



# 2012 ANNUAL REPORT

[WWW.VARIETYVILLAGE.CA](http://WWW.VARIETYVILLAGE.CA)

**Merissa Papaconstantinou**  
Track & Field Team





## VISION

Opportunities for people with disabilities.



## MISSION

Variety Village promotes appreciation, interaction, empowerment and inclusion. We facilitate the achievement of life goals for people with disabilities through sports, fitness, wellness, awareness, education, training and skills development.



## PHILOSOPHY

For over 60 years, our goal has been to improve the quality of life, and integration into society of all people, regardless of their abilities. By offering specialized programs and services, we create a level playing field without barriers, intimidation or other obstacles.

“Variety Village is simply Michael’s home away from home – I smile every time I walk through the halls with him, as he is followed by a chorus of ‘Hi Michael!’ ”

PAMELA OUZOUNIAN – MICHAEL’S MOM

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# LEADERSHIP MESSAGE

Welcome to our 2012 Annual Report! As you will see we've had another engaging year with programs, education and development. Nothing would be possible without the dedication and efforts of our wonderful staff and volunteers and it is a great pleasure to work with them.

On October 1, 2012 we welcomed a new Chair, Robert Wortzman. Many thanks Robert for taking on this rewarding challenge; I look forward to benefiting from your guidance. Thanks to our outgoing Chair, Ian MacNair, for his years of contribution to the Board of Directors and the support he has shown Variety Village. During the year we welcomed to the Board Al Tinney, Alan Harman, Laura Young, Gillian Bone and Rob Kunihiro - five individuals who have already made significant contributions to our progress.

This year's financial results are very promising. Not only has Variety achieved a positive consolidated net operating income for the year, we have finally sold our surplus property. Consequently, we've created a financial reserve that will allow us to repay substantially all of our long term debt over the course of time. These results reflect the combined efforts of our management and staff being ever-mindful of our responsibility to ensure we are handling funds entrusted to us in a prudent and sensible manner, while still delivering on our promised mission.

The promising financial results do not reflect in a substantial way the progress being made on implementing elements of our strategic plan discussed in last year's report. By year-end we were in final discussions to arrange support from the Province of Ontario to assist us in designing the first-ever certificate program in adapted physical education, a program being developed in partnership with the University of Toronto. Our Rehabilitation to Community program is taking shape through consultation with most major rehabilitation hospitals in the Toronto area. And work continues in creating expanded recreational opportunities for children and youth with disabilities.

With much sadness, we note the passing of our Vice Chair, Chris Chenoweth. Chris was an invaluable source of advice to management and was a strong,

steadying force on the Board of Directors. We will miss him.

Also, long-time Tent 28 member Sam Sniderman passed away.

His larger-than-life personality harkened back to the glory days of Variety Club and the dedicated members who had the vision and determination to create the amazing facility at Variety Village.

Thanks to the staff, volunteers and other supporters who make the wonderful work we do possible. And thank you for your ongoing interest in Variety Village - a truly special place.



**John Willson**  
*President and CEO*



**Robert Wortzman**  
*Chair*





# THE BOARD

Variety Village is overseen by a Board of Directors with a broad range of skills and expertise. These talented individuals provide valuable oversight to our organization.

## CHIEF BARKER: THE OFFICIAL NAME FOR THE BOARD CHAIR



**Robert D. Wortzman,**  
*Partner*  
*Wildeboer Dellelce LLP*  
**Chief Barker**



**Ian D. MacNair,**  
*MBA, CMA, U.S. CPA*  
**Past Chair**



**Murdoch Martyn,**  
*Barrister & Solicitor*  
**Treasurer / Chair,**  
**Audit Committee**



**Robert Kunihiro,**  
*CA, V.S. CPA*  
*Co-Managing Director,*  
*ABC Group Inc.,*  
**Board Secretary**



**Laura Young,**  
*Barrister & Solicitor*  
**Chair, Governance Committee**



**Hon. Vim Kochhar,**  
*Chair, Canadian Foundation*  
*for Physically Disabled Persons*  
**Chair, Major Gifts Committee**



**Gillian Bone,**  
*Director of Client Services,*  
*Spinal Chord Injury Ontario*



**Ferg Devins,**  
*Chief Public Affairs Officer*  
*Molson Coors Canada*



**Alan Harman,**  
*Investment Executive,*  
*Director & Portfolio Manager*  
*ScotiaMcLeod*



**Al Tinney,**  
*Senior Vice-President,*  
*Technology and Operations*  
*Royal Bank of Canada*

# OUR VILLAGE

Situated in the heart of southwest Scarborough, Variety Village is a unique fitness, recreation and life skills facility where people of all ages and abilities are encouraged to become active and be proud of their accomplishments.

