



TENT 75 VARIETY SOUTH AUSTRALIA

Tuesday 10th December 2019 at 5.30 pm

MINUTES OF THE TWENTY FOURTH ANNUAL GENERAL MEETING HELD AT 68 RICHMOND ROAD, KESWICK SA 5035

IN ATTENDANCE Bronte AYRES, Ron BARTON, Sharlene CAPPER, Kathryn CASEY, Peter COCHRANE, Jane COLDBECK, Trevor DAVEY, Morgan GRIFFIN, Nicole HAACK, Kate HOBBS, Rob KERIN, Raymond KHABBAZ, Scott LIMBERT, Wendy LIMBERT, Mandy MADGEN, Jennifer MCKAY, Tom MULLINS, Mark PHELPS, Brenton RAMSEY, Tanya STRATTON, Chris ZEITZ, Kathryn ZEITZ, Matt COWDREY, Leonie HUNT, Deon OTTO, Bill RAWLINS, Mark MCGILL

APOLOGIES Peter DE CURE, Richard WILLSON, Chris BAKER, Graham BOWRING, John DALCOLLO, Sandy DICKER, Russell GOOD, Janet LESKE, Mick GRESCH, Sandra LUKIN, Sondra MCGINLAY, Deborah MILLER, Roger MURDOCH, Chris OSTERMAN, Rudy PIECK, Josh PUGH, Adrian SWALE

MINUTE TAKER Tanya Apostolopoulos

1. **Welcome to Members** KERIN
The meeting opened at 5:35pm.

2. **Apologies** KERIN
Rob KERIN noted that 17 apologies were received from various members.

3. **Minutes of 23rd Annual General Meeting** KERIN
Motion: That the Minutes of the 23rd Annual General Meeting of Tent 75 Variety – The Children’s Charity of South Australia Inc. held on 11 December 2018 to be signed as a true and correct record.

Moved: Peter COCHRANE

Seconded: Bronte AYRES

AIF

CARRIED

4. **Chief Barker’s Report** KERIN
Rob KERIN spoke to his report

Tonight, I conclude my tenure as Chair of Variety SA and hand the reins over to one of Variety's great leaders in Brenton Ramsey. I look forward to supporting Brenton throughout his term as Chair.

I have truly enjoyed my term as Chair, it has been very rewarding, and I have an even deeper respect for this charity as a consequence.

As I prepare to summarise the past twelve months of Variety South Australia, I reflected on how much has been achieved across so many areas by so many generous people.

Underpinning these values is generosity, passion, enthusiasm and care.

Thankfully, these are the norms in our organisation, and this is what sets us apart and modestly, above many of our peers.

We are in a very healthy financial position and this is enhanced in the longer term by our commitment to creating new revenue streams that remain in our fundraising portfolios into the future. The challenge of sustainable revenue opportunities remains ever present.

That said – Giving is what defines our success.

By sheer numbers this was another successful year in Variety SA Grants history. Your contribution to Variety in SA has resulted in our 2018/19 grant approvals totalling 186 and we distributed an amazing \$3.789m – just 2% down on the previous year although that was our greatest in history!

Most importantly we have impacted on 30 056 children in need in our state - so every day, for the past year around 82 children have had their lives changed for the better through Variety's support.

To put some perspective on our achievements, SA grants totalling \$3.789m represents 33% of ALL grants made in Australia by Variety which is up 2% on last year. The 30,056 children impacted represents 35% of the total number of children assisted nationally so you can see we are impacting 4-fold by population percentile.

In the past two years no other state or territory assisted more children than SA.

The Sprout Fund and the Variety Showdown Shield partnerships moved into their second year and continued to expand our reach and delivered the increase in impact we aimed for. All of this was achieved whilst maintaining our traditional suite of grants including meeting the growing needs of other children's charity service providers many of whom would struggle without our ongoing financial support.

Sustainable Growth allows us to meet demand.

Whilst we focus heavily on the impact Variety creates this comes at a cost and our ability to give is directly linked to our ability to generate revenue.

Our strategic direction to diversify our income and lessen our risk and reliance on the motoring events remains strong. We can all be immensely proud of our results this year as we have spread the load across revenue centres to not only meet our budgets but exceed them.

Our Treasurer's Report shows we remain leaders in Australia in our performance this year across the key benchmarks.

Whilst we had a 2.85% decrease in net profit before grants, we exceeded our profit expectations against our budget by 12.7% posting a \$3.414M net as we all worked hard to make up the expected downturn.

We maintained our lofty per capita status internationally by generating \$3.67 for every person living in South Australia.

Our fundraising year commenced with the 2018 MotoRun travelling 'overseas' to Kangaroo Island and finished with some heart racing laps of The Bend racetrack. Under Chair Andrew Marshall, the 'community night' has been an exceptional addition to the event and it surpassed its budget posting a net result of \$150,000.

The 2019 Adelaide Convention Centre Ball maintained the mantle as the largest private event of its kind in the state and for Variety nationally. The Prohibition theme was excellent and the return to glamour was well received. I would acknowledge and sincerely thank Peter Curtis who has stepped down as Chair of this event – a role he has performed with flair, creativity and style for the past 18 years. A sincere thank you to Curly for all you have done for this event and to all the retiring long-term committee members – you have certainly set a high benchmark for dinners in Adelaide.

