



**TENT 75 VARIETY SOUTH AUSTRALIA – THE CHILDRENS CHARITY OF SOUTH AUSTRALIA
INCORPORATED**

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

IN ATTENDANCE: T.Stratton (Chair), S.Paech (Dep Chair), M.Griffin (Treas), P.Cochrane, P.De Cure, N.Haack, B.Ayres, S. Bushell, B. Ramsey, K Hobbs, R Kerin, M McGill.

APOLOGIES: NIL

MINUTE TAKER: Liz Judd

1. Welcome to Members

The meeting opened at 5:36pm.

2. Apologies

Tanya Stratton noted that 2 apologies were received from members.
Deb Miller, Ron Barton
Members in Attendance listed on Page 10.

3. Minutes of 27th Annual General Meeting

***Motion:** That the Minutes of the 276th Annual General Meeting of Tent 75 Variety – The Children's Charity of South Australia Inc. held on 6th December, 2022 to be signed as a true and correct record.*

Moved: Tanya Stratton

Seconded: Sally Paech

AIF

4. Chief Barker's Report

1. Welcome.

Variety, the children's charity of South Australia would like to acknowledge Australia's Traditional owners and respect their continued connection to water, land and community. We pay our respects to them, their elders, past, present and emerging.

Good afternoon ladies and gentlemen and welcome to the John and Pam Wicks Boardroom for the 28th Variety SA AGM for 2022-2023.

We have all board members present.

I can confirm we have met our constitutional requirements of a quorum (that is, 15 members or a third by number).

Welcome Liz Judd to take the Minutes.

1. Apologies –
2. Motion to move that the minutes of the 27th Annual General Meeting of Tent 75 Variety – the children’s charity of South Australia held on 6th December 2022 to be signed as a true and correct record.

Seconded: Sally Paech

We will share the presentation of the Chairs report and the Treasurers report on the screen and would ask that you save all questions to General business please.

Chairs Report

It is with great pleasure that I extend my congratulations to the board, to our members, to our broader Variety community, our volunteers, our sponsors and all of our donors and to our staff - on yet another outstanding, record-breaking year for Variety South Australia.

I will review the Variety 22/23 financial year, running from 1st October 2022 to 30th September 2023 under our 6 Strategic pillars – Purposeful Impact, Financial Sustainability, Strategic communication, Strong governance, Effective systems, and Valued and Capable People.

Purposeful Impact

Slide 1 - This year, for the first time, grants distributed were over \$6m at \$6.2m. This is a 30.1% increase, a \$1.4m increase on last year and a 116% increase since 2021. Your contribution has provided the delivery of 244 grants to our states most vulnerable children – 128 individual and 116 organisational. Impacting 88,196 sick and disadvantaged children and children living with disability in South Australia. An increase of 36.3% on distributions and a 2.9% uplift on the number of children impacted. Whilst these numbers are impressive we must keep in the front of mind that it’s not all about the quantities it also goes to quality of the grants.

Slide 2 – Individual grants ranged from Scholarships for Dance music and sports, to Therapies of speech, music and therapy dogs, technology grants of laptops, ipads, mobility grants of scooters, accessible vehicles and travel expenses for treatments, sporting grants for sports camps and medical grants for hearing devices and autism assessments.

Organisational grants included Disability Sports SA and Special Olympics SA for inclusive sports programs, Riding for the disabled, riding lessons, Kick Start for kids bread supplies for 3 years, encounter youth drug and alcohol programs, the Monarto Safari accessible Bus to bring wild Africa to all abilities. As well as Breakthrough mental health eating disorder program and all Abilities Playgrounds program put together by Nicole Haack for playgrounds in Keith, Pinaroo, Ceduna and Playford.

Our AFL partnerships with the Adelaide and Port Adelaide football club foundations have also extended to now include the AFLW with the AFLW Variety Show down Shield to run in 2024.

Thank you to our large grant committee, our grants committee and grants officer Meredy Bochow on an outstanding achievement this year.

So, how did Variety raise these funds to impact the 88,000 sick and disadvantaged children and children living with a disability in South Australia.

Financial Sustainability – Sustainable Growth

Slide 3 - The 2023 Variety fundraising year commence in October 2022 with the 2022 Variety Motor Run. Led from the front blazing a trail with Co-Chairs Nicole Haack and Anthony Scott - taking 37 classic cars, bikes and officials, 72 participants through Hahndorf, the Barossa and the Riverland. They set a new tone of safety and fun for this event with the elite of the elite, visiting wineries showcasing the best that SA has to offer. Raising an amazing \$568k for our states disadvantaged children. All the while distributing grants along the way. They meticulously crafted an event with an incredible itinerary and collected a generous group of game changers.