It is a place where anyone, regardless of ability, can develop independence, self-confidence and a feeling of belonging. Variety Village is a place of inspiration.

The Village has long set the benchmark for excellence in integrated recreational programs and offers:

- three indoor pools for swimming lessons, family swimming and competitive swimming;
- a 200-metre indoor track;
- three full-sized basketball courts;
- a high elements course;
- cardio and weight areas with the latest weight, circuit training and cardio equipment.

Plus, the facility has many specialized and adapted fitness and wellness programs to get everyone active by tearing down barriers to exercise and activity.

Variety Village is one of only a handful of facilities worldwide, where all ability levels are integrated. In fact, Variety Village, as the leading facility of its kind, continues to consult for, and partner with, similar facilities worldwide.



**76,000** SQ. FOOT. FIELDHOUSE  
**5,600 +** VISITORS PER WEEK





# 3701 DANFORTH AVE

## MAIN ENTRANCE

- 1 Reception
- 2 Membership
- 3 Personal Training Office
- 4 Waiting Area  
& Snack Bar

## FIELDHOUSE

- 5 Women's Change Room
- 6 Men's Change Room
- 7 Shopper's Home HealthCare
- 8 Track & Basketball Courts
- 9 Cardio Room
- 10 Physiotherapy
- 11 Co-Ordinator Office

## AQUATICS CENTRE

- 12 Pool Office
  - Lane Pool
  - Shallow Pool
  - Hot Therapy Pool
- 13 Family Changeroom
- 14 Women's Changeroom
- 15 Men's Change Room
- 16 LINKS Room
- 17 Lounge
- 18 Barall Performance Centre
- 19 Maintenance
- 20 Cafeteria
- 21 Communications
  - Volunteer Office
- 22 Administration
- 23 Fundraising
- 24 Program Offices
- 25 Finance Offices
- 26 Weight Room
- 27 Taekwondo Room
- 28 Multi-Sensory Room



**1949** OPENED AS A SCHOOL

**1981** FIELDHOUSE BUILT

**1989** POOL ADDITION

## VARIETY IN ONTARIO

Variety Club was formed in Ontario by a group of men in show business to mirror the good work of those who founded the first Club in Pennsylvania. That Club originated as a gentlemen's social club, but soon found a higher mission as a result of a mother's abandonment of her baby girl in one of the men's theatres. They decided to spend less time socializing and more time helping less fortunate children and their families.

In 1948, Variety Village was founded and shortly became recognized internationally as a vocational training school for boys with disabilities. Variety Village continued to meet the needs and interests of people with disabilities well into the 70s - when the school was closed. As children were assimilated into the regular school curriculum, Variety continued to provide physical education through integrated programs in sport, training, fitness and life skills with the opening of the fieldhouse in 1981 and the aquatics wing in 1989.

Today, Variety continues to support individuals, schools, community groups and organizations in areas of inclusive practices, access and awareness.

# A COMMON INTEREST

Variety has a talented, dedicated staff who provide expertise in programming, education, finance, sales, marketing and fundraising.

Variety's employees daily demonstrate outstanding initiative and enthusiasm. They approach their work with conviction and passion. To illustrate this point, consider the extraordinary project initiated by our staff during the Summer Camps of 2012.

Camp Coordinator Ben Scholes had a vision. Under his lead, and with the involvement of our tireless camp staff, Justin Bunt, a talented film student and Variety Village employee, filmed a documentary about the lives of the very special children who attend Variety's Summer Camps.

This undertaking involved hours and hours of planning, storyboarding, filming, and editing outside their regular work day. The end result is an outstanding documentary called "A Children's Story," which provides audiences with a touching look at the joys and challenges faced by our campers and their families.

As a wonderful promotional tool, it is for sale at Variety Village and has provided a modest source of revenue to support our Summer Camps.

WATCH "A CHILDREN'S STORY" [HERE](#).



**BEN SCHOLES**

Variety Village  
Camp Coordinator



**JUSTIN BUNT**

OCAD film student and  
former Variety Village  
Summer Camp Counselor.

