We have taken the opportunity, for the first time, to combine our Annual Report and Accounts for 2013 with a review of the year and an Impact Report on three of Variety’s key services: Sunshine Coaches, Wheelchairs and Days out.

We are in frequent contact with schools, organisations and families of the children we help, so we know all too well the background anxiety, anguish and hardship that often accompanies requests for our services. On many occasions we are privileged to see signs of immediate improvement in the quality of young lives as a result of our interventions. The thousands of thank you letters that fill our archives tell us our help is needed and is most gratefully received.

But it is not enough for us to know the impact we make. We wanted to demonstrate to our donors, and many stakeholders, the wider benefits that are delivered through Variety’s diverse range of services to children across the UK who are sick, disabled or disadvantaged.

Our first Impact report focuses on three of our core services. It is our intention to widen the scope of our reporting in future; when both human and financial resources allow.

Our impact data comes from surveys we have carried out amongst our beneficiaries. Details of the number of requests for information, made and received, are shown in the reports for each service.

Each report starts with an overview of what that programme is about. For convenience, some of the key findings are highlighted. A full set of detailed charts then provide an in-depth view of how, for example, the benefit of a wheelchair extends way beyond simple mobility for the user.

Each section is then brought to life with case studies from beneficiaries. Each of them has kindly agreed to allow us to tell their story.

Case studies of grants for equipment to individuals and organisations, such as youth clubs, have also been included. This gives more insight into areas of our work for which we are not yet able to provide more detailed statistical information, for reasons purely of cost and time.

It is our sincere hope that by demonstrating the impact of our work, it will further encourage our supporters, donors and volunteers and attract new ones. They too can share the undoubted satisfaction that comes from seeing the tangible difference we make to so many young lives.

That satisfaction must never lead to complacency. The entire team at Variety across the UK recognise only too well that, however great the impact we make, we can always do more and always do it better.

Laurence Davis, 
Chief Barker 2013
Contents

Whom we help | How we help | Why we are needed

Section [A] Impact Report 2013
  ▶ Coaches
  ▶ Wheelchairs
  ▶ Days out
  ▶ Grants - case studies

Section [B] Annual Review 2013

Section [C] Annual Report and Accounts 2013
Variety helps children across the UK who are sick, disabled or disadvantaged.

By helping these children, we also help the parents, siblings, carers, schools and organisations that contribute to the shaping of their childhood.

How we help

Care for sick children.
Variety funds specialist children’s hospitals and hospices. Children cared for at home may need essential specialist equipment to improve development, quality of life and to reduce anxiety for the children and their parents.

Personal development can sometimes be improved by the provision of equipment that encourages sensory play.

Newborn babies suffering from acute respiratory conditions are helped by special ventilators that are an effective, less invasive and life-saving method of stabilising breathing.

Mobility and development for disabled children.
A wheelchair, customised to each child’s condition, provides so much more than mobility. It enables the child to gain confidence through true independence and so join in more activities with friends, family and at a school.

Organisations catering for children with special needs, can apply for a Variety Sunshine Coach that will enable their children to explore new places, experience new activities and become more integrated with their local community.

Memorable childhood experiences for disadvantaged and disabled children and young people.
Each year, tens of thousands of children are taken on free trips organised by the Variety at Work team, supported by their volunteers and sponsors. Through these trips, to the seaside, the circus or a theme park, children enjoy and experience together places they would not normally have the opportunity to visit.

Variety also funds equipment for youth clubs and organisations to enable them to expand their services and so attract more young people, particularly in disadvantaged communities, keeping vulnerable youngsters off the streets.

Through our Swings and Roundabouts programme we champion fair play for all by redeveloping public playgrounds with equipment that is accessible for both disabled and able bodied children, encouraging them to play together.

Why we are needed

Sickness
Children with acute and chronic conditions require advanced and specialist medical care. Two thirds of children who die have a chronic condition. Amongst the hospitals that Variety helps fund, the Variety Children’s Hospital, in King’s College Hospital, is a world leader in fields such as liver transplants and neurosurgery for children. Each year the hospital treats over 40,000 children and young people for a wide range of acute and chronic diseases.

Disability
Life for a disabled child can be very challenging. Caring for them places a great strain on the parents: physically, emotionally and financially.

There are almost 800,000 disabled children in the UK.

Only 8% of the families receive help from their local Social Services.

The cost of raising a disabled child is three times greater than a child without a disability.

The time required for caring often makes employment difficult or impossible for the parents.

A recent study showed one in six parents of disabled children have had to go without food, one in five without heating, a quarter have gone without specialist equipment or adaptations and 86% have gone without leisure activities and days out.

Disadvantage
Despite the UK being one of the world’s most advanced economies, the number of children living in poverty in this country is 3.5 million, 46% of them in severe poverty.

These children are not only disadvantaged in health and education but struggle to break out of the cycle of poverty that is imposed upon them and thus find it hard to reach their potential.

In the most deprived areas of the country, there is only one youth club per 14,000 young people.
Coaches

Every day our Sunshine Coaches enable thousands of children to experience a wider world.

Just being included on the trips that other children go on can make a world of difference. When those trips take in educational, recreational and vocational activities, the benefit is even greater.

Many coaches are in use over twenty times a month, often every day, enabling special needs schools and organisations to plan activities without worrying about the cost, timing and suitability of public transport, which all too often is not wheelchair-friendly.

Without our specially equipped Sunshine Coaches, many disabled children in deprived areas would only go from home to school and back again. Sunshine Coaches let them and their friends explore places they would otherwise never visit.

Impact highlights of Variety’s Sunshine Coach Programme

54% of children (attending schools or organisations that we help) have learning disabilities. A Sunshine Coach enables them to access a wider range of learning activities including the mainstream curriculum.

61% of the schools and organisations that Variety helps, cater for disabled children. Sunshine coaches are designed to safely accommodate wheelchairs and children with a range of disabilities.

49% of the activities the coaches are used for are educational, recreational or vocational. Being able to access a wider range of learning opportunities, as well as the national curriculum, improves personal development and opens up more opportunities.

A few facts:

- Questionnaires were sent out to schools, asking them for feedback on the impact the Sunshine Coaches delivered between Jan 2010 and Sept 2013 have had.
- Number of Sunshine coaches delivered in that period: 297
- Number of feedback forms sent to participating schools: 230
- Number of completed forms received: 69
- Return rate: 30%
- Number of Children benefitting from the coaches and who attend those 69 schools having completed the questionnaires: 10,507
- Number of quotes provided with media release approval: 68
THE SUNSHINE COACH IS MAKING A DIFFERENCE TO OUR STUDENTS’ LIVES IN THE FOLLOWING WAYS:

**It improves access to educational opportunities.** Six daily trips to Alton College enable our seventeen students enrolled there to pursue a broader range of A level subjects. They are able to study in a mainstream environment whilst receiving the specialist personal care they need such as feeding and toileting.

**It enables all students to have work experience embedded in their learning.** Access to work experience programmes at local businesses not only provides more choice but also helps our students feel more secure and confident about planning their future.

**More frequent opportunities to acquire daily living and independence skills,** are made possible by visits to the local town of Alton. These trips support the community skills work of our occupational therapists.

**Curriculum enhancing activities are more widely accessible and more varied.** Being available in the evenings and at weekends, the coach enables students to participate in sporting events, go to concerts or the cinema. Excursions have included the O2 in London and the NEC in Birmingham.

**The coach ensures attendance at essential medical appointments.** Complex conditions often require specialist clinicians. Students can travel to appointments in comfort and without worrying if suitable transport will be available when they need it.”

THE SUNSHINE COACHES MAKE A HUGE DIFFERENCE TO THE LIVES OF ALL OUR STUDENTS. THEY ARE USED EVERY DAY AND WITHOUT THEM WE WOULD NOT HAVE ACCESS TO THE WIDE VARIETY OF ACTIVITIES THAT THEY MAKE POSSIBLE.

About 30% of students have Free School meals; others come from poor homes. Many are living in difficult financial circumstances, deprived of experiences that most children take for granted.

Our Sunshine Coaches ensure that students are able to enjoy experiences not normally available to them, enriching both their everyday lives and their education.”

TRELOAR TRUST, ALTON

SIR TOM FINNEY COMMUNITY HIGH SCHOOL, PRESTON
KILLIK & CO PRESENTS SUNSHINE COACH
TO MAPLEDOWN SCHOOL

Investment Consultancy, Killik & Co, presents a much needed Variety Sunshine Coach – and now aims to secure a further £30,000 through partners Dan Dowding and Jer O'Mahony taking part in the world’s toughest bike race, The Cape Epic Challenge, in South Africa at the end of this month.

The 65 pupils of Mapledown School in Barnet, North London, today celebrated receiving a Variety Sunshine Coach from investment consultancy firm Killik & Co. The coach has a tail-lift to facilitate wheelchair access and will be used to take the children on a variety of excursions, helping to improve their skills and confidence. Mapledown School caters for pupils with severe and complex learning disabilities and aims to help its students develop their communication skills, maximise their independence and broaden their range of experiences.
Wheelchairs

To a disabled child and their family, a wheelchair brings much more than mobility. It can be a huge step in helping them and their child get out in the world, really taking part in life at school, at home and in their community at large.

Freedom and mobility is just the start. Having independence is a liberating experience. An increased sense of well being, self-esteem and confidence all come from being able to be included in activities and socializing with your peers. For those to whom we have given sports wheelchairs, their physical prowess improves, some will be at the Paralympics in Rio 2016.

Making sure that each child's condition and needs are fully understood enables Variety to provide a wheelchair tailored to their needs, medical condition and posture.