Thank you Nicole and Anthony for your incredible contribution to all things Variety over the years and for bringing style, grace and poise to this event.

The 4WD Adventure saw our veterans, give one last hoorar, the last last tour for Co-Chairs Peter Cochrane and David Ahola taking 72 vehicles and 156 4WD enthusiasts and nature lovers through the Wild West Coast, from P2P, Port Augusta to Port Lincoln Raising a record breaking \$1.15m. Pete said he wanted to crack the 1M after the 2022 adventure and that they did.

Congratulations and Thank you Peter and David and your team, your dedication and commitment is truly remarkable.

The BASH, our flagship motoring event, in its 35th year, saw Lynton Pahl step up to the task of BASH Chair leading his team of officials and volunteers, 82 cars and 276 entrants to raise \$2.39m from Port Adelaide to McLaren Vale.

Congratulations and thank you Lynton and your team for your perseverance and adaptability on a truly successful and joyful event.

To celebrate the 10th anniversary of the Aussie Muscle Car Run the event shifted its dates from March 22 to October 23 to allow the milestone run to go to Bathurst. As a consequence, there was no AMCR event in this past financial year however I would congratulate and thank Chair Brenton Ramsey and the AMCR entrants on raising \$614k in the October 2023 event.

Functions continued to run throughout the year with the Melbourne Cup Luncheon, the Showdown Shield Luncheons, the Radiothon, the Variety Vintage led by Chairman Tim Adams, entertaining 300 guests with SA's best wines from 12 wineries, then the Annual Variety Ball, the largest Charity ball in South Australia, this year, themed, Once Upon a Time, led by Chairman David Snoad, where 1600 guests, in their fairytale costumes, danced the night away to Satisfaction - Rolling stones coverband and Purple Monkey. Over the last 2 years we have also been the official charity partner with the VAILO Adelaide 500.

Our functions and motoring events raised \$4.6m net for children in need. The effort, commitment and dedication that is involved here is astonishing while all events distribute funds to local and regional communities throughout their tours it is nothing short of sensational. And an absolute collaboration of forces.

With total income for the year at \$8.89m, up almost 15%, we had 1 real estate project at Hurtle square, (there will be 2 next year), we returned to a single Bash per year and there was no AMCR as mentioned previously.

Our event based business model drove expenses up 10% as the cost of living surged, administration increases and salary benchmarking were actioned.

Variety SA still exceeded expectations to produce a record net profit of \$5.4m an 18.3% increase on last year. Expenses as a % of revenue and admin costs increased to 12% from 10.8% in the previous financial year. This still, remains, at best practice levels within our sector.

Congratulations to you all! It is very evident that we are helping more sick, disadvantaged and children in need in South Australia.

Strategic Communications

Slide 4 - Messaging is key! Our 2023 messaging has continued to be strong, consistent, and concise. Telling the Variety story, individual stories of the thousands of children we assist and the generous Variety community, the South Australian community has responded.

With transparency, marketing expenditure is down 1.89% however our quality social media presence continues to rise with platforms like Facebook up 37%, Instagram up 16% and LinkedIn up 25%. With a reach on all platforms of 168k.

We have a wonderful network of media partners and I thank them for their continued support.

We welcome Natasha Morgan, as our new head of marketing, who will continue with our strong Variety messaging and tell our story and tell their story.

Strong Governance and Effective Systems

Slide 5 – We have contracted a Salesforce Administrator, consultant, Ajay Tulasi, to fast track and focus utilising the system to its fullest potential, minimising the duplication of tasks. We have finalised the organization structure, established a people and culture committee, put together a salary benchmark. We have rewritten the event chairs and officials' roles and responsibilities, enlisted a volunteer motoring events liaison officer, Brenton Ramsey, and employed a motoring events risk manager, Alistair Walker. All event chairs are to provide the board with an event debrief and all OV's are now expected to undertake a first aid course. We have had a focus on leadership training and review and had the Governors Leadership Foundation assess our grants distribution process.

Valued & Capable People

Slide 6 – To our VIA committee and Chair Robbie Timms – thank you for incredible contribution this year – Robbie and her team entertained over 7,000 children in need, their parents and their carers this year, consolidating events to 3 zoo picnics, 2 Xmas parties, 3 AFL MAX events and numerous movie days, providing joy to our states most vulnerable kids. Congratulations and thank you Robbie. And Thank you to Rosalie Gillings for your incredible 20 year voluntary service to Variety in Action and the Ladies of Variety prior, an amazing legacy to bring so much joy to the kids and their families, you are an inspiration and I personally thank you for your guidance and mentorship over the years.