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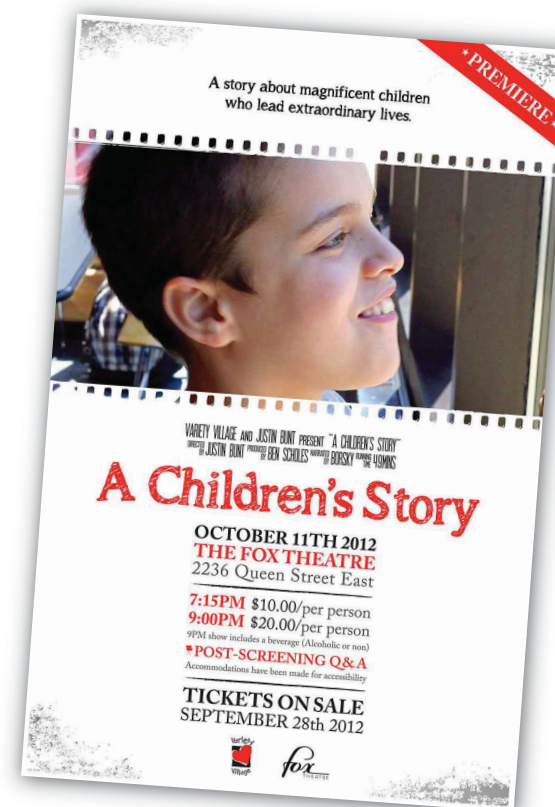
## 2,000,000 HOURS

OF PROGRAMMING TO 30,000 INDIVIDUALS LED BY

 **49** FULL-TIME  
STAFF

 **130** PART-TIME  
STAFF

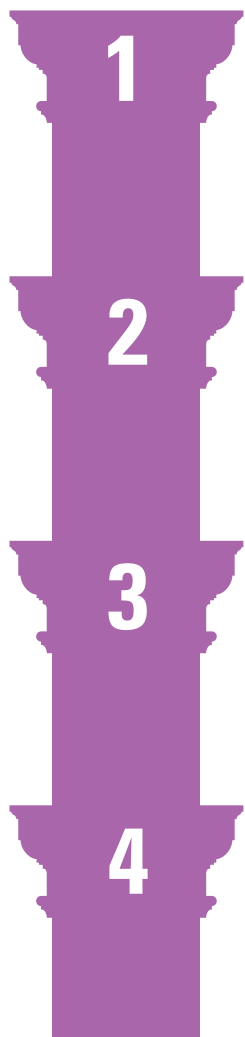
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# YEAR 1 OF 5 • STRATEGIC PLAN

2012 marked the beginning of major growth and expansion set to take place over the next five years implementing the four pillars of our strategic plan. The plan is based around the four primary areas of focus of Variety Village: Sport and Recreation, Health, Education and Facility Redevelopment.



## THE 4 PILLARS

### **SPORT AND RECREATION: THE CENTRE FOR INCLUSIVE SPORT DEVELOPMENT**

Our goal is to increase the participation rate in regular physical activity for youth with a disability from the current 3% to 6% by 2016. One outcome of this should increase the number of elite athletes who compete in the Paralympics and the Special Olympics.

### **HEALTH: REHABILITATION TO COMMUNITY**

The major contributor to a recurrence of a critical health incident such as a stroke or a heart attack is lack of regular physical activity. In partnership with health service delivery organizations, our goal is to engage over 1,000 participants in a post-rehabilitation exercise program to reduce their chances of a readmission and to improve their quality of life.

### **EDUCATION: INCREASING AWARENESS THROUGH OUTREACH**

Under the Province of Ontario Accessibility for Ontarians with a Disability Act, every business is required to comply with a range of customer service and accessibility standards by 2025. Variety Village is meeting all standards and has the knowledge to assist in this process.

### **FACILITY REDEVELOPMENT: MEETING THE NEEDS**

Over the years Variety Village has evolved to meet the changing needs of society. Our last major expansion was in 1989. We will create the partnerships necessary to redevelop our site for the 21st Century. These will include more opportunities in education for our children, youth and young adults to increase awareness and enhance quality of life.