Impact highlights of Variety’s Wheelchair Programme

- 64% of children show an improvement in their physical health.
- 97% of families are able to do more activities together.
- 100% of children engage in, or take advantage of, activities.
- 46% of children show improved communication skills.
- 87% of children show increased confidence or self-esteem.
- 97% of children show significant sustained improvements in their sense of well-being.

Variety’s Wheelchair Programme

- Type of equipment supplied by Variety Wheelchairs programme since January 2012.
- Total cost of mobility equipment supplied by Variety Wheelchairs Programme since January 2012.
- Children have shown improved physical health.
- Families are able to do more activities together.
- Children engage in, take advantage of, activities.
- Children, or their families, can identify specific improvements in the child's sense of well-being as a result of their activities.
The impact of...

**Variety’s Wheelchair Programme**

- Children, or their families, can report significant sustained improvement in their sense of well-being.

- Children have shown increased sporting/fitness activity (where applicable).

- Children have shown increased awareness (environment).

- Children have improved communication skills.

**A few facts:**

Questionnaires were sent out to families, asking them for feedback on the impact the equipment funded by Variety and delivered between Jan 2012 to Sept 2013 has made on their lives.

- Number of children who received funding in that period: 184
- Total cost of the equipment: £432,587
- Number of feedback forms sent to families: 119
- Number of completed forms received: 39
- Return rate: 33%
- Number of quotes provided with media release approval: 36

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**Wheelchair stories**

**JULIAN, DORKING, Manual wheelchair for a 12 year old**

Julian has Osteogenesis Imperfecta. This brittle bone condition results in regular broken bones; his left tibia has broken 30 times. Despite constant back pain, which affects Julian's mobility and impacts on many aspects of his life, he plays keyboard and jazz piano.

Variety provided a wheelchair that enables Julian to move more safely and more quickly, particularly outdoors and at school.

"The wheelchair is really helping me get around at school and it’s giving me more opportunities to be independent and lead more of a social and happy life in year eight. I love the design on the wheels (and so do my friends). The frame and seat is very light. The cushion is very comfortable and has already helped my back.”
Sophie, aged ten, was just eight months when she was diagnosed with Spastic Quadriplegic Cerebral Palsy. She also has chronic lung disease. She is unable to stand or sit independently and has difficulty using her hands. She is dependent on other people for most activities and nearly all aspects of daily living.

In 2012 she began attending a Mainstream school four days a week. Variety helped fund a specialised powered wheelchair with a tilt, recline and stand facility, giving her much more independence at school and at home.

Sophie says “I call my chair ‘Yo Yo’ because it goes up and down. I like standing up when I want to; I can do it by myself. When I ache from sitting down too long I can stand up. I like standing up with my friends when we are cooking at school”.

Sophie’s parents explain the difference the chair has made: “We love Sophie’s chair because it makes life so much easier. She can take herself off to her bedroom or into the garden without having wait for one of us to be available.

Standing up has become her party piece but on a more serious note it does mean that she is weight bearing much more. This will help to protect her hips from further surgery, as well as other benefits such as stronger bones, help with digestion and breathing.

There’s also the psychological benefit of being able to converse at the same height as everyone else or get herself into a better position to eat by herself instead of being fed. Sophie’s chair is her independence and what 10 year old little girl doesn’t want that?”

Lara can now access both her school and our car using her new wheelchair. Previously she had to be lifted in and out of the car, as she had a manual wheelchair that wasn’t safe to travel in. For her to be able to come out of school and get home without being lifted once is wonderful for her independence and sense of feeling like her peers.”
**Days Out**

Our Variety at Work programme, provides memorable childhood experiences that inspire personal development and improve social interaction.

Each year Variety takes tens of thousands of children on fun or educational days out. The trips are free, thanks to our volunteers and the many companies and organisations that support this programme with donations in kind. The total value of these in 2013 was £756,858.

A trip to the seaside, that many kids take for granted, can be transformed into “the best day ever” for a child who has never seen the sea, made a sandcastle or explored a rock pool.

While we are creating happy childhood memories, we are also inviting curious minds to explore the world around them, improving teamwork, co-operation and interpersonal communication. Positive changes in attitude and behaviour are frequent benefits.

**Impact highlights of Variety’s Days Out**

- **94%** of children show a positive change in attitude and behaviour.
- **95%** of children have been helped to develop interpersonal communications.
- **92%** of children have been helped to develop cooperation and teamwork.
- **85%** of children showed increased confidence after the outing.
- **89%** of children experienced reducing feelings of isolation after the outing.

**Impact Report 2013**

The impact of...

**Variety’s Days Out**

- **Outings made a positive change to attitude and behaviour.**
- **Outings helped develop interpersonal communication.**
- **Outings helped develop cooperation and teamwork.**
- **Children who attended showed increased confidence.**
- **Outings contributed to reducing feelings of isolation.**
Outings enabled schools/organisations to provide new services.

Outings increased/improved the public profile of schools/organisations.

## Variety’s Days Out

- Outings enabled engagement with the community.

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## Days Out stories

**HEAD TEACHER, PRIMARY SCHOOL**

“We took Year 5 to Harbour Park. We have a few boys who are in constant need of attention from adults, due to behavioural issues.

This visit provided us with the opportunity to invite the mother of one of the boys to accompany us. This boy was able to have a whole day without any problems. It also helped him to spend time with his mum. She had recently experienced serious health problems; the child had been doing some of the caring and was therefore very worried. He is often isolated from his peers due to his dominant nature and he was able to bond with some of the class. He now has a positive experience, outside of school, to share with them.

Children from very deprived economic backgrounds do not normally get opportunities to actually have experiences outside of their home or just have fun. They benefit immensely from these visits. Some of these children have problems and issues with confidence or behaviour. These are noticeably improved.

The Variety at Work programme gives us the opportunity to help develop a more cohesive partnership with parents, children and the school. We are able to encourage positive behaviour, set challenges and provide enjoyment for our children whilst developing their social skills.”

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*Variety’s Days Out*  

**A few facts:**  
Questionnaires were sent out to schools, asking them for feedback on the impact made by the VAW events their pupils have attended from Jan 2012 to Sept 2013  
Number of children who attended VAW events in that period: 30,771  
Number of carers/parents who attended VAW events in that period: 7,297  
Total number of attendees in that period: 38,068  
Number of feedback forms sent to participating schools: 732  
Number of completed forms received: 285  
Return rate: 39%  
Number of quotes provided with media release approval: 255
TEACHER, PRIMARY SCHOOL

“Many of our children have very difficult home lives and are in care or live in poverty. We are a school for behaviour and learning difficulties. A trip to the London Aquarium is something that they would not be able to do in their own lives, so the opportunity for us to take them is invaluable.

All the children were amazed by the ray tank. Many sat and put their hands on the outside of the glass to see if the rays would come up to them. It was fantastic to see such difficult children sitting in such a serene way.

All trips provided by Variety do so much for our children and staff. Children cannot wait to go on these fabulous trips. They learn so much outside school as opposed to being stuck inside. There is also a huge improvement in good behaviour. Our policy in school is that if children play up, and show up our school, they do not get chosen again. Our children thoroughly enjoyed the circus party.”

HEADTEACHER, SPECIAL NEEDS SCHOOL

“Many of the families would never usually have the opportunity to attend such an event, due to their children’s behaviour, as most of our children are on the autistic spectrum.

This outing to Disney on Ice allowed families to access a public event, with the support of school staff, in a comfortable environment. Many of our families have limited income and are unable to work due to difficulties with child care for children with autism.

The Disney characters were recognisable by the children so they were able to sit and engage in the event for a longer period of time than would normally be achieved. It also provided them with a reason to try to communicate with other people nearby.

Children with autism respond much better through sensory interaction and the visual displays, lights, costumes and music stimulated many of their senses. Siblings also came along to the event. It was wonderful to see families enjoying their time together.”
Grants for specialist equipment

Variety prides itself on delivering practical help that is tailored to the specific individual needs of children with chronic sickness or disability. This is demonstrated time and again in the grants we often make for very specialised equipment.

Understanding both the medical condition and the impact that it has on the child's everyday life, and that of their parents and carers, is always our starting point.

Guided by medical specialists, we help by funding equipment which frequently brings immediate and palpable benefits. In many cases these go beyond just alleviating painful and stressful symptoms. They can create new opportunities for independence, improve confidence, assist personal development and help relieve anxiety and stress for both the children and their parents.

Specialist equipment stories

CAITLIN (Eye-gaze communication device)

Caitlin, a lively girl of 14, was diagnosed with Dystonic Cerebral Palsy, a condition resulting from brain damage. It causes twisting and repetitive movements that are involuntary. In Caitlin's case, it also limits her means of communication to facial expressions and body language, which she found very frustrating.

Variety funded a Tobii high-tech eye-gaze device that has given Caitlin the chance to hold her first conversation with her family. The eye-gaze system attaches to Caitlin's wheelchair and allows her to communicate by 'eye pointing', for example by blinking or dwelling on a desired area of the screen in front of her. It has transformed Caitlin's life.

"This is the first time Caitlin has been able to communicate with us. The eye-gaze device has opened up a brand new world for Caitlin: now she never stops talking and is constantly playing music and games! Thank you Variety and everyone who has made this possible."

Karen, Caitlin's mum
SCARLETT (Specialist car seat)

Scarlett is a little girl of 3 affected by severe hypotonia, which means her muscles are very weak. She cannot yet walk and it has taken a lot of time just to reach her current mobility level. Scarlett suffers from epilepsy and, when she has a seizure, she sometimes stops breathing. At night, she has to sleep with a monitor attached, and oxygen must be kept in the house at all times. The gravity of her seizures is inevitably a great source of anxiety for her parents, who frequently have to make lengthy trips to the hospital with Scarlett. Just getting her in and out of the car was difficult and distressing.