As we farewell our outgoing Event Chairs Brenton Ramsey (AMCR), Nicole Haack and Anthony Scott who have all incredibly just completed their events for 2023/24 – Thank you. Thank you to Peter Cochran and David Ahola. Thank you all for breaking records, for your dedication, commitment and for your passion.

Thank you to our Auditors Mark Phelps, and Edward Mitchell and the Ernst and Young team.

To our solicitors Minter Ellison's, I thank Adrian Swale who has supported Variety for over 27 years and welcome our new Minters representative, Andrew Corletto as our legal counsel.

To our Medical panel Dr Bronte Ayres AM, Dr David Teubner and Dr Alan McKinnon. Thank you.

Thank you also to Linda Abrams-South on Variety's Governance and Audit committee.

Your knowledge, expertise, advice and support provides Variety with the confidence and integrity required to stand tall and move forward.

To all of our 15 committees, our trail blazers, all 160 plus volunteers, sponsors, donors, entrants, participants, and staff – this year has certainly shown the importance of our strong membership base and the resilience of our dedicated and committed volunteer base. Thank you for staying the course and supporting the cause, for entrusting this organisation to fulfill the needs of the disadvantaged children of South Australia.

To our CEO, Mark McGill, congratulations Mark, on an outstanding result and another outstanding year at Variety. It has been a pleasure to serve, one of the most enlightening and joyful experiences of my life - thank you - and thank you to our Variety staff, our staples, Tanya, Alex, Meredy, Charmaine and Evangeline, Amy, Jacquie, Rebecca, Alexander and Janet for your flexibility, adaptability and innovation. In an ever-changing environment and not without its challenges you did it with grace, integrity, and dignity.

To the board, I remain grateful for your support and willingness to consider all options. The impact we sought has once again been achieved at record breaking levels, it has been an honour and a privilege to serve you and the Variety community as Chair these passed 2 years. Your dedication, guidance and mentorship has been exceptional and will remain with me.

Looking ahead ...

Slide 7 – we welcome our new events leadership team, new event co-chairs of the moto run, Sharlene Capper and Jeff Hills, who will tour through Wallaroo, the Flinders to finish in Clare, co-chairs of the 4WD Adventure, Kathryn and Chris Zeitz, who will take you dreaming from Clare and through the Northern Flinders, and the Aussie Muscle Car Run chair Will Langdon will take you from Mt Gambier to Phillip Island.

We welcome new BASH event manager Melissa Renna and event co-ordinator Jennifer Taylor into the office.

We are also putting together a history of the BASH through Dianne Lintern and a short film together with 57 films – a conversation with living legends.

And we have appointed Darren Greatrex as the 2025 BASH Chair, just in time for the National Bash.

Slide 8 – Season Greetings

As you all well know, it is a collaboration of forces and united we stand and collectively we can achieve great things for those that need it most. Congratulations to you all on another outstanding year at Variety, and on behalf of the board of Variety South Australia, we say THANK YOU and wish you all a very Merry Christmas and a happy and safe new year.

Tanya Stratton, Chair, Variety SA

5. Financial Statements

Good Afternoon, for those that do not know me, my name is Morgan Griffin and as the Treasurer of Variety SA, I am pleased to be able to present to you - the 2023 Finance Report.

As previously mentioned by our Chair, Tanya Stratton - Variety SA achieved great financial results in 2023 with the successful running of our motoring events, functions and the ongoing support of Variety's generous supporter base, volunteers and staff.

SLIDE 1

Total income for the year was **over \$8.8 million**, and **before grant distributions net surplus was a little over \$5.4 million**. An outstanding result.

SLIDE 2

The Fundraising Net Income achieved by each of our events is shown on this slide. Our four motoring events provided 92% of our total net event & function fundraising income.

SLIDE 3

We can see on this slide that Variety SA saw a large increase in non-event-based donation income. Interest rate and donation increases, together with the realisation of profit from one of our housing projects (Hurtle Square Apartment) attributed to this increase in other income.

SLIDE 4

Our Balance Sheet remains very strong at the close of 2023.

Cash at Bank and Bank Term Deposits remain our major asset at just over \$10.39m.

Other Current Assets include our first Hurtle Apartment which settled on the 6th October (just outside the 2023 financial year).