# SNAPSHOT F2012

## BOARD GOVERNANCE .....

+ MEN

|||

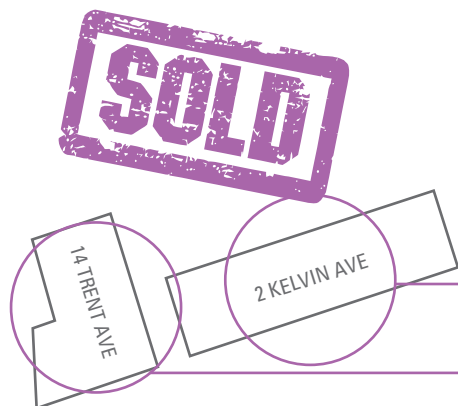
+ WOMEN

||



**+5** NEW MEMBERS

## 14 TRENT + 2 KELVIN .....



**PROPERTY SALE BENEFITS  
VARIETY VILLAGE**

**NET SAVINGS OF  
\$480,000**

1.6 ACRES ( 70,000 SQ. FT )  
BUILDING 32,885 SQ. FT

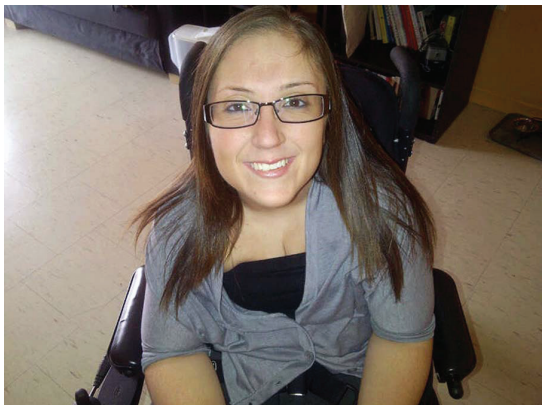
1.1 ACRES ( 48, 500 SQ.FT )  
BUILDING 16,024 SQ.FT

## NEW COMMUNITY PARTNERS .....





# EDUCATION



"My name is Gabby Carafa;  
I am the facilitator of the Youth  
Advisory Council here at Variety Village".



Thanks to the Ontario Trillium Foundation for believing in Variety Village as much as I do and for giving us the opportunity to show how the power of youth can be instrumental to organizations by listening to the amazing contributions youth have to offer. I have had the privilege of being involved in programs that have enabled me to learn these skills and I am passionate about sharing them with other youth.

I became a member at Variety Village with the intention of working out and getting healthy. When I got here I was able to participate in all of the activities I was interested in. The facility is accessible and allows me to feel included, which enhances my participation. I have also seen the Village have a positive effect on the lives of many other individuals. It was my belief in the power of youth engagement that became the driving force behind my involvement in the creation of the Youth Advisory Council.

I believe the Youth Advisory Council here at Variety Village is a prime example of a dedicated group of youth, who come together to discuss and plan activities to attract young people to take part in the future

direction of the Village. We know that youth with disabilities become isolated in their teenage years and this is something we want to address together in the Youth Advisory Council.

This group of youth that I have had the privilege of working with are committed to developing their own interpersonal skills in areas such as leadership and advocacy and to evoke positive change in their own lives, as well as others.

Although the Youth Advisory Council is in its beginning stages, we are enthusiastic about establishing programming and services that are youth driven.



An agency of the Government of Ontario.  
Relève du gouvernement de l'Ontario.

# SPREADING THE WORD

In 2012, we expanded our social networks and increased our audiences with Facebook (750 members), Twitter (800 followers) and our digital newsletter (over 10,000 subscribers).

Social media is coming of age and, more than ever, Variety Village relies on social media to reach our target audiences and to help us make the world a better place through accessibility, awareness and caring.

Our social networking tools make a difference in the way, and the speed, with which we are able to communicate. The days of reaching out by letter or phone to one person at a time are rapidly changing.

Our focus is on interaction and development of true community participation and support, rather than on increasing our numbers of “fans” or “likes.” We work to create stronger and more interesting communications, outreach initiatives and campaigns online where it is more likely that one compelling post could reach hundreds, if not thousands of people, simply by being shared.

Moving forward, Variety Village’s goal for its social media sites includes initiatives to recognize contributions, ideas and involvement.

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## VARIETYVILLAGE.CA

**114,000** WEEKLY  
HITS

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A social networking website with over 500 million active members.

[facebook.com/varietyvillage](https://facebook.com/varietyvillage)



A micro blogging and communication platform accessible on almost every platform and mobile device.