The members applauded.

The tenth Variety Vintage Wine Lunch at the National Wine Centre was sold out and the bidding was fierce. Variety Life Member Tim Adams accepted his ten-year certificate as the founder and Chair of the event, and I would like to acknowledge the ongoing and substantial support Variety SA receives from the wine industry within this event.

The 25th 4WD Adventure had a new title and new chairs in Deeon and Mandy who took us back into the Flinders. With over 60 Variety motoring events between them, Deeon and Mandy used all their experience to deliver an 'entrants' event' and that was reflected in the positive feedback from those on the event. Their vision for an Uluru adventure in 2020 is at capacity which is great news.

I joined my Car Kaos Bash team in August and had a fantastic time celebrating the 31st anniversary of the Bash in SA - dubbed Mawson to the Murray. We travelled north to Broken Hill onto Tibooburra, a couple of nights in Arkaroola, through the Flinders Ranges to the Riverland and concluded in Murray Bridge with hundreds of locals lining the streets.

The fundraising efforts of our Bash community never cease to amaze us, and we were not disappointed with a \$1.94M net profit surpassing budget again. A huge thank you to Sandra Lukin who did an amazing job as our Bash Chair for the past 2 years putting her own stamp on the event. I extend my gratitude to the committee, our entrants, officials and MW's for the incredible team effort leading our flagship event to success.

We greatly appreciate the ongoing support of Radio FIVEaa for our fifth Radiothon. I would make special mention of Australian Outdoor Living who have been with us every year and have donated over \$200,000 in pools to headline the fundraising on the day. The 10 hours of storytelling showcasing the impact Variety creates is just priceless.

Variety SA leads the nation in building National Partnerships including Seeley International and Discovery Holiday Parks.

We completed the third year of one of the most lucrative partnership in our history with Woolworths. Woolworth's engagement, from senior management to store level is truly authentic and grows daily. The partnership to date has exceeded \$900,000 and this is even more noteworthy when you consider the extraordinary national natural disasters that have

occurred in recent years that have been supported by Woolworth's. We have been very committed to our relationship with Woolworths and we are indebted to them for their continued support.

We sincerely thank Matt Palmer of Structural Australia Group and all the donors to our Variety House project as this will be completed in 2020.

We are also very grateful to Alliance Airlines who have now completed 5 Footy Jets - all at no cost to Variety.

Communication is increasingly vital for us to cut through a very cluttered market.

Telling our story, telling it often and telling it consistently has paid dividends with research showing the Variety brand is recognised more in SA than in all other States.

We are using platforms like the Radiothon and the Variety Showdown Shield to promote the work that we do.

We have a wonderful network of media partners and I thank them for their ongoing support promoting the work of Variety in the community.

People are the hub of our wheel.

The Board continue to work towards sustainable growth goals as this will allow us to impact on more children.

Our Committee and Event Chairs give an enormous amount of time and energy to our organisation and we have three stepping down. I have acknowledged Sandra Lukin and Peter Curtis for their contribution, and I would sincerely thank Morgan Griffin for her dedicated service to Young Variety as she has led from the front with passion and commitment.

Thank you to our Honorary Solicitors, Minter Ellisons and especially Adrian Swale who coordinates all our legal requirements.

I would also acknowledge and thank Mark Phelps and EY as our honorary auditors. EY and Minter Ellison combined have supported Variety for 60 years – an amazing example of the loyal contribution we are so fortunate to enjoy.

The members applauded.

I want to acknowledge the significant contribution our staff make to Variety, not only in their paid capacity but the significant voluntary hours they contribute to our success. I also thank and congratulate our CEO Mark McGill on his leadership and passion for Variety.

I would congratulate and thank Variety's longest serving staff member Jane Coldbeck for her invaluable commitment to Variety SA over the past 28 years. Jane can take credit for creating the solid foundation that Variety's success has been built on for so many years.

The members applauded.

Our volunteer base is second to none. I want to sincerely thank each and every one of the 160 + individuals who serve our organisation so generously through our 13 committees. Your commitment magnifies the impact we have on children's' lives as our fundraising revenue is maximised.

I will single out one committee, and that is the Board of Directors. We have achieved a lot again this year and this group's commitment, wisdom and support of me as Chair over the past 24 months has been greatly appreciated.

Variety SA was again recognised as an outstanding tent by being presented with the prestigious Gold Heart Award at the Variety International conference. This award is a wonderful recognition of the tireless efforts of all involved with a 'team first' attitude. We move so quickly to the 'next thing' we should take time to recognise this significance of this achievement.

In closing and on behalf of the Board of Variety South Australia, I thank everyone who contributes so generously to our organisation daily. Every child is important, and we will never cease to remain committed to offering them a better, more fulfilled life.

I wish all of you a safe and happy Christmas and a prosperous New Year and thank you for your attendance tonight.

The members applauded.