Variety funded a special car seat, with a swivel base, to make getting in and out of the car easier and less stressful for both Scarlett and her parents. The seat provides better support, comfort and safety for Scarlett and reduces the risk of back injury for her parents.

“Scarlett is much happier travelling in the car now. It was quite hard to get Scarlett in and out without ‘man-handling’ her, but the job is now so much easier for us! Scarlett loves going out and about, and since she came off her anti-convulsant, she has become so much more aware of her surroundings. It’s like a big fog has lifted off her brain, so everything that we do with Scarlett now is having much more impact and she has started interacting. I’m sure that, if she could speak, she’d tell you how much she loves her car seat! Thank you so much for your kind help.”

Maria, Scarlett’s Mum

NEVE’S (Musical Garden)

Six-year-old Neve has multiple problems. She has a rare and severe form of epilepsy called Dravet Syndrome which is very resistant to drug treatment. Seizures occur daily and can be triggered by a range of things such as sunlight, over exertion, over-excitement and illness. She is also autistic and requires all-day care.

Collectively, these problems delay her natural development, particularly in speech, language comprehension, self care and social skills.

Sensory play is very effective for Neve. She loves to be in the garden. She particularly finds musical sounds very motivating.

Variety funded Neve’s very own sensory play area in her garden where she can make her own musical sounds and play alongside her ten-year-old brother, Jake.

Neve’s mum sums it up:

“She is absolutely loving being in the garden and we can’t thank you enough. Every fine day she asks to go in garden and says ‘Happy! Happy!’ whenever she’s outside.”
Grants for youth club activities

The recent economic climate, with its attendant cuts in local government funding and high youth unemployment, means that the need for facilities for young people, particularly those with disabilities or from disadvantaged families, is greater than ever.

Variety is committed to helping these young people to reach their potential, regardless of their circumstances.

Support for youth clubs, and facilities catering for young people, usually takes the form of funding for equipment. This enables the organisations to reach out to more youngsters by extending the scope or range of their activities.

Success is often demonstrated by increased self-esteem and a sense of belonging. Team activities greatly improve social and interpersonal skills, leading young people to better integration with their peers and the wider local community.

Youth club stories

MAYLAND ABC   (Boxing club equipment)

Mayland Amateur Boxing and Sports Development Club was started in response to a clear need to redirect more positively the energies of the local youth. Many of them were the subject of a dispersal order. This meant they were not allowed to walk around in groups of more than two.

Following a successful two month trial, the project received a further 6 months’ funding which paid for a qualified boxing coach. Volunteers were recruited and they managed to pull the community together, involving not only the young people, but also their parents and committee members from all over the village.

The Club has grown from 12 junior members to 30. All of the equipment comes from donations in kind or has been loaned to the club. To be able to take their members into the Amateur Boxing Association circuit, they needed suitable training equipment so that the boxers could train and prepare for competitions under ABA rules. Variety stepped in to fund the purchase of sparring gloves, head guards and protective gear.

“We have made a great impact on our local community. The club has helped increase self awareness, assertiveness and raise self esteem among the members who are very dedicated and committed. Two of our boys have been asked to compete in regional competitions, really putting Mayland on the map.”

Ken Bloxham, Club Secretary
Hindleap Warren (Outdoor education centre)

Set in 300 acres of woodland and wilderness, just over an hour from London, Hindleap Warren specialises in creating opportunities for personal and social development that are second to none. The centre works with more than 9,000 young people a year and Variety is proud to have been supporting its great work for over 25 years.

For many young people, Hindleap is their first meaningful experience of the great outdoors. They are challenged and encouraged to reach out beyond that which is familiar and comfortable. The sense of adventure it instils, and the team-work it inspires, help young people come together, win new confidence and gain valuable life skills.

In addition to residential courses, Hindleap's specialist units work with young people and families in difficulty. They also deliver day courses for young people with special needs, or those at risk, for whom a residential stay may not be possible.

Activities are accessible all year round and have been designed to stretch young people of all ages. On-site, there is archery, orienteering, pool canoeing, a climbing wall, high ropes, zip-wires, an abseiling tree, tunnels, an obstacle course and team challenges. Hindleap also takes groups off-site to do canoeing, mountain biking, mine and cave exploration, rock climbing and bouldering.

"The benefits derived from a stay at Hindleap are both wide-ranging and long-lasting. Specifically, outdoor education at Hindleap improves physical and emotional well-being while enriching personal and social development."

Pirate Castle (Canal boat with disabled access for young people)

Founded in 1966, the Pirate Castle has become a real institution in London's Camden Lock. It provides water-based activities for children and young people who are disadvantaged or disabled.

In order to provide better facilities for disabled children, a major fundraising campaign culminated in the launch of a new canal boat: The Pirate Prince. Variety contributed to the costs of fitting out the new boat which now boasts full disabled access, allowing wheelchairs to move around the boat safely, as well as providing steering and throttle controls that can be accessed from a wheelchair. These enable disabled children to take their turn at being captain of the boat under the ever-watchful eye of the experienced crew.

"Pirate Castle's aim is to help young people who have problems or disabilities to leave their worries behind for a while and meet new friends whilst learning new things in a fun environment."

Charles Brock, Former Pirate Castle Manager
2013 was a year of progress in a difficult economic climate

Knowing that it would be a challenging year, Variety was determined to approach 2013 with a very positive frame of mind, a clear focus and a high level of energy and commitment from the team. Three major new initiatives were launched during the year which widen still further our range of services to sick, disabled and disadvantaged children.

Demand for Variety's services continues to grow, accelerated by the impact of cut backs at both national and local government level. For many families, the work of Variety is a lifeline. Leisure trips or days out are one of the first things to be cut when households are struggling to manage, depriving youngsters of precious childhood memories.

34,711 children were taken on days out.
A single outing can involve hundreds of children, many with physical or behavioural difficulties. Managing them is no easy task and we are indebted to the dedication and experience of our Variety at Work team, and their many volunteers, for making these trips possible.

Sunshine Coaches were provided to schools and organisations catering for children with special needs.

47 wheelchairs were provided, all but three to individual children and mostly customised to meet their particular disabilities and needs. While the number of wheelchairs provided is down on the previous year, total wheelchair funding by Variety decreased by only 1.9%. This reflected a change in policy to permit funding, by the charity, of up to one hundred percent of the cost of the wheelchair. The new policy was in response to feedback indicating that many families of disabled children were increasingly unable to raise the funds needed to contribute significantly. The average wheelchair cost was almost £6,000.

70 grants were made. Two thirds of these were to individuals, often for specialist in-home care equipment. The balance was made to organisations including hospitals and to youth clubs for equipment.

243

Thank you to our donors, staff and volunteers

None of these achievements would have been possible without the help of the many individuals who give their time, commitment, energy and skill to enable us to help so many children and young people. Our donors, our team at head office and in the regions have once again proved to be a powerful, resourceful and effective combination for improving young lives.

Review of activities and achievements

Our corporate partnerships are a key part of our fundraising. Carlson Rezidor Hotel Group announced in March that they would be making Variety their Charity of the Year. Over 2,500 staff across the group’s 32 UK hotels will be taking part in their own fundraising initiatives as well as involving hotel guests.

Later in the year we were delighted to welcome Environmental Services Group, Veolia, as another charity partner. Employing some 12,000 people, Veolia benefits over a third of the UK population through their recycling and waste management services, improving Britain’s contribution to a low carbon economy. Now that same workforce will be helping to contribute to the work of Variety through fundraising and volunteering activities.

One of our longer term fundraising objectives is to encourage community and mass participation fundraising activities by members of the public on behalf of Variety. 2013 saw teams running for Variety in the London Marathon, the London 10k, the Royal Parks Half Marathon and many similar events. We are indebted to all those who entered and raised funds for Variety. We will be building on this success in future years.

Over £100,000 was raised at our Annual Dinner and Ball, a glittering star-studded event with two hundred guests. We enjoyed a magnificent turnout of Rugby Legends for our very special golf day at Loch Lomond. The line up included: Gavin Hastings, Sean Fitzpatrick, Gareth Edwards, Phil Vickery, Jason Leonard, Michael Lynagh and John Rutherford, whose team was victorious on the day.

October was also marked by a unique event, the inaugural creation of a Lifetime Presidency Award for Jarvis Astaire. His decades of service to Variety brought tributes from former Chief Barkers and showbiz celebrities from around the world.

For many in the north west, the tragedy of the Hillsborough disaster will never be forgotten. Variety’s fundraising dinner, in memory of the 96 who died, was given overwhelming support by both the community and local football celebrities. The evening generated enough funds to provide not one but four Sunshine Coaches which will benefit children across Merseyside.

2013 was rounded off with a celebration of Variety Scotland’s 40th anniversary. The work done in this Region has been outstanding. Thank you to all those who have contributed over the years. More than £50,000 was raised on the night and over 400 toys were donated for Variety to distribute to sick, disabled or disadvantaged children in the Region.

Several new initiatives were launched

The ‘Breath of Life’ initiative seeks to make new Vapotherm technology available to every specialist hospital in the UK that cares for newborn babies with respiratory distress syndrome. This life-threatening condition is responsible for one in five infant deaths. The Vapotherm technology saves lives. It is less invasive, allowing mother and baby to bond and feed, leading to weight gain and improved development.

