



Variety - the Children's Charity

DONOR REPORT

FISCAL YEAR 2019

Together We're Making a Difference in the Lives of Families Across BC



The Durance Family



The Uppal Family



The Watts Family



The Van Laar Family



The Hall Family

VARIETY - HELPING KIDS BE KIDS

A MESSAGE OF THANKS FROM OUR CEO



As we bring to a close not just another year but another decade, I think of all the children and families whose lives have been transformed by Variety and all of our generous donors across the province.

We've enjoyed a momentous 2019 at Variety. From an outstanding *Variety Show of Hearts Telethon, One Night in the Valley Gala* and *Variety Week* to launching our first-ever *Variety Mobility Day*, it's inspiring to see how we are directly impacting so many children with special needs and their families.

We also saw both our *Boat for Hope* Committee and our *Variety at Work* Committee continue to provide truly memorable and inclusive experiences for our Variety kids. Seeing the pure joy on our kids' faces after their lives have been enhanced is truly rewarding for myself and for everyone involved.

I'm also pleased to share that we increased our revenue by \$400,000. Needless to say, this could not have happened without the support of the Variety community including our members, volunteers, corporate partners, media partners and of course, our loyal donors.

And to all of our new Variety friends that we've made this year ... welcome aboard. We're excited to have you join us as we enter a new decade where with your passion and support, we'll all be able to help even more of BC's kids with special needs!

Thank you,

A handwritten signature in black ink that reads "Cally Weston".

CEO - Variety BC



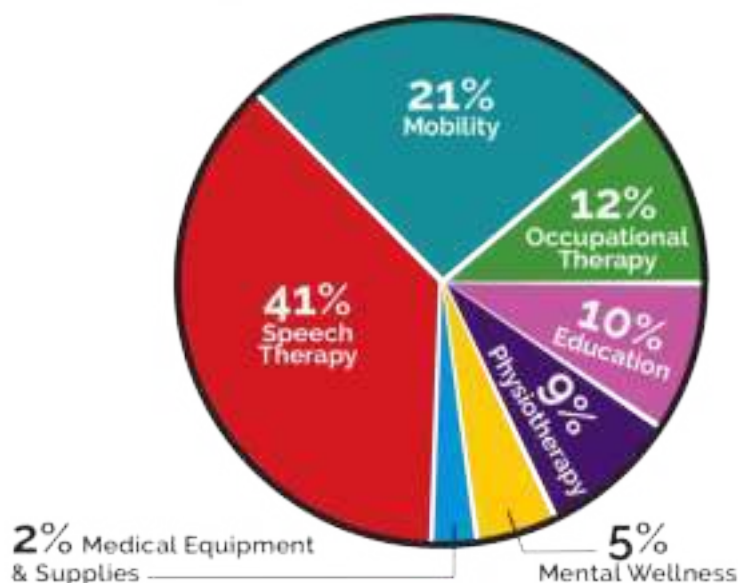
4,348 CHILDREN HELPED*

\$5.2 M RAISED

70 COMMUNITIES & CITIES REACHED

*4,348 reflects the number of children supported through individual & organizational grants and inclusive events.

THE 5 PILLARS OF SUPPORT



In 2019, almost \$3 million was disbursed to help children with special needs throughout the province.

♥ **Medical Equipment & Supplies** – providing kids with life-changing, life enhancing & lifesaving equipment & services

- Continuous Glucose Monitors, hearing aids, feeding supplies for newborns & medical equipment for home support

♥ **Mobility** – helping more children move with freedom

- Manual & power wheelchairs, adaptive trikes, standing walkers, custom orthotics, Sunshine Coaches & Sunshine Family Vans

♥ **Mental Wellness** – helping more children achieve mental wellness

- Counselling & therapies related to mental health

♥ **Specialized Therapy** – helping kids reach out, communicate & connect with others

- Speech & language therapy, occupational therapy & physical therapy

♥ **Education** – allowing kids to learn in ways that work for them

- Bursaries, tutoring & education support



BECAUSE OF YOUR GENEROSITY

Thanks to your generous support, we were able to help 4,348 kids!



141 KIDS CAN NOW MOVE WITH FREEDOM & INDEPENDENCE

**Speech & language therapy hours are approximately calculated by dividing the total disbursement by the average cost of 1-hour therapy sessions of \$120. Tutoring hours are approximately calculated by dividing the total disbursement for tutoring services by the average cost of 1-hour tutoring sessions of \$50. Mobility equipment includes adaptive bikes & strollers, custom orthotics, van conversions, walkers and wheelchairs.*

VARIETY CARES PROGRAM

The Variety Cares Program provides short-term support to families from all across the province who are away from their home community seeking urgent or unexpected medical attention for their child. This program disbursed \$158,500 to a total of eleven hospital foundations across the province.