5. 2019 Financial Statements

APOSTOLOPOULOS

Tanya APOSTOLOPOULOS spoke to the financial report as WILLSON, the Treasurer, is an apology.

SLIDE 1

Welcome

Good Afternoon, for those that do not know me, my name is Tanya Apostolopoulos and as the Finance & Administration Manager here at Variety SA, I am pleased to be able to present to you - the 2019 Finance Report.

2019 was another strong year for Variety SA.

Total income for the year was a little over \$6.1 million, and our before grant distribution saw a better than budget net surplus of \$3.4 million.

SLIDE 2

Here we look at Fundraising Net Income where the Bash continues to provide a significant percentage, that being almost 60%, of our total Net Income with an amazing \$1.98-million-dollar contribution in 2019.

We also saw a fantastic result from the Variety Moto Run, 4WD Adventure, and Variety Vintage - all adding to the organisations desire see greater diversification of income.

SLIDE 3

As with many others' in the not for profit sector Variety saw a downturn in non-event-based donation income, together with a reduced result for investment income - based on the lower interest rates we are now seeing.

SLIDE 4

Our Balance Sheet remains strong at the close of 2019.

Cash at Bank remains our major asset, with just over \$4.8 m held in operating accounts and Term Deposits.

Our receivables continue to remain in good order.

The Inventory level is largely represented by the investment currently held in our second Variety House project located at Kidman Park.

Total Assets are just under \$6.8 m.

SLIDE 5

Property Plant & Equipment are slightly lower than 2018 levels as is to be expected with the accumulation of depreciation and no significant purchases in 2019.

SLIDE 6

Total Liabilities at 30 September 2019 were \$2.24 m, slightly lower than 2018. The decrease is predominantly a result of lower accounts payables as at 30 September 2019.

SLIDE 7

Variety SA's Total equity position is \$4.55 million, a slight decrease from 2018, however, the overall financial position remains very strong enabling Variety to continue the incredible work that is achieved for kids in South Australia each year.

SLIDE 8

This Graph shows the visual Gross Income trends for Variety SA since 2002. There has been a relatively constant upward trend. 2019 saw the organisation achieve its third highest Gross Income result on record.

SLIDE 9

This Graph shows the NET Surplus before grants distribution for Variety SA for the past 18 years. 2019 once again shows a strong result and a continuation of our 4-year trend of achieving an above \$3 million result.

SLIDE 10

This is the important one - showing our impact on Kids in SA that being the dollar value of Grants Provided year by year since 2002. As you can see, Variety SA achieved its third highest result in grant distribution this year and saw our Grant \$ spend in the SA community reach an awesome \$62.4 million dollars.

SLIDE 11

The comparison of our performance in SA compared to the other Australian states shows how well we once again performed.

SA achieved a Net Result only just behind that of NSW/ACT, and quite a way ahead of all other states. A magnificent result when considering our much smaller population.

SA continues to show strength in achieving the lowest expense to income ratio in the country. Added to this is the fact that SA distributed 32.8% of nationally granted monies off of funding generated from 7% of the population!

But where it counts most is to look at those bottom numbers with over \$11.5 million dollars granted and more than 85 thousand kids helped around the country. A great result for all and those that played a part in making it happen.

Thank you.

Any questions

Motion: *the 2018-19 Audited Financials of Tent 75 Variety – The Children’s Charity of South Australia Inc. carried as a true and correct record.*

Moved: Nicole HAACK

Seconded: Ron BARTON

AIF

CARRIED

6. Election of the 2019/2020 Crew of Tent 75

KERIN

Rob KERIN advised that the Board received 6 nominations for 6 positions. There isn’t a vote required.

Congratulations to Richard WILLSON, Tanya STRATTON, Kate HOBBS, Mathew COWDREY, Rob KERIN & Ron BARTON

In addition to 5 ongoing board members; Bronte AYRES, Peter COCHRANE, Peter DE CURE, Nicole HAACK, and Brenton RAMSEY.

Moved: Peter COCHRANE

Seconded: Nicole HAACK

AIF

CARRIED

7. Confirmation of Hon. Medical Panel and Hon. Solicitor and Hon. Auditor

KERIN

Rob KERIN advised that the Honorary Medical Panel would comprise Dr Bronte AYRES, Dr David TUEBNER and Dr Alan MCKINNON.

The Honorary Solicitor is Adrian Swale from Minter Ellison.

Ernst & Young will be our Honorary Auditor.

9. Any other Business

KATHRYN ZEITZ asked a question about the sustainability and diversity plans the Board has in place. She noted that there had been no change in the Board this year, and Young Variety has been disbanded/dissolved, and no new ball committee chair has been announced. She wondered whether there were ongoing discussions about sustainability.

KERIN answered saying there were ongoing discussions and that while the decision regarding Young Variety was unfortunate it was a bit of a numbers game at the moment. The Ball position has been filled by Lisa. Filling Board positions is an ongoing consideration and the audit committee has a list they work on. This year there is no change in the board but that is just how it is. This has been discussed a fair bit and KERIN realises things need to change in future regarding diversity etc.

The members applauded.

The meeting was declared closed at 6:00 pm.