Variety Children’s Hospital at King’s College Hospital has long been at the forefront of specialist care for children and young people. Its clinicians are recognised as world leaders in advanced techniques, such as liver transplants and neurosurgery. Some 40,000 children are treated at the hospital each year for a wide range of acute and chronic conditions. In order to expand the hospital’s capacity and range of services, a major redevelopment is required. Planning of this initiative is under way. It proposes to integrate a new wing into the existing building, creating a unique environment designed specifically for children and young people, while retaining access to the adult hospital’s extensive research facilities. Fundraising to assist this vital new programme would require Variety to launch a capital appeal.
Starting in London, but eventually rolling out across the country, ‘Swings and Roundabouts’ plans to refurbish playgrounds in public spaces to make them accessible and suitable for all children including those with physical and sensory disabilities. Encouraging all children to play together is at the heart of this scheme. It will benefit disabled children by letting them play like everyone else. In so doing, it will create a better understanding and acceptance of disability by those more fortunate.

The Royal Parks Foundation has agreed to pioneer this scheme in London’s eight Royal Parks. The first refurbished playground is in Hyde Park’s South Carriage Drive.

Increasing awareness in a digital world

The UK children’s charity market place is both congested and highly competitive. Variety does not have large budgets for advertising and marketing, yet we need to increase awareness of what we do and who we help in order to raise vital funds.

Against that background, the charity decided to commit to a major redevelopment of its website, seeing this as an investment in a digital future. It would enable us to showcase our work better, coordinate our online and social media channels and enable people to access Variety by whichever format they chose: PC, tablet or mobile.

This major project involved every department in the organisation, culminating in a comprehensive briefing and tendering process. The winning company then spent many months working with our in-house team to develop the site which we unveiled towards the end of 2013. Feedback has been excellent and we have already seen an increase in visitors and donations. Variety looks forward to celebrating 2014 as another year of achievement, with an ambitious programme that will benefit tens of thousands of children across the UK.

Future strategic direction

Like most charities the need to increase income, while maintaining a relentless downward pressure on costs, continues.

2013 was a year of consolidation and modest growth. The appointment of the outgoing Chief Barker, Laurence Davis, as Chair of Fundraising for 2014 will provide an opportunity to both maintain continuity and momentum under the leadership of Trevor Green, the new Chief Barker. Despite growth in the economy as a whole, disposable income is still under pressure for most households. We will need to continue to work hard for donations.

Corporate donors demand both proof of outcomes from their donations and brand benefits for their association with good causes. The introduction of our Impact Report, as part of our regular reporting to stakeholders, will assist us to demonstrate the many differences we make to the young lives that we are able to help.

Our events team will continue to play a key role in the charity’s fundraising. The PROPS Lunch, Gastro Evening and Annual Dinner and Ball are now firm fixtures in our fundraising year. These are increasingly supplemented by successful events in the regions.

The development of unrestricted income remains a priority for the charity. New initiatives are being developed to vigorously pursue this objective though mass participation activities and individual giving campaigns. We were fortunate in 2013 to see a significant increase in donations from wills and legacies. We shall be investing further in marketing Variety to this sector, and to individual giving generally, as part of a long term plan to increase unrestricted income.

The evolution of this great charity through our five-year plan will make us stronger and give us the ability to help more children, including those we have not reached before.

Variety’s Big Top Christmas Party

650 children and their carers enjoyed a fabulous Christmas party at the Big Top in Bloomsbury. The event included wonderful entertainment, face painters, lunch and a visit to Santa’s grotto...plus a present to take home!

A surprise appearance was made by Steve McFadden (Phil Mitchell, Eastenders) who met the children and very happily signed autographs and chatted to many of his excited young fans! Thanks Steve for giving up your time to visit!

Very special thanks are to be given to the sponsors of the event ACI UK, the donation of lunch packs by Soho Foods, Kinnerton chocolates and the use of the Bloomsbury Big Top and owners Diane and Denis McCourt.

Deborah Barrett, from New Rush Hall School, sent us a wonderful collage of photo’s from their day at the Big Top and said: “Thank you for a lovely day!”

Variety Annual Review 2013
Christmas fun started early for Variety Children at Gulliver’s which included a pantomime, fairground rides, Christmas show, lunch and a visit to Santa’s grotto where each child choose a gift of their choice.

The sponsors of the day were ‘Tulip Ltd’ who attended and experienced the fun filled activities and magical atmosphere created by the children.
Southeastern has named a high speed Javelin® train after former Olympic swimmer and Variety, the Children’s Charity, Ambassador Duncan Goodhew. To commemorate the Olympic legacy Southeastern has been naming the fleet after Britain’s fastest athletes – both former and present.

To celebrate the latest train naming, Southeastern chartered a special service for Mr Goodhew and 255 of the children from Homeleigh School, London N16. The event took place on Monday, 10th June 2013 at 12pm at St Pancras International Station.
Adventure Island

The weather was a little unsettled but the children certainly were not - enjoying every minute of the day!

800 children and carers attended the fun day out, the sound of excitement and thrills could be heard throughout the park all day long. This is the fourth year we would like to thank the owners and staff of Adventure Island for welcoming back children who rarely have an opportunity to visit a theme park and ensure the children have a day to remember!
Annual report and accounts 2013

Our ethos
Variety is about increasing positive experiences for children throughout the UK who are sick, disabled or disadvantaged.

Variety is not about stopping a crisis or preventing a drama; it is about providing both practical help (including coaches, wheelchairs and specialist equipment) and memorable childhood experiences. Variety is about helping children to have fewer bad days and more great days by providing the independence, freedom and dignity that enables them to make the most of their childhood.

Variety plays a key role in building the self-esteem of children who are disadvantaged and in making them the people they who become.

Registered Office Variety House 93 Bayham Street London NW1 0AG T: 020 7428 8100 F: 020 7428 8111 www.variety.org.uk

Variety, the Children’s Charity

Trustees 2013
- Keith Andrews
- Jarvis Astaire OBE
- Lloyd Barr
- Malcolm Brenner
- Laurence Davis
- Trevor Green
- Anthony Harris
- Tony Hatch
- Norman Kaphan
- Jane Kerner
- Jason Lewis
- Ronnie Nathan
- Rodney Natkiel
- Lionel Rosenblatt
- Stanley A Salter
- William Sangster
- Prof. Jonathan Shalit
- Nicholas Shattock
- Pamela Sinclair

Auditors:
Saffery Champness
Lion House
Red Lion Street
London
WC1R 4GB

Bankers:
Natwest
2nd Floor, Argyll House
246 Regent Street
London
W1B 3PB

Company number:
509811 (England and Wales)

Charity number:
209259 (England and Wales) SC038505 (Scotland)

Secretary and registered office:
Stanley A Salter Variety House 93 Bayham Street
London NW1 0AG

The Trustees, who are also directors of Variety for the purposes of company law, are responsible for the preparation of financial statements for each financial year which give a true and fair view of the state of affairs of the Charity and the group, and of the incoming resources and application of resources for that period. In preparing those financial statements the Trustees are required to:

- select suitable accounting policies and apply them consistently,
- observe methods and principles in the Charities SORP,
- make judgments and estimates that are reasonable and prudent,
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements,
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that Variety will continue in business.

Administrative information

Structure, governance and management

Variety and its business is governed by its Trustees and is assisted in its activities by the Variety Club of Great Britain (Tent 36). Variety Club of Great Britain (Tent 36) is affiliated to Variety International, the Children’s Charity and its affairs are managed by its Crew, who are ipso facto members of Variety. Variety Club of Great Britain (Tent 36) has 392 members under the leadership of the Chief Barker. The Chief Barker is elected on an annual basis and normally the position is held for one year.

The Trustees retain control of Variety. They delegate the task of organising events, raising funds and allocating funds to a number of committees on which various Trustees sit. The main committees for the allocation of funds are the Grants, Sunshine Coaches and Wheelchair Committees.

All decisions made by these committees have to be ratified by the Trustees. There is also the Variety at Work Committee whose main task is to provide fun and educational days out for children. Most of the Variety at Work programmed events are either sponsored or donated free of charge. Intangible income from this source is estimated to be worth £758,858 (2012: £861,158). This is included within the Statement of Financial Activities with an equivalent amount also included within expenditure.

Trustees are recruited from the membership of the Variety Club of Great Britain. They are active members who have proved themselves to be dedicated and committed to the cause of the charity. The Trustees are subject to election in accordance with the Articles of Association. Under Article 30, Trustees are appointed annually by notice in writing to Variety signed by three of the officers of the Variety Club of Great Britain (Tent 36). Casual vacancies may be filled at any time by similar notice. Office as a Trustee shall be vacated under the provisions of Article 37.

All Trustees, by nature of the recruitment process, are already familiar with the work and procedures of the charity. Before being put forward for election, the Chief Barker explains what will be expected from them, and once appointed they attend one or two Crew meetings before officially taking on the role. They are also sent a copy of the Charity Commission’s paper ‘Responsibilities of Trustees’ and asked to sign a paper confirming they understand this.

Day-to-day organisational and operational decisions are taken by a sub-committee of the Trustees which coordinates the activities of the various committees. Alongside the Trustees, of which there were 23 during the year, is an advisory board.