[twitter.com/varietyvillage](https://twitter.com/varietyvillage)  
[@varietyvillage](https://twitter.com/varietyvillage)



A business social networking website.

[linkedin.com/company/variety-village](https://linkedin.com/company/variety-village)



The world’s largest video sharing and distribution service owned by Google.

[youtube.com/varietyvillage](https://youtube.com/varietyvillage)



A content sharing service that allows members to “pin” images, videos and other objects to their pinboards.

[pinterest.com/varietyvillage](https://pinterest.com/varietyvillage)



# SPECIAL EVENTS

Special events help Variety Village raise awareness, build relationships and introduce potential donors to our cause. Volunteers and community supporters are an important part of our fundraising team, and together with these partners we continue to increase Variety's capability to provide programs and services to our vulnerable community.



EVENTS RAISED  
**\$ 216,980**

## SIGNATURE EVENTS .....



### WALK ROLL RUN & FUN FALL FAIR

For six years CTV's Tom Brown has hosted the annual Walk Roll Run & Fun Fall Fair event. In 2012 this community-based, 5 km walk, roll, and run through the neighbourhood surrounding Variety Village attracted more than 500 participants - 60% were repeaters.

Open to people of all ages and abilities, the Walk Roll Run event leads to increased awareness of our programs and services within the community. An event that requires participating in some level of physical activity, either through walking, running or rolling in wheelchairs, walkers, hand-bikes, etc., is in keeping with Variety's mandate of supporting healthy living and healthy lifestyles.





## WORLD'S GREATEST CHRISTMAS PARTY

This signature annual fundraising event for the whole family raised \$40,000 dollars. Over 1,000 people enjoy tasty treats and a special visit from Santa and Mrs. Claus. Craft and vendor's markets, face painting, arts and crafts, entertainment, games and activities round out the event. The party is an affordable way for families to celebrate the holiday spirit in a safe, welcoming and inclusive environment, while helping Variety Village raise funds for its specialized programs to support people with disabilities. Kudos to the special events team led by Nina Chamberlain.



## WRESTLING – SQUARED CIRCLE LIVE

The second annual Squared Circle Live is an action-packed, hard-hitting and family-friendly wrestling company that stage wrestling shows at Variety Village and donates 100% of the proceeds to support our programs and services. Those wrestlers may look frightening, but they have big hearts of gold and love to entertain more than 200 of Variety's kids.







## PIZZA NOVA THAT'S AMORE PIZZA FOR KIDS DAY

Pizza Nova has raised more than \$1 million for Variety Village over the years with this much loved event. A portion of the funds raised helps champion five worthy grassroots athletes through \$1,000 scholarships.



## ONTARIO TEAMSTERS INVITATIONAL GOLF TOURNAMENT

Funds raised at this annual tournament for 150 golfers have almost reached the cumulative million dollar mark! The Ontario Teamsters have been committed to helping kids with disabilities at Variety Village for almost 30 years by providing funding for many of our children's programs.





## MISSION BASED EVENTS

For over 30 years Variety Village has been the chosen venue to host the annual Toronto Police Service Children's Games and the Lieutenant Governor Games.

The Police Games highlight 200 children with disabilities playing alongside 200 police volunteers and EMS staff in a day of fun-filled activities and games. For many children the Games provide opportunities to participate that they may not have in their communities.

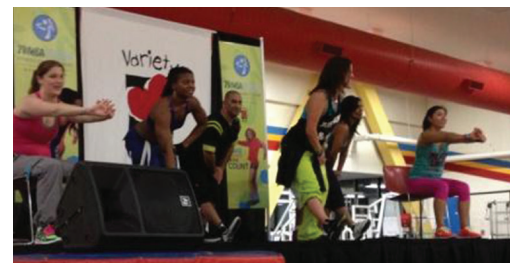


## GRASSROOTS FUNDRAISING

Grassroots events don't raise hundreds of thousands of dollars but they do allow our program staff to purchase equipment and supplies to offset the cost of running various programs.

Proceeds from barbeques in the parking lot have purchased gymnasium mats, tools to repair our wheelchairs and basketballs for our sport and fitness programs. Our LINKS adult day program held a rousing bowl-a-thon and the funds enabled participants, their families and staff (43 people in total) to go to Niagara Falls for a three day respite experience. The group enjoyed a dinner at the Skylon Tower and went to a number of attractions including the Butterfly Conservatory, IMAX, Bird Kingdom, Maid of the Mist and Heartland Forest.

