michelle Boag
Mike and Ann Thompson
Neil Quarterly
Paul Davies
Peter and Lesley Lawson
Peter Rowell
Richard Spilg
Sam McCready CBE
Sharon Henderson
Simon Dallow
Stephen Fisher
Steve and Helen Jackson
Stuart Chapman
Wayne Adsott

PRINCIPAL CORPORATE SPONSORS
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Ford New Zealand
Johnson & Johnson Pacific
NZ Retail Property Group
SKYCITY
The Warehouse

SPONSORS AND SUPPORTERS
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Black Magic
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Eventum
First Tier
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Graeme Thomson Antique
- & Estate Jewellery
Groupon
Hasbro
Henry Schein
Hoyts Cinemas
Intuit Creative
ITM Building Supplies

KPMG
Marsh Insurance
Miss Universe New Zealand
New Zealand Automobile Association
Nicholson Print Solutions
RE/MAX
Singapore Airlines
Smartlogic
Sony Pictures
South Pacific Pictures
Spec Savers
Starmetro
The Radio Network
The Rotary Club of Pakuranga
TR Group
Valentine Books
Val Morgan
Villa Maria Estate
William Buck Christmas Gowland
World Expeditions
Zarich New Zealand

For their help during Bash, Mini Bash and other Variety events, a special mention to:

BASH OFFICIALS
Air Force Boys
Black Magic
Geoff Bentham
Gil Tremewan
Grahame Knight
Jacqui Madelin
Jeff Burson
Lou Vandermeer
Lynne Bjarnesen
Mark Pruejan
Mark Wilson
Mark Wright
Murray O’Donnell (Bash Director)
Shane Cortese
Simon Dallow
Super Hubert
Tom Sharp
Trevor Crowther

BASH TEAMS
AA
Argus Fire Protection
Bernie’s Buddies
Blues Bros
Busted Donkeys
Corp Group
David Drake
Dunga Team
Every Little Boys Dream
Fish Pot Cafe
FOAM
Ford True Blue Crew 1
Ford True Blue Crew 2
GT Limousine
Hydrant Hoppers
LAPD
Lea Holland Team
Me & You
Moles on Sortie
Naki Boys
Naki Girls
Ohakune Veggies

OLD TIMERS
OMNT – Turtles II
Once Upon a Time
Pink Truck’n
Ray White Papamau (Chch)
Resene Truck
Scoby Doo
Stuart Chapman
Sustainable Landscapes
Swingers
Team Cambridge
Team Magnum 1
Team Mooloo
Team Power Parts Wallies
Best Start
The Cup Cakes (Aussie)
The Ladies
The Tron Truck
The Wallies
Tiki Tour Girls
Twisted Sistas
Walter Vander Kley
What a Load of Bull

VARIETY VOICES STAFF
Sarah Poppe
James Doy

VARIETY BOOK FAIR
Jason Valentine-Burt

2015 VARIETY INTERNATIONAL AWARD WINNERS
Variety International
Presidential Citation – Chris Bush
Variety International Media Award – Seven Sharp

TRUSTS
David Levene Foundation
Mana Foundation
SKYCITY Auckland Community Trust
Trillian Trust
Trust Waikato

2015 VARIETY INTERNATIONAL AWARD WINNERS
Variety International
Presidential Citation – Chris Bush
Variety International
Media Award – Seven Sharp

TRUSTS
David Levene Foundation
Mana Foundation
SKYCITY Auckland Community Trust
Trillian Trust
Trust Waikato
Get involved

There are many ways you can help Variety to support Kiwi kids in need.

Sponsor a child
Become a Kiwi Kid Sponsor and help provide a local child with the basic essentials
www.variety.org.nz

Donate
You can help Kiwi kids in need with a single donation or through Payroll Giving
www.variety.org.nz/donate

Regular Giving
Become a Hero for Kids with a regular monthly donation
www.variety.org.nz/donate/hero-for-kids

Fundraise
Organise your own fundraising event for Variety in your local community
Call: Emma on 09 522 3746

Make a bequest
Leave your lasting legacy by including a bequest in your will
Call: Stephen on 09 522 3748

Volunteer
Share your time and talents to make a difference for Kiwi Kids and their communities
Contact us: 09 520 4111

Become a Corporate Partner
You can provide financial support, in-kind goods and services, pro bono work and employee engagement
Call: Stephen on 09 522 3748

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Facebook: Facebook.com/VarietyNZ
Twitter: Twitter.com/VarietyNZ
YouTube: Youtube.com/Varietycharitynz
Instagram: Instagram.com/VarietyNZ