The Trustees during the year were:
- Keith Andrews, Jarvis Astaire OBE, Lloyd Barr, Anthony Blackburn (resigned on 20 August 2013),
- Malcolm Brenner, Raymond Curtis (appointed on 1 January 2013 and resigned on 30 November 2013),
- Laurence Davis, Trevor Green, Anthony Harris, Tony Hatch, Russell Kahn, Norman Kaphan, Jane Kerner (appointed on 1 January 2013),

Statement of Trustees’ responsibilities

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- observe methods and principles in the Charities SORP,
- make judgments and estimates that are reasonable and prudent,
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements,
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that Variety will continue in business.
Annual report and accounts 2013

The Trustees have the authority conferred by the
The Trustees are responsible for keeping proper
The control includes clearly documented accounting
The Trustees have overall responsibility for Variety’s
Act 2005 and the Charities Accounts (Scotland)
To undertake, and to assist others to
The advancement of education and the
To promote and provide for the care and
Variety is committed to being a quality organisation
Objective and activities
The Memorandum of Association, the
to local government cuts, thus further increasing the
Service delivery highlights 2013
34,711 Children enjoyed days out
70 Wheelchairs provided
47 Sunshine Coaches presented
234 Approved grants

Annual report and accounts 2013

Strategic Report
Achievement and performance
Our team in London is supported by eight regional
centres to ensure that wherever help is needed Variety
is never far away. Although we have always been a
national organisation, many families that we help
think of us as ‘their local charity’.
The services team is always on call to receive
requests. Assessments are handled professionally and
sensitively. We recognise that for some families and
carers, just asking Variety for help can seem like yet
another thing to cope with in an already stressful life.
Our team has extensive experience of a wide range
of critical illnesses and disabilities.
We are able to call on the help of medical
professionals to assist us in evaluating each individual
case, ensuring that once a request is granted, exactly
the right kind of equipment is provided to suit the
needs of that particular child and their condition.

We pride ourselves on speedy decision making and
delivery. Variety cannot make children better; what we
can do is improve the quality of their lives by giving
them independence, freedom and fun.
Our work with disadvantaged young people is
every bit as important as those with critical medical
conditions and disabilities. The impact on many
young people, and often the wider community, is far
reaching. It is not just about keeping young people
off the streets, it is about improving their confidence
and self esteem, encouraging them to interact with
others as a team. In many cases, individuals go on to
become role models for younger members of their
local community.

Fundraising
Variety raises money in a number of ways including
annual events and one-off activities. Variety
covers the whole of the United Kingdom and has
eight regions, all of which have the same aims.

The Trustees have the authority conferred by the
The Trustees are responsible for keeping proper
The control includes clearly documented accounting
The Trustees have overall responsibility for Variety’s
Act 2005 and the Charities Accounts (Scotland)
To undertake, and to assist others to
The advancement of education and the
To promote and provide for the care and
Variety is committed to being a quality organisation

Variety is committed to being a quality organisation
and maintaining high standards throughout its work.
The Trustees have the authority conferred by the
Memorandum and Articles of Association to invest
the monies of Variety not immediately required for its
pursposes in such investments as may be thought fit.
The Trustees have overall responsibility for Variety’s
financial control. Such control can provide reasonable,
but not absolute, assurance against errors or fraud.
The control includes clearly documented accounting
procedures and an understood delegation of the
authority of the Trustees to the rest of Variety.

Objectives and activities
The Memorandum of Association, the
governing document of Variety, includes the
following purposes:

• The provision for facilities for recreation and
other leisure time occupation for children in
the interests of their social welfare with the
object of improving the conditions of life for
such children.
The Trustees have had regard, where relevant, to
the guidance contained in the Charity Commission’s
general guidance on public benefit when exercising
and reviewing the charity’s aims and objectives
and in planning the future activities. In particular the
Trustees consider how planned activities and grant
making will contribute to the aims and objectives
they have set.
The Trustees consider the current policy for
making grants ensures a public benefit is delivered.
Details of the charity’s purposes which form the
basis of this policy are given above.

About our work
Last year Variety, the Children’s Charity, helped
again many children and young people throughout
the UK who were sick, disabled or disadvantaged.

The three main areas of our work cover:
• Mobility : Coaches and wheelchairs, including
sports wheelchairs.
• Caring and health: Specialist children’s hospital wards and
in-home care equipment.
• Youth and education: Youth clubs plus fun and educational days out.

Youth clubs plus fun and educational days out.
Variety relies solely on donations from companies
and private individuals. Charities in the children and
young people sector typically have a higher than
normal reliance on public sector funding. Many
smaller charities have become particularly vulnerable
to local government cuts, thus further increasing the
demand for our services.
Maintaining our role as a leading charity provider
of prompt and practical help to children and young
people who are sick, disabled and disadvantaged
continues to be the fundamental objective for Variety.

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of prompt and practical help to children and young
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continues to be the fundamental objective for Variety.

Financial review
The accounts cover the activities of Variety, the
Children’s Charity and its trading subsidiary, Variety
Events Limited, for the year ended 31 December 2013.
The results are set out on page 10.
A summary of the results of the subsidiary is set
out in note 2 to the financial statements.

Incoming resources increased by 5% to
£6,526,337 over the previous year (£6,199,759).
Of this, £1,952,340 was generated through the
trading subsidiary (2012: £1,720,100). Donations
received totalled £4,205,940 (2012: £3,344,709)
and legacy income was £509,271 (2012: £518,358).
This includes a generous legacy of £400,000.
Intangible income was £135,279 (2012: £96,155)
including Variety at Work of £758,858 being gift-in-
kind value placed on donated outings given
for children under our Variety at Work programme
and £60,726 other donated services (and £15,695
in Variety Events Limited included in turnover of
trading subsidiary).
The appointment of the outgoing Chief Barker, Laurence Davis, as Chair of Fundraising for 2014 will provide an opportunity to both maintain continuity and momentum under the leadership of Trevor Green, the new Chief Barker.

Despite growth in the economy as a whole, disposable income is still under pressure for most households. We will need to continue to work hard for donations, corporate donors demand both proof of outcomes from their investments and brand benefits for their association with good causes. The introduction of our Impact Report, as part of our regular reporting to stakeholders, will assist us to demonstrate the many differences we make to the young lives that we are able to help.

Our events team will continue to play a key role in the charity’s fundraising. The PROPS Lunch, Gastro Evening and Annual Dinner and Ball are now firm fixtures in our fundraising year. These are increasingly supplemented by successful events in the regions.

The development of unrestricted income remains a priority for the charity. Following the recruitment of a new Head of Fundraising, new initiatives are being developed to vigorously pursue this objective through mass participation activities and individual giving campaigns.

We were fortunate in 2013 to see a significant increase in donations from wills and legacies. We shall be investing further in marketing Variety to this sector, and to individual giving generally, as part of a long term plan to increase unrestricted income. It is intended that, over the next five years, the charity will develop and further increase our regional committees. This is in order to maximize fundraising opportunities and to support service delivery at the local level.

There is now in development a five year plan. One objective will be to change, over time, the reserves policy, building to a position where we have one year’s operating costs at any given point in time, rather than the current six months. This policy needs to be synchronised closely with our objective of raising and spending as much as we can on the children in any one year. To enable this change, we have already put in process the development of additional fundraising initiatives. These are designed to provide the opportunity for additional income from previously undeveloped sectors.

There is a particular focus on building a programme of activities which can be both repeated and developed year on year. Under review is the separation of fiduciary management from that of service delivery, fundraising and events. This would require the modernisation of the trustees’ relationship with the Crew. One benefit that would arise is the enabling of expansion of our areas of operation without impeding the recruitment of members of the Crew. Currently Crew members additionally carry the responsibilities of being a trustee.

The Variety Children’s Hospital at London’s King’s College Hospital has been a flagship for the charity for over two decades. It enjoys a reputation for cutting edge children’s treatments with specialities such as liver transplants and neurosurgery.

To further expand capacity, and to extend the range of services, Variety has been working closely with the hospital management and senior clinicians to plan for the development of a new wing. This would integrate with the existing children’s hospital whilst ensuring continued access to the main hospital’s world class research facilities.

For the first time, Variety Children’s Hospital would create a totally contained environment; one designed entirely for children and young people, that shields them from the sometimes disturbing scenes that a busy adult hospital must cope with.

The nature of the severe and chronic illnesses that the hospital caters for means that stays are often protracted. The new facility would not only care for the children clinically but provide for their welfare in ways that would alleviate stress and improve well-being wherever possible.

A major capital appeal to assist the fundraising would be required to carry out this vital development programme.

Principal risks and uncertainties

There are a number of risks and uncertainties that can impact the performance of the Charity, some of which are beyond the control of the Trustees.

The Risk Committee meets and assesses the major risks to which Variety is exposed, in particular those related to the finances and operations of Variety, and is satisfied that systems are in place to mitigate exposure to the major risks. The major risks are reviewed on an ongoing basis and our current major risks are as follows:

1. Insufficient level of unrestricted income.
2. Operational structure
3. Lack of liquidity to respond to new needs or requirements.
4. Factors impacting on the charity’s reputation.
5. Competition within the charity sector.
6. Failure to comply with law, regulations or to meet responsibilities.

There is a risk that the level of income could fall considerably, whether from donations or trading subsidiary activities. In such an event, the total of grants committed will have to be reduced. Since the nature of the charity’s grant-making activity involves very little by way of future commitments, the impact on individual beneficiaries is unlikely to be significant.

Variety operates an annual planning and budgeting system with an annual budget approved by the Trustees. Any significant changes to those plans are subject to specific approval.

Variety monitors closely trends and risks on an on-going basis, which are the focus of monthly management meetings where each departmental performance is assessed against budget, forecast and prior year. Revised forecasts are undertaken during the course of the year where necessary.

Employees and volunteers

Variety employs 39 people (both full-time and part-time) in its offices. The charity depends on the commitment and hard work of these staff, who are highly valued. In addition, Variety relies heavily on volunteer involvement for the organisation of its many events, particularly Variety at Work events. The Trustees are enormously indebted to these volunteers for their continued support.