Our Receivables continue to remain in good order.

Total Assets are \$14 million.

SLIDE 5

Property Plant & Equipment did not see many changes in 2023. The only major purchase being a second Hurtle Square Apartment as part of our housing project fundraising program. This is accounted for under deposits paid.

SLIDE 6

Total Liabilities at 30 September 2023 were \$6.5m, up on 2022. The increase is predominantly a result of increased grants payable due to record breaking number and value of grants approved in 2023. The \$10M in cash assets covers all grants payable and with such a successful year we aim to continue the high level of granting and impact on SA Kids into 2024.

SLIDE 7

Variety SA's Total equity position at year end was \$7.57 m, a slight decrease from 2022 as a result of ongoing strategic planning to grow our grants programs.

This strong position will enable Variety to continue the incredible work that it does for kids in South Australia.

SLIDE 8

This Graph shows the Gross Income achieved by Variety SA since 2002. There has been a relatively constant upward trend, and 2023 saw the organisation achieve its highest income result ever, with \$8.89m in gross income for the year.

SLIDE 9

This Graph shows the Net Surplus before grants distribution for Variety SA for the past 20 + years. 2023 shows a result of \$5.4m representing substantial growth yet again and the highest pre-grant distribution result in the history of Variety SA.

SLIDE 10

This is the most important one, as this chart shows the dollar value of our impact on Kids in SA - year by year since 2002.

Variety SA impacted more kids than ever before with over \$6.2m granted this year, positively impacting the lives of over 88,000 children.

2023 sees our cumulative Grant spend in the SA community reach a staggering \$78.8 million.

Something we can all feel really proud to be a part of.

SLIDE 11

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

SA achieved the highest Gross and Net Results nationally and 48.7% of all grants provided by Variety nationally despite representing just 7% of the national population.

But the number that counts most is shown at the bottom of the screen. Nationally over \$15 million dollars was granted, and more than 181 thousand kids helped around the country.

A great result for all that played a part in making it happen right across the country.

Thank you.

Are there any questions.

No questions fielded.

The members applauded.

Motion: the 2022-2023 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: Sally Paech

AIF

CARRIED

6. Election of the 2023/24 Crew

The following three Board members were elected for a two-year term last year:

Dr.Bronte Ayres AM
Peter Cochrane OAM
Peter de Cure AM

The following Board members have concluded their two-year term:

Morgan Griffin
Rob Kerin
Selena Bushell
Sally Paech

The following members seek election to the Board:

Jonathan Day, Jennifer McKay OAM, Salli Tanner

As the immediate past Chair Tanya Stratton continues as a Board member for a further two-year term

Nicole Haack, Brenton Ramsey and Kate Hobbs do not seek re-election.

As all available positions have been filled via valid nominations no vote is required in line with Clause 10 of the Constitution.

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

Tanya Stratton advised that the Honorary Medical Panel is comprised of Dr Bronte AYRES, Dr David TUEBNER and Dr Alan MCKINNON.

The Honorary Solicitor is Andrew Corletto from Minter Ellison.

Ernst & Young will be our Honorary Auditor.

8. Any Other Business

No questions fielded.

Acknowledgements:

To Board members Nicole Haack, Brenton Ramsey and Kate Hobbs

As we all know, Nicole Haack, is a Variety veteran – since 1992 Nicole has completed 21 bashes, 11 4WD's, 6 MOTO runs, been a board member for 16 years, since 2007, chaired the board from 2011-2013, chaired the Variety Australia board from 2014-2018 and chaired the MOTO run in 2022 and 2023 with the wonderful Anthony Scott who has been an official on the numerous motoring events for the last 15 years. As chair of the large Grants committee, the Marcomms committee, a dedicated Variety advocate and spokesperson Nic has also paved the way for the "All Abilities Playground committee." As Nicole endeavors into her numerous new challenges she will be deeply missed around the board table, her vigor and gumption has kept the boys on their toes and propelled Variety forward, the disadvantaged children of South Australia and Variety are indebted you. Nic you are a powerhouse, a mentor and an inspiration - Thank you for your service to Variety which I know will continue as the Chair of the Large Grants committee. Thank you, Nicole.

Variety veteran, Brenton Ramsey, will also be stepping down from his 6th year of service on the Variety SA board. Rambo chaired the board from 2019-2021 and has been a Variety Australia board member for the same period. He has been Bash chairman, AMCR chairman and actually brought the Muscle Cars to Variety Rambo too will also be deeply missed but will continue his 31 year involvement volunteer work with Variety as the Variety Motoring events liaison officer. Thank you Rambo for your service.