- BC Children's Hospital Foundation
- BC Women's Hospital & Health Centre Foundation
- Fraser Valley Health Care Foundation
- Kelowna General Hospital Foundation
- Lions Gate Hospital Foundation
- Nanaimo & District Hospital Foundation
- Royal Columbian Hospital Foundation
- Royal Inland Hospital Foundation
- Spirit of the North Healthcare Foundation
- Surrey Memorial Hospital Foundation
- Victoria Hospitals Foundation

In 2019, close to \$160,000 was allocated to hospitals province-wide to help families seeking urgent out-of-town medical care for their child.

THANK YOU ❤️



MOBILITY PROGRAM HIGHLIGHTS

3 SUNSHINE FAMILY VANS GRANTED

The Sunshine Family Van program helps families who need safe adaptive transportation for children facing mobility challenges. These vehicles allow families to travel together in safety and comfort to school as well as to doctor's appointments and outings.

1 Hailey Nisyok - New Aiyansh

"The Sunshine Family Van that was given to us has helped our family get us safely wherever we want to go. It helps us be a part of the community again and not have to worry about our old van breaking down. I would have not been able to afford the constant repairs to my old van nor would have been able to purchase a new van. This peace of mind allows me to be able to concentrate on taking care of Hailey and getting her to appointments without worry of our transportation. Thank you so much Variety."

- Renée Morven

2 Kumil Yousofi - Coquitlam



"The van's been a lifesaver with the built-in ramp. My son Kumil loves the extra space and as a family, we are very grateful."

- Tahmina Yousofi

3 Remington Swanson - Penticton

"The Sunshine Family Van has made a huge difference in our family's life. We are now able to get out and do activities together as a family and go on road trips. It is so much easier for myself and my son to just roll his wheelchair into the van instead of having to transfer him into a car seat and lift the wheelchair into the back of a vehicle. Saves my back that's for sure!"

- Ashley Aitchison

4 SUNSHINE COACHES GRANTED

For close to 50 years, Variety has been working with various organizations to provide safe and reliable transportation for kids travelling to life-enriching education and experiences. With the support of our donors, Variety has put over 600 Sunshine Coaches on the road in every corner of the province.

1 Take a Hike Foundation

During our 53rd Annual Variety Show of Hearts Telethon, the Take a Hike Foundation was thrilled to receive a Sunshine Coach. The foundation offers a full-time alternate high school program that incorporates outdoor adventures to engage vulnerable youth in school, community and mental health supports.

"Your support over the past year helped 90 vulnerable youth to re-engage in school and transform their lives. Thanks to Variety and their generous donors, we were able to provide opportunities for students to develop resilience, overcome the barriers that have held them back and achieve their goals."

- Gordon Matchett
CEO, Take a Hike Foundation



2 The Cridge Centre for the Family



3 Terrace and District Community Services Society



4 Nanaimo Unique Kids Organization



VARIETY EVENTS HIGHLIGHTS



Variety Week

Variety & Global BC teamed up to present the 3rd Annual *Variety Week* from October 22 to 26, 2018. Global News viewers got to see first-hand the impact that Variety has on families across the province.

The week culminated with the VARIETY WEEK WRAP PARTY at Robson Square which featured a 60-foot tall Ferris Wheel. By the end of the week, a total of \$765,594 was raised.

Buy-Low Foods Vintage Market

The 37th Annual *Buy-Low Foods Vintage Market* was held on November 4, 2018 at the Westin Bayshore Resort & Marina where shoppers went back in time to stock up on grocery items at retro prices. After filling their carts, they enjoyed a scrumptious Breakfast Buffet while taking part in live & silent auctions. The unique event raised over \$128,000.



Variety Show of Hearts Telethon

The 53rd Annual *Variety Show of Hearts Telethon* returned to Global BC on February 10, 2019.

Viewers were treated to an array of heart-warming stories along with "Magic Moments" and the surprise unveiling of the 603rd Sunshine Coach to Take a Hike Foundation. The show wrapped up its eight-hour telecast having raised \$5,512,778.



One Night in the Valley

Variety took their 'One Night In' Gala to the Fraser Valley's Cloverdale Agriplex on April 27, 2019.

Presented by the Joseph Richard Group, the event featured Preston GM's 2019 trucks line-up and a barbecue feast prepared by Blank Canvas Catering plus Special Guest, platinum-selling & multi-CCMA Award-winning country recording artist, Dallas Smith. The country-themed Gala raised over \$155,000.

Variety Mobility Day

Variety launched its first-ever *Variety Mobility Day* on June 5, 2019 – a day to celebrate and promote accessibility and inclusiveness while raising money to provide equipment for children with mobility challenges.