Equal opportunities

Variety is committed to the principle and practice of equal opportunities and aims to be an equal opportunities employer. Variety’s employment policy aims to ensure that no job applicant or employee receives less favourable treatment on the grounds of sex, marital status, ethnic origin, disability, age (within the constraints of the retirement policy), class, colour, HIV/AIDS status, personal circumstances, sexual orientation or any other
grounds which are unjustifiable in terms of equality of opportunity for all.

Auditors

Saffery Champness have expressed their willingness to remain in office as auditors of the company.

The Trustees’ Annual Report which includes the Strategic Report on pages 4 to 6, was approved by the Trustees on 19th May 2014 and signed on its behalf by:

Laurence Davis
Trustee and Chief Barker 2013.

Independent Auditors Report to The Trustees and Members

We have audited the financial statements on pages 10 to 23. The financial reporting framework that has been applied in their preparation is applicable in law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company’s members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company’s trustees and members those matters we are required to state to them in an auditors’ 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 company and the trustees, the company and the company’s members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of trustees and auditors

As explained more fully in the Trustees’ Responsibilities Statement, the trustees’ (who are also the directors of the company for the purpose of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view.

We have been appointed auditors under section 44(1) (c) of the Charities and Trustees Investment (Scotland) Act 2005 and under the Companies Act 2006 and report to you in accordance with those Acts.

Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board’s Ethical Standards for Auditors.

Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatements, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the group’s and the parent charity’s circumstances and have been consistently applied and adequately disclosed; of the significant accounting estimates made by the directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Trustees’ Annual Report and Accounts, including the Strategic Report to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

Opinion on financial statements

In our opinion the financial statements:

• Give a true and fair view of the state of affairs of the charity and the group as at 31 December 2013 and of the group’s incoming resources and application of resources, including its income and expenditure for the year then ended;

• Have been properly prepared in accordance with the United Kingdom Generally Accepted Accounting Practice, and have been prepared in accordance with the requirements of the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005 and regulation 8 of the Charities Accounts (Scotland) Regulations 2006 (as amended).

Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Trustees’ Annual Report, including the Strategic Report, for the financial year for which the financial statements are prepared is consistent with the financial statements.

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 and the Charities accounts (Scotland) Regulations 2006 (as amended) require us to report to you if, in our opinion:
Proper and adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or...

The financial statements are not in agreement with the accounting records and returns; or...

Certain disclosures of trustees’ remuneration specified by law are not made; or...

We have not received all the information and explanations we require for our audit.

John Shuffrey - Senior Statutory Auditor
For and on behalf of:
Saffery Champness
Chartered Accountants
and Registered Auditors,
Statutory Auditors,
19th May 2014
Lion House,
Red Lion Street,
London,
WC1R 4GB

Saffery Champness is eligible to act as an auditor under the terms of section 1212 of the Companies Act 2006.

### Varieties, the Children’s Charity

#### Consolidated Statement of Financial Activities (incorporating an Income and Expenditure account)

For the year ended 31 December 2013

<table>
<thead>
<tr>
<th>Notes</th>
<th>Unrestricted funds</th>
<th>Restricted funds</th>
<th>Total 2013</th>
<th>Total 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>£</td>
<td>£</td>
<td>£</td>
<td>£</td>
</tr>
<tr>
<td><strong>Income and expenditure</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Incoming Resources from generated funds</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Voluntary income</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donations, including tax credits</td>
<td>1,135,774</td>
<td>2,070,166</td>
<td>3,205,940</td>
<td>3,344,709</td>
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<tr>
<td>Legacies and bequests</td>
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<td>8,000</td>
<td>509,271</td>
<td>158,358</td>
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<td>Intangible income</td>
<td>819,584</td>
<td>-</td>
<td>819,584</td>
<td>916,408</td>
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<tr>
<td><strong>Activities for generating funds</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Turnover of trading subsidiary</td>
<td>1,654,383</td>
<td>297,957</td>
<td>1,952,340</td>
<td>1,720,100</td>
</tr>
<tr>
<td><strong>Investment income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rental income</td>
<td>-</td>
<td>40,011</td>
<td>-</td>
<td>58,170</td>
</tr>
<tr>
<td><strong>Investment income and interest</strong></td>
<td>38,061</td>
<td>-</td>
<td>38,061</td>
<td>58,170</td>
</tr>
<tr>
<td>Investment income and interest</td>
<td>114</td>
<td>1,037</td>
<td>1,151</td>
<td>2,014</td>
</tr>
<tr>
<td><strong>Total incoming resources</strong></td>
<td>4,149,177</td>
<td>2,377,160</td>
<td>6,526,337</td>
<td>6,199,759</td>
</tr>
<tr>
<td><strong>Resources expended</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td><strong>Costs of generating funds</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cost of generating voluntary income:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fundraising and publicity</td>
<td>1,058,923</td>
<td>1,370</td>
<td>1,060,293</td>
<td>1,080,473</td>
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<tr>
<td>Cost of sales of trading subsidiary</td>
<td>1,974,889</td>
<td>163,608</td>
<td>2,138,797</td>
<td>1,175,517</td>
</tr>
<tr>
<td>Support costs of trading subsidiary</td>
<td>774,526</td>
<td>635</td>
<td>775,161</td>
<td>641,447</td>
</tr>
<tr>
<td><strong>Total costs of generating funds</strong></td>
<td>2,908,438</td>
<td>185,313</td>
<td>3,093,751</td>
<td>2,727,417</td>
</tr>
<tr>
<td><strong>Charitable activities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sunshine Coaches</td>
<td>42,085</td>
<td>1,553,524</td>
<td>1,595,609</td>
<td>2,172,423</td>
</tr>
<tr>
<td>Wheelchairs</td>
<td>46,390</td>
<td>369,550</td>
<td>415,940</td>
<td>424,185</td>
</tr>
<tr>
<td>Appeals</td>
<td>226,786</td>
<td>170,919</td>
<td>397,605</td>
<td>247,353</td>
</tr>
<tr>
<td>Variety at Work activities</td>
<td>909,857</td>
<td>15,640</td>
<td>925,497</td>
<td>997,273</td>
</tr>
<tr>
<td><strong>Total charitable activities</strong></td>
<td>1,225,118</td>
<td>2,109,533</td>
<td>3,334,651</td>
<td>3,841,223</td>
</tr>
<tr>
<td><strong>Governance costs</strong></td>
<td>69,078</td>
<td>-</td>
<td>69,078</td>
<td>88,374</td>
</tr>
<tr>
<td><strong>Total resources expended</strong></td>
<td>4,202,634</td>
<td>2,275,846</td>
<td>6,478,480</td>
<td>6,827,045</td>
</tr>
<tr>
<td><strong>Net outgoing resources before other recognised gains and losses</strong></td>
<td>-53,457</td>
<td>101,814</td>
<td>48,357</td>
<td>627,286</td>
</tr>
<tr>
<td><strong>Unrealised gains and (losses) on:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>revaluation of investment property</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>(150,000)</td>
</tr>
<tr>
<td>revaluation of operational freehold property</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>851,318</td>
</tr>
<tr>
<td><strong>Net movement in funds</strong></td>
<td>-53,457</td>
<td>101,814</td>
<td>48,357</td>
<td>74,032</td>
</tr>
<tr>
<td><strong>Fund balances brought forward at beginning of year</strong></td>
<td>2,138,609</td>
<td>846,526</td>
<td>2,985,135</td>
<td>2,911,103</td>
</tr>
<tr>
<td><strong>Fund balances carried forward at end of year</strong></td>
<td>2,085,152</td>
<td>948,340</td>
<td>3,033,492</td>
<td>2,985,135</td>
</tr>
</tbody>
</table>

All amounts relate to continuing activities. All recognised gains and losses are included in the consolidated statement of financial activities. The notes on pages 14 to 23 form part of these financial statements.
### Consolidated Balance Sheet

**At 31 December 2013**

<table>
<thead>
<tr>
<th>Notes</th>
<th>2013 £</th>
<th>2012 £</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fixed assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9 Tangible assets</td>
<td>2,456,955</td>
<td>2,506,321</td>
</tr>
<tr>
<td><strong>Current assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12 Debtors</td>
<td>356,656</td>
<td>329,847</td>
</tr>
<tr>
<td>11 Investment property</td>
<td>-</td>
<td>450,000</td>
</tr>
<tr>
<td>2,305,428</td>
<td>1,897,889</td>
<td></td>
</tr>
<tr>
<td><strong>Creditors: amounts falling due within one year</strong></td>
<td>530,707</td>
<td>681,104</td>
</tr>
<tr>
<td><strong>Net current assets</strong></td>
<td>1,778,721</td>
<td>1,006,885</td>
</tr>
<tr>
<td><strong>Total assets less current liabilities</strong></td>
<td>2,457,055</td>
<td>2,506,421</td>
</tr>
<tr>
<td><strong>Fixed assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9 Tangible assets</td>
<td>2,456,955</td>
<td>2,506,321</td>
</tr>
<tr>
<td>10 Investments</td>
<td>-</td>
<td>100</td>
</tr>
<tr>
<td><strong>Current assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12 Debtors</td>
<td>1,187,287</td>
<td>1,026,707</td>
</tr>
<tr>
<td>11 Investment property</td>
<td>944,479</td>
<td>450,000</td>
</tr>
<tr>
<td>2,111,766</td>
<td>1,476,707</td>
<td></td>
</tr>
<tr>
<td><strong>Creditors: amounts falling due after more than one year</strong></td>
<td>333,145</td>
<td>528,071</td>
</tr>
<tr>
<td><strong>Net current assets</strong></td>
<td>1,778,621</td>
<td>1,006,785</td>
</tr>
<tr>
<td><strong>Total assets less current liabilities</strong></td>
<td>4,235,492</td>
<td>3,513,206</td>
</tr>
<tr>
<td><strong>Creditors: amounts falling due after more than one year</strong></td>
<td>1,202,184</td>
<td>529,071</td>
</tr>
<tr>
<td><strong>Funds</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>16 Unrestricted funds</td>
<td>2,085,152</td>
<td>2,138,609</td>
</tr>
<tr>
<td>17 Restricted funds</td>
<td>948,340</td>
<td>846,526</td>
</tr>
<tr>
<td><strong>Funds</strong></td>
<td>3,033,492</td>
<td>2,985,135</td>
</tr>
</tbody>
</table>

These financial statements were approved by the Board of Trustees on 19 May 2014.