Kate Hobbs, commenced on the board in 2017, a bash entrant since 2010 and completing 9, chaired the strategic planning committee and has been an incredible contributor to all things governance and audit, risk management, strategy and people and culture, bringing in the Governors Leadership Foundation for grant distribution assessment and the Keaveny Consulting for an organisation restructure. Thank you Kate for your immense contribution to Variety and the Variety board, your knowledge, expertise and voice has created an environment of quality and equity – we will miss you.

Your service has been nothing short of exemplary, your guidance and advice and mentorship is truly appreciated and each one of you has inspired the masses. It has been an honour and a privilege to work with you all.

9. AGM close

I would like to thank you all for attending tonight and invite you to join the Board for Christmas drinks.

I ask the 23/24 board members to meet in the office area across the hallway for a post AGM meeting as this room is to be reset for our Christmas drinks. Thank you.

AGM ATTENDANCE:

First name	Last name	Ticket type	Company/Organisation	Guest Type	Attendance
Nicole	Haack	AGM ticket attending		Board Member	✓
Peter	De Cure	AGM ticket attending		Board Member	✓
Peter	Cochrane	AGM ticket attending	Cochranes	Board Member	✓
Rob	Kerin	AGM ticket attending	SANFL	Board Member	✓
BRONTE	AYRES	AGM ticket attending		Board Member	✓
Morgan	Griffin	AGM ticket attending		Board Member	✓
Brenton (Rambo)	Ramsey	AGM ticket attending		Board Member	✓
Tanya	Stratton	AGM ticket attending	Stratland	Board Member	✓
Selena	Bushell	AGM ticket attending		Board Member	✓
Sally	Paech	AGM ticket attending	Beerenberg Farm	Board Member	✓
Kate	Hobbs	AGM ticket attending		Board Member	✓
Peter	Curtis	AGM ticket attending		Committee Member	✓
Jennifer	Mckay	AGM ticket attending	Unisa	Committee Member	✓
SALLI	TANNER	AGM ticket attending	AUSTRALIA	Committee Member	✓
Phil	Eglinton	AGM ticket attending		General Member	✓
Sue	Mapp	AGM ticket attending		General Member	✓
Trevor	Davey	AGM ticket attending		General Member	✓
Sharlene	Capper	AGM ticket attending		General Member	✓
Scott	Limbert	AGM ticket attending	Scotts Maintenance Services	General Member	✓
Wendy	Limbert	AGM ticket attending	Cole School Experts	General Member	✓
Robin	Matters	AGM ticket attending	Merc Property	General Member	✓
John	Gibson	AGM ticket attending		General Member	✓
Liz	Judd	AGM ticket attending		General Member	✓
Janet	Leske	AGM ticket attending		Committee Member, General Member	✓
Mandy	Madgen	AGM ticket attending		General Member, Committee Member	✓
Grahame	Mapp	AGM ticket attending		Other Guest	✓
Tricia	Moore	AGM ticket attending		Other Guest	✓
Kathryn	Zeitz	AGM ticket attending		Other Guest	✓
Mark	Phelps	AGM ticket attending	EY	Other Guest	✓
Jonathan	Day	AGM ticket attending		Other Guest	✓
Meredy	Bochow	AGM ticket attending	VSA	Variety SA Staff	✓
Tanya	Apostolopoulos	AGM ticket attending	Variety SA	Variety SA Staff	✓
Alex	Richards	AGM ticket attending	Variety The Children's Charity	Variety SA Staff	✓
Steve	Meins	AGM ticket attending			✓
Jane	Coldbeck	AGM ticket attending		Life Member	✓
Anthony	Scott				✓
Dean	OH				✓

Post AGM Meeting

APPOINTMENTS FOR 2023/2024 YEAR

1. Appointment of the **Chief Barker** for 2023/24 year

Chair to call for Nomination & Seconder
Nominate: Sally Paech
Moved: Peter DeCure
Seconded: Morgan Griffin

2. Appointment of the **Vice Chair** for the 2023/24 year

Chair to call for Nomination & Seconder
Nominate: Selena Bushell
Moved: Sally Paech
Seconded Pete De Cure

3. Appointment of the **Treasurer** for the 2023/24 year

Chair to call for Nomination & Seconder
Nominate Morgan Griffin
Moved: Selena Bushell
Seconded: Pete DeCure

Welcome to new members.
Finalised 6:11pm
Meeting concludes.