The festivities included a public Block Party which featured Marco Pasqua, Honourary Chair presenting a Sunshine Family Van donated by the W J Weaver Foundation. The inaugural event raised over \$50,000.



Boat for Hope

The always popular *Boat for Hope* once again brought together the local boating and business communities on June 8, 2019 to create an unforgettable day for hundreds of kids who have been helped by Variety. After embarking on a pirate adventure through False Creek, families attended the Treasure

Island Carnival at Hastings Mill Park for more fun & excitement. The action-packed seafaring event raised over \$140,000.

EVENTS FOR VARIETY HIGHLIGHTS

It was an exciting year with many third-party events presented by our generous corporate and private partners. Their hard work & dedication in organizing these creative fundraising projects is very much appreciated. A

heartfelt thank you goes out to each one for their incredible support of BC's kids with special needs!



VICKIE
AYERS
HAUNTED
HOUSE

VICKIE AYERS HAUNTED HOUSE

October 20 - 31, 2018

Total Raised: \$8,200+



CORRY'S
COOKIES

CIRCLE CRAFT COAT CHECK

November 7 - 11, 2018

Total Raised: \$6,600+

CORRY'S COOKIES

Nov 1, 2018 - Feb 8, 2019

Total Raised: \$5,100+



BC
BOWLS
FOR
KIDS

WHITE SPOT CHRISTMAS DAY LUNCHEON

White Spot Kingsway
December 25, 2018

Staff donated their
time & tips on
Christmas Day
raising \$9,000+

BC BOWLS FOR KIDS

January 1 - 31, 2019

Total Raised: \$50,425



I HEART
TULIPS

I HEART TULIPS

Presented by Onos
Greenhouses Ltd.

January 26, 2019

Total Raised: \$8,500+

DARTS FOR KIDS

January 27, 2019

Total Raised: \$4,600+

PORT ALBERNI SCAVENGER HUNT AT WESTWIND PUB

February 9, 2019

Total Raised: \$24,000+



COMMUNITY
CLEAN-UP

RUNVAN® 'FIRST HALF' HALF MARATHON

February 10, 2019

Total Raised: \$10,200+

BC HOME & GARDEN SHOW COAT CHECK

February 20 - 24, 2019

Total Raised: \$3,800+



HOME &
GARDEN
COAT CHECK

COMMUNITY CLEAN-UP FOR KIDS – PRINCE GEORGE

May 4 & 5, 2019

Total Raised: \$24,700+

THE SOCIAL CONCIERGE'S DEIGHTON CUP

July 20, 2019

Total Raised: \$8,740+



DEIGHTON
CUP
50/50

THE WASTE TO WONDER

Presented by Metropolis
at Metrotown

August 8 - September 8, 2019

Total Raised: \$5,000+



THE
WASTE
TO
WONDER

LOWES CANADA HEROES – RONA

September 1 - 30, 2019

Total Raised: \$9,000+

CELEBRATING OUR CORPORATE PARTNERS

2019 was an amazing year for our Corporate Partners province-wide:

Buy-Low Foods

Buy-Low Foods have continued their long standing partnership with Variety to provide vital support to children across the province. Their inspirational generosity extends from their staff, customers, suppliers and other key stakeholders. Their fundraising initiatives range from selling Variety Gold Heart Pins – an in-store point of sale campaign – to their signature *Buy-Low Foods Vintage Market* and ever-popular *Buy-Low Foods Annual Golf Classic* which this year raised an astounding \$105,000!



Pharmasave



Pharmasave's staff, customers, suppliers and other key stakeholders across the province once again came together this year to continue their long history of support for Variety. The community-focussed company launched its brand new "Super Hearts Scan & Donate" campaign. All

Pharmasave stores embraced the Superhero theme throughout the entire month of June and thanks to the generosity of their loyal shoppers, the campaign raised a staggering \$40,000!

Ledcor Cares

This year saw Variety's inaugural inclusion as part of Ledcor's employee giving campaign "Ledcor Cares". This annual campaign ran during the month of October with a range of fundraising activities which provided the opportunity for staff to give back to their community with all funds raised being generously matched by Ledcor. This year's campaign raised a remarkable \$11,964 for BC's kids with special needs!

CELEBRATING OUR VOLUNTEERS

Our volunteers are the foundation of Variety - the Children's Charity. Each and every volunteer plays an essential role in helping help kids with special needs.

Volunteer involvement speaks to the passion and spirit of this organization and increases Variety's capacity to help children by lowering administrative costs.

Variety has over 3,000 registered volunteers with 200 of those volunteers actively involved helping at various events through the year, participating on committees and even working at the Variety office.

They are young and old and everything in between. Many volunteers are exceedingly dedicated with some having been active



with us for over 40 years. In 2019, our volunteers logged in more than 10,000 hours which is absolutely amazing.