Trustees

Stanley A Salter

Laurence Davis

The notes on pages 14 to 23 form part of these financial statements.
Variety, the Children’s Charity
Consolidated Cash Flow Statement
For the year ended 31 December 2013

Notes

23. Net cash outflow from operating activities (76,265) (330,841)

Returns on investments and servicing of finance
Interest received 1,151 2,014

Capital expenditure and financial investment
Purchase of tangible fixed assets (4,369) (2,233)

Management of liquid resources
Sale of current asset investments 450,000 -

Financing
Increase/ (Decrease) in debt 674,113 (153,121)

24. Increase/ (Decrease) in cash and cash equivalents 1,044,630 (484,181)

The notes on pages 14 to 23 form part of these financial statements.
Annual report and accounts 2013

Variety, the Children’s Charity
Notes forming part of the financial statements
For the year ended 31 December 2013

2 Net income from trading activities of subsidiary

The principal activity of the subsidiary, Variety Events Limited, is the organisation and promotion of fund-raising activities and the sale of Gold Hearts on behalf of Variety. A summary of the results is set out below.

Audited accounts are filed with the Registrar of Companies.

Profit and loss account

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Turnover</td>
<td>£1,952,340</td>
<td>£1,720,100</td>
</tr>
<tr>
<td>Cost of sales</td>
<td>£1,238,797</td>
<td>£1,175,517</td>
</tr>
<tr>
<td>Gross profit</td>
<td>£713,543</td>
<td>£544,583</td>
</tr>
<tr>
<td>Fundraising and publicity</td>
<td>£365,956</td>
<td>£334,475</td>
</tr>
<tr>
<td>Management and administration</td>
<td>£14,700</td>
<td>£14,400</td>
</tr>
<tr>
<td>Net profit</td>
<td>£332,887</td>
<td>£195,708</td>
</tr>
<tr>
<td>Gift aid donation to Charity</td>
<td>£332,887</td>
<td>£195,708</td>
</tr>
<tr>
<td>Retained profit</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

The aggregate of the assets, liabilities and funds was:

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assets</td>
<td>£1,246,017</td>
<td>£960,416</td>
</tr>
<tr>
<td>Liabilities</td>
<td>(£1,245,917)</td>
<td>(£960,316)</td>
</tr>
<tr>
<td>Funds (representing 100 ordinary shares of £1 each)</td>
<td>£100</td>
<td>£100</td>
</tr>
</tbody>
</table>

3 Investment income

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest</td>
<td>£1,151</td>
<td>£2,014</td>
</tr>
<tr>
<td></td>
<td>£1,151</td>
<td>£2,014</td>
</tr>
</tbody>
</table>

4 Employees

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wages and salaries</td>
<td>£1,141,856</td>
<td>£1,181,992</td>
</tr>
<tr>
<td>Social security costs</td>
<td>£108,121</td>
<td>£119,749</td>
</tr>
<tr>
<td>Other pension costs</td>
<td>£31,170</td>
<td>£34,652</td>
</tr>
<tr>
<td></td>
<td>£1,281,147</td>
<td>£1,336,393</td>
</tr>
</tbody>
</table>

The average number of employees during the year was as follows:

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fundraising</td>
<td>13</td>
<td>14</td>
</tr>
<tr>
<td>Events</td>
<td>8</td>
<td>7</td>
</tr>
<tr>
<td>Sunshine Coaches</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Wheelchairs</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Appeals</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Variety at Work activities</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Support</td>
<td>7</td>
<td>6</td>
</tr>
<tr>
<td>Governance</td>
<td></td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>23</td>
<td>22</td>
</tr>
</tbody>
</table>

The number of employees whose total remuneration exceeded £60,000 was as follows:

<table>
<thead>
<tr>
<th>Number</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1</td>
<td>2</td>
</tr>
</tbody>
</table>

Number £70,000 to £79,999

5 Trustees

None of the members of the Board of Trustees received either remuneration or reimbursed expenditure during this financial year or the last financial year.

Variety purchased insurance costing £3,036 (2012: £3,036) to protect it from loss arising from neglect or default of the Trustees and to indemnify the Trustees against the consequences of neglect or default on their part.
#### 7 Net outgoing resources is arrived at after charging:

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Depreciation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- office equipment</td>
<td>6,116</td>
<td>8,990</td>
</tr>
<tr>
<td>- freehold building</td>
<td>47,619</td>
<td>32,320</td>
</tr>
<tr>
<td>Auditors’ remuneration - audit</td>
<td>25,400</td>
<td>28,800</td>
</tr>
</tbody>
</table>

#### 8 Parent charity

The parent charity has taken advantage of the legal dispensation not to present its own income and expenditure account as permitted under Section 408(3) of the Companies Act 2006.

The trading subsidiary does not retain any profits for the year. Hence the consolidated movement in funds is the same as for the parent company.

#### 9 Tangible assets

<table>
<thead>
<tr>
<th></th>
<th>Group and company</th>
<th>£</th>
<th>£</th>
<th>£</th>
</tr>
</thead>
<tbody>
<tr>
<td>Freehold land and buildings</td>
<td>3,005,931</td>
<td>1,371,465</td>
<td>3,143,396</td>
<td></td>
</tr>
<tr>
<td>Office equipment</td>
<td></td>
<td>4,369</td>
<td>4,369</td>
<td>4,369</td>
</tr>
<tr>
<td>Total</td>
<td>3,005,931</td>
<td>1,375,834</td>
<td>3,147,765</td>
<td></td>
</tr>
</tbody>
</table>

#### 10 Fixed asset investments

<table>
<thead>
<tr>
<th></th>
<th>Group and company</th>
<th>£</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost at beginning of year</td>
<td>100</td>
<td></td>
</tr>
</tbody>
</table>

Variety owns all the issued shares (100 Ordinary shares of £1 each) in Variety Events Limited, a company which is registered and operates in England and whose main activity is the organisation and promotion of fund-raising activities and the sale of Gold Hearts on behalf of Variety. These are included in the financial statements at cost.

#### 11 Current asset investments

<table>
<thead>
<tr>
<th></th>
<th>Group and company</th>
<th>£</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential Property</td>
<td>450,000</td>
<td>450,000</td>
</tr>
</tbody>
</table>

#### 12 Debtors

<table>
<thead>
<tr>
<th></th>
<th>Group</th>
<th>Company</th>
<th>£</th>
<th>£</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trade debtors</td>
<td>254,013</td>
<td>48,903</td>
<td>197,475</td>
<td>79,185</td>
</tr>
<tr>
<td>Amounts due from subsidiary undertaking</td>
<td>1,048,395</td>
<td>839,556</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other debtors</td>
<td>24,814</td>
<td>10,020</td>
<td>21,246</td>
<td>14,324</td>
</tr>
<tr>
<td>Prepayments and accrued income</td>
<td>77,824</td>
<td>64,009</td>
<td>111,126</td>
<td>93,642</td>
</tr>
</tbody>
</table>

All debtors are due within one year.

#### 13 Creditors: amounts falling due within one year

<table>
<thead>
<tr>
<th></th>
<th>Group</th>
<th>Company</th>
<th>£</th>
<th>£</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mortgage (secured - see note 14)</td>
<td>31,215</td>
<td>31,215</td>
<td>77,114</td>
<td>77,114</td>
</tr>
<tr>
<td>Bank loan (see note 14)</td>
<td></td>
<td></td>
<td>74,837</td>
<td>74,837</td>
</tr>
<tr>
<td>Trade creditors</td>
<td>175,896</td>
<td>68,916</td>
<td>328,414</td>
<td>254,309</td>
</tr>
<tr>
<td>Other creditors</td>
<td>23,653</td>
<td>12,185</td>
<td>15,703</td>
<td>12,275</td>
</tr>
<tr>
<td>Accruals and deferred income</td>
<td>139,985</td>
<td>60,271</td>
<td>100,971</td>
<td>55,643</td>
</tr>
<tr>
<td>Creditors for grants and donations</td>
<td>159,958</td>
<td>219,958</td>
<td>85,465</td>
<td>85,465</td>
</tr>
<tr>
<td>Total</td>
<td>530,707</td>
<td>335,145</td>
<td>681,104</td>
<td>560,243</td>
</tr>
</tbody>
</table>

The movement in creditors for grants and donations is as below:

<table>
<thead>
<tr>
<th></th>
<th>Charge for Payments</th>
<th>Group</th>
<th>Company</th>
<th>£</th>
<th>£</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wheelchairs</td>
<td>72,497</td>
<td>262,003</td>
<td>(258,572)</td>
<td>75,828</td>
<td></td>
</tr>
<tr>
<td>General appeals</td>
<td>12,186</td>
<td>250,048</td>
<td>(137,862)</td>
<td>94,130</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>85,663</td>
<td>497,051</td>
<td>(394,634)</td>
<td>170,058</td>
<td></td>
</tr>
</tbody>
</table>