The second annual Zumbathon helped Valeria, one of our amazing fitness instructors, purchase fitness equipment to improve the performance of our members. Some of the equipment included BOSU Balls, Medicine Balls, Kettle Bells and Undulation Ropes.





# LONDON 2012

Canada was represented by 145 athletes competing in 15 sports at the 2012 Paralympics. Our Canadian athletes trained hard to get to the podium and were rewarded by bringing home seven gold, 15 silver and nine bronze medals.

Over the years, the Canadian Men's National Wheelchair Basketball Team has developed into a world leader and highly recognizable force in the sport thanks to numerous international successes that include three gold medals in the past four Paralympic Games (2000, 2004, and 2012) and a silver medal in 2008.



Variety Village has been home to four of the wheelchair basketball players who brought home the gold!



ALL PHOTOS COURTESY  
OF WHEELCHAIR BASKETBALL CANADA



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15



9

## PARALYMPIC CAREER ACHIEVEMENTS



### Abdi Dini

Resides: Scarborough, ON  
Birthplace: Somalia, Africa  
Height: 6'3"  
Wheelchair Basketball Since: 1996

**GOLD SILVER BRONZE**

1

1

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### Adam Lancia

Resides: Toronto, ON  
Birthplace: Scarborough, ON  
Height: 6'3"  
Wheelchair Basketball Since: 1989

**GOLD SILVER BRONZE**

3

1

1



### Brandon Wagner

Resides: Burlington, ON  
Birthplace: Kitchener, ON  
Height: 6'2"  
Wheelchair Basketball Since: 2003

**GOLD SILVER BRONZE**

1

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### Tyler Miller

Resides: Kitchener, ON  
Birthplace: Kitchener, ON  
Height: 5'8"  
Wheelchair Basketball Since: 2007

**GOLD SILVER BRONZE**

1

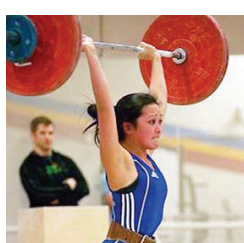
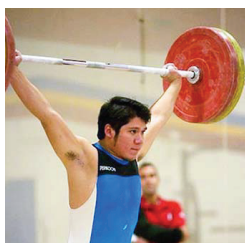
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# TEAM HIGHLIGHTS

## FLAMES SWIM TEAM

Cassidy Sheng qualified for Provincials in December at the KBM Meet in Kingston. Cassidy swam the 100-metre backstroke (four lengths) in 1 minute 56.48 seconds, which beat the Ontario Provincial standard by two seconds. Cassidy will be joining three of her teammates, Megan Sherwin (who also qualified for the Can Am Games), Ashley Tinney and Jessica Tinney for the provincial competition.



## WEIGHTLIFTING TEAM

At the Ontario Junior Weightlifting Championships held in December, Variety Village weightlifter Khalil Sabyle won best Ontario Male Junior. Taylor Findley won best Ontario Female Junior and Aaron Rose and Luke Buchanan both had first place finishes.

## TRACK & FIELD TEAM

Variety's track and field athletes racked up some impressive wins and best times in the 2011-2012 season, including Will Morgan with five first place and two second place finishes. Edward Hayfron, Thomas Callender and Tristan Rowe also finished with multiple first, second and third place wins. Justin Guy, Merissa Papaconstantinou and Bridget Hickey put their dedicated training to work and garnered some incredible best times.



# EVERY LITTLE BIT HELPS

A family that supports its community.



Charles & Barbara chose to direct their gift towards the “greatest need,” giving us the greatest flexibility to put this gift where it’s needed most. For example, dollars may go to buying a new AED battery that can save a life, a new basketball for the fieldhouse or ensuring that we have staff for all of the activities and services Variety Village offers.

Each donation to Variety Village is precious, as is every donor. We work hard to make sure that your donation has the greatest impact possible. We know all of our donors give from the heart and the Taerk family is no exception.

*Thank you Taerk family!*

Charles & Barbara Taerk lead their family by example. They know that for the next generation to do right, they have to be shown right. With a family of five children, they are confident their children will always be compassionate towards their communities, and give back to those in need, just the way they have.

In 2012, the Taerks pledged their support and became major gift donors to Variety Village. There are many families who have stood firmly behind the mission of Variety Village for many years, and are ready to invest in a better future for the health, fitness, and community of individuals and families of all abilities.