Without the phenomenal commitment of Variety's team of volunteers, the work we do to help BC's kids with special needs would not be possible!



DARIUS' STORY



Meeting Darius, you will be impressed by what a happy and giving child he is. His Mom, Debbie says he's always been this way. Even as a baby when she'd go grocery shopping or to the mall with Darius, he'd be hanging out of the kiddie seat in the shopping cart or out of his stroller smiling and waving.

Darius – who resides in Surrey with his parents – has always been cute and active, eager to make contact with others, communicate and share his joie de vivre while radiating love, compassion and good feelings. He's especially fond of animals and his empathy for others is strong. "He seems to have a way of sensing who's having a bad day and he reaches out to cheer them up," says Debbie. "And it always works."

Darius was born with Down Syndrome and has severe expressive speech delay. He has been in daycare since Debbie returned to work after maternity leave.

For the first two or three years, things went very well for Darius at daycare. He related well to the other children his age,

enjoyed their company, played quietly with them and always had an abundance of love and hugs for his playmates. He was an outgoing and content child but as he grew older, the other children started speaking and communicating with each other on a different level. Darius wasn't keeping up and he began to feel left out.

Because of his severe expressive speech



delay. Darius wasn't able to communicate with his playmates but he desperately wanted to. Unable to communicate effectively, Darius became frustrated and had a complete emotional breakdown. He began acting out at home and at daycare where he was pushing, shoving, throwing things and having tantrums.

Darius needed help in the form of speech & language therapy to improve his communication skills and his ability to express himself but this sort of therapy is not covered by Provincial Health Care. His Mom & Dad didn't have the resources necessary to fund this alone – even with both of them working – because this kind of therapy while very effective is extremely expensive.

In 2017 when Darius was 5-years-old, Variety stepped in and since then, Variety has been providing Darius with the speech & language therapy he needs. Now 7-years-old, Darius continues to attend daycare and is enrolled in regular primary school. He is able to communicate using sign language, touch text and he speaks some words as well. Now Darius can write his name, tell others how he is feeling and he knows his numbers.

"The speech and language therapy that Darius has received through Variety has enabled him to effectively communicate his wants and needs," says Debbie. "He is once again a happy, loving, gregarious, trusting and confident child." Darius' newfound communication skills have also greatly improved his ability to interact with others at home, school, daycare and in daily life in general. As he grows and matures, Darius' will continue to make significant

progress provided he keeps up with his speech & language therapy.

It is only thanks to our generous donors that Variety was and is able to contribute to Darius' happiness and welfare allowing him to be that cheerful & loving little boy he was born to be.



"The assistance provided by Variety has not only had a positive impact on Darius, it has carried forward that positive impact to our entire family. Now that Darius is better able to communicate, I have been able to move forward in my career. To advance at work I had to be able to travel – just a few nights each month – which simply was not possible before. Now that Darius is able to communicate his needs, I am able to leave him overnight with a very good friend while I travel on business. I can't possibly express my gratitude to Variety and the people who support this wonderful Children's Charity. All I can say is Thank You for all your support!"

- Debbie, Darius' Mom

Variety Donors Help Kids All Across BC



SHARON VINCENT PRINCE GEORGE

"I support Variety because there are so many children born with so many different special needs. My granddaughter, now 22-years-old, was born with special needs and life with her has given me just a glimpse of the needs of many children and their families. Variety, for years now, has done much to provide services and support to meet these needs. I will continue to support Variety - the Children's Charity."

JUDITH T. KELOWNA

"In the many years that I've been fortunate enough to watch the *Show of Hearts Telethon* and donate to Variety, I've received incredible satisfaction to watch the children advance over the years. If not for Variety, these children wouldn't receive the necessary support they so deserve."

* PRINCE GEORGE

RICK & JAN WEAVER UNION BAY

"Jan and I were introduced to Variety back in the 1970's when we were both BCIT students. We ushered for the *Show of Hearts Telethon* and did 'Show & Shine' fundraisers. We've been donating to Variety ever since as children's charities have always been our choice. Lately, we've been giving to the Sunshine Coach Program and we'll hopefully be putting our 6th one on the road next year!"

KELOWNA



JEFF RANK PORT MOODY

"I continue to assist Variety with ongoing donations to support BC's special need families dealing with unexpected medical expenses and to allow them to enjoy an improved quality of life. Over the years, I've donated to the Sunshine Coach program which gives kids greater mobility to and from numerous activities. It enriches the lives of communities all throughout BC and it has a positive impact on the well-being of BC families."

UNION BAY *

PORT MOODY *



variety.
the children's charity

Variety - the Children's Charity
4300 Still Creek Drive, Burnaby, BC, V5C 6C6
Toll free: 1.800.381.2040 • variety.bc.ca



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