#### 14 Creditors: amounts falling due after one year

<table>
<thead>
<tr>
<th></th>
<th>Group and company</th>
<th>£</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mortgage (secured)</td>
<td>1,202,184</td>
<td>487,292</td>
</tr>
<tr>
<td>Bank loan</td>
<td>46,242</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>1,248,426</td>
<td>487,292</td>
</tr>
</tbody>
</table>

The mortgage is secured on Variety’s freehold land and building and is repayable over the remaining period of 14 years at an interest rate of 5.51% per annum as follows:

<table>
<thead>
<tr>
<th></th>
<th>Group and company</th>
<th>£</th>
</tr>
</thead>
<tbody>
<tr>
<td>In more than one year but not more than two years</td>
<td>32,971</td>
<td>82,218</td>
</tr>
<tr>
<td>In more than two years but not more than five years</td>
<td>221,143</td>
<td>280,765</td>
</tr>
<tr>
<td>In more than five years</td>
<td>1,058,750</td>
<td>124,246</td>
</tr>
<tr>
<td>Total</td>
<td>1,202,184</td>
<td>487,292</td>
</tr>
</tbody>
</table>

The proportion of the loan to the value of the assets charged is:

<table>
<thead>
<tr>
<th></th>
<th>£</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>50%</td>
<td>23%</td>
</tr>
</tbody>
</table>
Variety, the Children’s Charity
Notes forming part of the financial statements
For the year ended 31 December 2013

14 Creditors: amounts falling due after one year (continued)

Bank loan
The bank loan was repaid on 28 March 2013.

In more than one year but not more than two years

Bank loan
£
£
40,242
40,242

15 Analysis of group net assets between funds

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted funds</th>
<th>Restricted funds</th>
<th>Total funds</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed assets</td>
<td>2,456,955</td>
<td>-</td>
<td>2,456,955</td>
</tr>
<tr>
<td>Current assets</td>
<td>1,219,260</td>
<td>1,024,168</td>
<td>2,243,428</td>
</tr>
<tr>
<td>Current liabilities</td>
<td>(454,679)</td>
<td>(75,828)</td>
<td>(530,507)</td>
</tr>
<tr>
<td>Long-term liabilities</td>
<td>(1,202,184)</td>
<td>(1,202,184)</td>
<td>(2,404,368)</td>
</tr>
<tr>
<td>Total net assets</td>
<td>2,686,712</td>
<td>948,340</td>
<td>3,635,052</td>
</tr>
</tbody>
</table>

The Trustees confirm that sufficient resources in the form of liquid assets, including cash balances, are held so as to enable the funds to be applied in accordance with their restrictions, as applicable.

16 Unrestricted funds

<table>
<thead>
<tr>
<th>Group and company</th>
<th>£</th>
</tr>
</thead>
<tbody>
<tr>
<td>At 1 January 2013</td>
<td>2,138,609</td>
</tr>
<tr>
<td>Net outgoing resources for the year before transfers</td>
<td>(53,457)</td>
</tr>
<tr>
<td>At 31 December 2013</td>
<td>2,085,152</td>
</tr>
</tbody>
</table>

17 Restricted funds

<table>
<thead>
<tr>
<th>Group and company</th>
<th>Opening Balance</th>
<th>Income</th>
<th>Expenditure/ transfers</th>
<th>Closing Balance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sunshine Coaches</td>
<td>151,444</td>
<td>1,184,105</td>
<td>(1,033,001)</td>
<td>302,548</td>
</tr>
<tr>
<td>Wheelchair Programme</td>
<td>146,534</td>
<td>291,843</td>
<td>(1,547,543)</td>
<td>33,058</td>
</tr>
<tr>
<td>Variety Club Golfing Society</td>
<td>346,369</td>
<td>545,943</td>
<td>(597,801)</td>
<td>294,511</td>
</tr>
<tr>
<td>Special Purpose Funds</td>
<td>156,684</td>
<td>156,045</td>
<td>(186,460)</td>
<td>126,269</td>
</tr>
<tr>
<td>Regions</td>
<td>44,495</td>
<td>184,893</td>
<td>(104,642)</td>
<td>124,546</td>
</tr>
<tr>
<td>Kings College Hospital</td>
<td>846,526</td>
<td>2,371,150</td>
<td>(2,276,346)</td>
<td>948,340</td>
</tr>
</tbody>
</table>

Variety Sunshine Coach programme Fund
The fund comprises monies raised to provide Sunshine Coaches which are presented to schools, hospitals, children’s homes and other such organisations throughout the UK.

Variety Wheelchair Programme Fund
The Wheelchair Programme Committee raises funds to deal with the heavy demand for indoor/outdoor electric wheelchairs and sports/lightweight wheelchairs since 1991 which are not currently provided by the OSS.

Variety Club Golfing Society
The Variety Club Golfing Society assists Variety by organising golfing events, the funds of which are used to purchase Sunshine Coaches.

Special Purpose funds
Other restricted funds are raised to help sick, disabled and disadvantaged children and young people.

18 Taxation status
Variety is a registered charity and is exempt from corporation tax on its charitable income, provided this is spent on charitable purposes.

The subsidiary undertaking’s profits are donated to Variety under gift aid. Accordingly there is no provision for taxation on its profit for the year.

19 Share capital
As Variety is limited by guarantee, there is no share capital. At 31 December 2013, there were twenty three members (2012 - 26), each of whom has undertaken to contribute to the assets in the event of Variety being wound up, such amount as may be required, not exceeding £1.

20 Grants and donations

<table>
<thead>
<tr>
<th>Individuals</th>
<th>Institutions</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>£ No</td>
<td>£ No</td>
<td>£ No</td>
</tr>
<tr>
<td>Appeals</td>
<td>209,079</td>
<td>151</td>
</tr>
<tr>
<td>Sunshine Coaches</td>
<td>1,444,393</td>
<td>47</td>
</tr>
<tr>
<td>Wheelchairs</td>
<td>271,991</td>
<td>67</td>
</tr>
<tr>
<td>Regions</td>
<td>481,070</td>
<td>218</td>
</tr>
</tbody>
</table>

Analysis of grants £5,000 and over made to institutions: £

North Ridge Specialist Support, Manchester 37,500
Pioneer School, Basildon 37,385
Shawster Hill School, London 37,370
Exeter House School, Salisbury 37,370
Pennygate Primary School, Shoreham by Sea 37,370
Class estate Hill School, Northumberland 36,895
Ringsland School, Wakefield 36,895
Sherbrooke Primary School, Cannock 36,795
Three Ways School, Bath 36,790
The Village School, London 36,780
Avenue School, Reading 36,780
Streatham Youth Trust, London 36,780
Lakeside School, Welwyn Garden City 36,705
John Chilton School, Northolt 36,695
Victoria Education Centre, Poole 36,695
Oakley School, Tonbridge 36,695
Sandfield Park School, Liverpool 34,368
Millwood Primary School, Liverpool 34,285
Telaro Trust, Hampshire 33,639
Meadow High School, Hillington 33,288
Meadow Wood School, Buchay 33,087
Hazelwood School, Glasgow 32,968
Applefields School, York 32,938
Mary Elliot School, Walsall 32,238
Commonwealth School, Swindon 32,223
Highfield School, Ely 32,148
Young Epilepsy, Lingfield 32,138

Balance carried forward 954,873
20 Grants and donations (continued)  £

Balance brought forward 954,873
The Village School, London 32,138
Westlands School, Stockton-on-Tees 27,599
Landgate School, Wigan 27,529
Bishop of Rochester Academy, Chatham 27,399
Woodlands Primary School, Leeds 26,924
Wyre Forest School, Kidderminster 26,844
Queensbury School, Birmingham 26,844
Lincroft School, Bedford 26,734
Elm Court School, London 26,724
Philip Southwood School, Addlestone 26,724
Drumbeat School & ASD Service 26,724
Kingswood School, Bromley 25,456
ORSCAS, Nottingham 25,426
Cherry Oak School, Birmingham 25,336
Jewish Community Secondary School, Barnet 25,336
King's College Hospital, London 25,000
Hednesford Valley High School, Cannock 24,901
Woodlands Meed, Burgess Hill 24,801
Martin House Children Hospice, Wetherby 20,000
Friends of Phoenix Special School, Kent 12,221
Stubbers Adventure Centre, Essex 7,500
Oak Bank School, Bedfordshire 5,793
Frederick Holmes School, Hull 5,000
Donations under £5,000 83,374

1,593,924

21 Commitments

As at 31 December 2013, Variety was committed to supplying Sunshine Coaches totalling £759,000 (2012: £691,000) conditional upon raising specific funds to finance the cost of the coaches. Provision is only made in the financial statements when the specific funds have been raised.

22 Pensions

Variety operates a money purchase group personal pension plan. There are a number of individual pension plans to which Variety contributes.
28 Transactions with trustees and connected persons (continued)

Rod Natkiel Associates Limited £43,523 (2012: £50,623) for production services, a firm of which Mr Rod Natkiel is a director, and he and his family own all the issued share capital of that company.

In addition, during the year, as permitted and subject to strict protocols, the Group paid to:

The Neil Drover Agency £20,980 (2012: £20,693) for rent and other services. Mr Neil Drover, who is a past regional chairman and committee member, is a proprietor of that business.

At the year end Variety Club of Great Britain (Tent 36) owed Variety, the Children’s Charity £628 (2012: £980).