## Paying it forward

**Zoe & Araria Cochrane**

Two young members Zoe and Araria Cochrane were walking along Queen St. where they found \$20. Instead of keeping it and spending it on themselves, they wanted to pay it forward and donated the money to the Variety Village Synchro program.





# A LONG TIME DONOR AND FRIEND

Mort Greenberg has been a Variety Village donor for over 30 years! He gives to the Toronto Sun Fund every winter and sends out a card to his friends asking them to do the same. A true exemplar for his commitment to the mission, Mort teaches us that by giving a little year after year, and asking your friends to do the same, you can be a catalyst for positive change in your community.

“ Many names are noble,  
those that go to Oslo  
But the most for me is Strobel,  
He helps us raise the dough. ”

MORT'S CONTRIBUTIONS  
**\$ 6,192**



PHOTO COURTESY OF TORONTO SUN : 2011



PHOTO COURTESY OF TORONTO SUN: 2012

Dear Mort,

Mort Greenberg has, for many years,  
Been followed around by thunderous cheers;  
For he is a collector of friends who give,  
As he is himself, for as long as he lives  
So here is a poem from us to you  
For all the amazing work that you do.

Let me paint a “poet”-trait of Mort,  
A doodler, a writer, a general good sport,  
Year after year he sends a request,  
For his friends to open their pocketbooks,  
He collects their names, cheques and cash,  
And sends it to charity on their behalf,

Variety Village is close to his heart  
His support every year,  
comes with a little bit of art,  
A poem, a drawing, a sketch and a smile,  
We can't thank him enough;  
we're quite fond of his style  
So here's to you Mort – an extraordinary  
man, Who gives from his heart,  
everything that he can.

Thank you Mort,  
for all of your wit and generosity!  
- from everyone at Variety Village!



# ADDING IT UP

All of the hard work that the Variety Village community does to raise money and awareness for their favourite charity really paid off in 2012.

We experienced a 41% increase in the number of people who supported us in 2012, resulting in a 17% increase in donations over 2011. We focused on getting the word out about the community impact of our valuable programs available for funding, and the community response has been encouraging.

From individual connections, to corporate relations, every aspect of community building was evident in 2012 fundraising. A newly established Major Gifts campaign is certainly a highlight for the year, along with committed annual donors who stepped up to give generously as often as they can.

## Why do we need donor dollars?

Donated dollars allow us to continue to provide services to our vulnerable community through programming and facilities. We receive revenue from fitness club memberships which helps to defray our operating costs, and the Provincial government provides financial support. Nevertheless, our needs consistently outweigh the funds provided, and donors play a critical role in bridging this gap. We rely on our partners – individuals, corporations, government and foundations who share our vision for inclusiveness and who realize that including and supporting people with disabilities and their families isn't just the right thing to do; it's the smart thing to do.

## Our Community Impact

Based on a conservative valuation, every dollar invested in Variety Village creates over \$7 of value to the community and the economy. We think that's a sound investment. Thanks to our supporters, Variety Village provides over two million hours of programming each year, reaching over 30,000 individuals, with more than 15,000 of these individuals having a disclosed disability.

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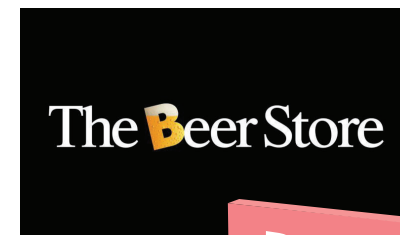
**2,682** DONORS    **45** GIFTS IN KIND

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## DONATION REVENUE IN 2012

 **\$ 1,425,000**

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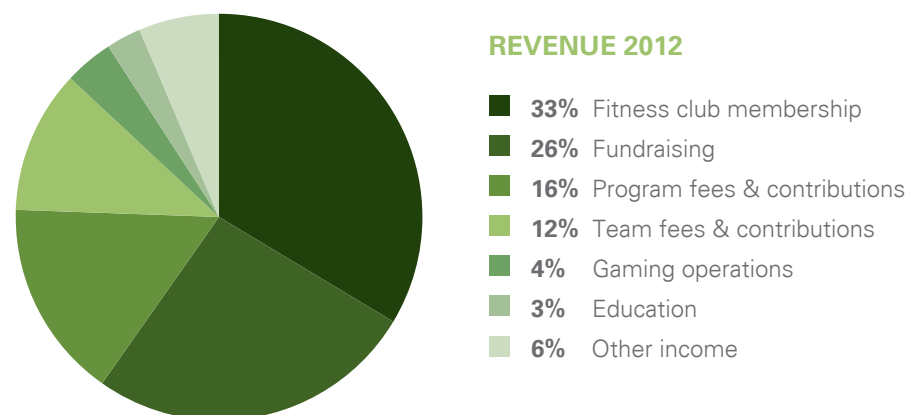


The Beer Store and LCBO donation box programs are effective ways for us to raise awareness and funds for our important programs. We are grateful for their ongoing support.



# CONSOLIDATED STATEMENT OF OPERATIONS

Year ended September 30, 2012



## Notes

**1)** The financial information is the consolidated results of Variety – The Children’s Charity (Ontario), Variety Village and Variety Club of Ontario – Tent 28. Through a common board Variety – The Children’s Charity (Ontario) controls Variety Village and Variety Club of Ontario - Tent 28. Audited financial statements are completed for Variety – The Children’s Charity (Ontario) and Variety Village which are registered charities without share capital under the Income Tax Act. Notice to reader financial statements are completed for Variety Club of Ontario – Tent 28 which is a not-for-profit organization without share capital incorporated under the laws of Ontario. Notice to reader financial statements are completed for the consolidated financial statements which are condensed for the purpose of this report.

**2)** The Organization is highly dependent on the support of dedicated volunteers. Their value is not quantifiable in the financial statements.

\$ (000's)	2012	2011
<b>Revenue</b>		
Fitness club membership	1,835	1,790
Fundraising	1,425	1,223
Program fees and contributions	870	839
Team fees and contributions	633	534
Gaming operations (net)	210	182
Education	156	140
Other income	342	236
	<b>5,471</b>	<b>4,951</b>
<b>Expenses</b>		
Fitness club	1,205	1,162
Facility	1,109	904
Administration	1,095	1,103
Programs	761	698
Teams	629	566
Fundraising	509	583
Education	211	212
Other expense	56	118
	<b>5,575</b>	<b>5,346</b>
<b>Deficiency of revenue over expenses before interest and amortization of capital assets</b>	<b>(104)</b>	<b>(395)</b>
Interest expense	(118)	(127)
Amortization of capital assets	(713)	(686)
<b>Deficiency of revenue over expenses before non-recurring items</b>	<b>(935)</b>	<b>(1,208)</b>
Non-recurring provincial grant	1,000	520
Net gain from disposition of capital assets	3,506	-
<b>Excess (deficiency) of revenue over expenses</b>	<b>3,571</b>	<b>(688)</b>

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at September 30, 2012

## FINANCIAL RESULTS

The consolidated financial results for the year are summarized from the audited financial statements of Variety - The Children's Charity (Ontario) and Variety Village (the 'Organization').

The Organization achieved \$5.5 million of revenue (excluding non-recurring provincial grant of \$1.0 million) representing an increase of 11% compared to the prior year.

Expenses for the Organization remained relatively flat year over year resulting in an improvement of 23% to the deficiency of revenue over expenses before non-recurring items.

## REPORT OF MANAGEMENT

Management is responsible for the preparation of the financial statements and other financial information in this report.

This responsibility includes maintaining the integrity and objectivity of the financial records. The organization maintains policies and procedures for a system of internal controls designed to provide assurance that its records include the transactions of its operations.

The Board of Directors, through its Audit Committee, is responsible for determining that management fulfills its responsibilities in the preparation of the financial statements, and ensures the financial and operational controls of the Organization are adequate.

**Audited financial statements are available upon request.**

\$ (000's)	2012	2011
<b>Assets</b>		
<b>Current</b>		
Cash	792	540
Accounts receivable	582	191
Prepaid expenses and supplies	87	82
Current portion of mortgages receivable	208	-
	<b>1,669</b>	<b>813</b>
Capital assets held for sale	-	796
Restricted investments	111	109
Internally restricted investments	531	356
Mortgages receivable	3,325	-
Investment	17	17
Capital assets	7,507	7,969
	<b>13,160</b>	<b>10,06</b>
<b>Liabilities</b>		
<b>Current</b>		
Accounts payable and accrued liabilities	1,289	1,821
Deferred revenue	514	480
Current portion of capital lease payable	18	25
Current portion of long-term debt	515	1,048
	<b>2,336</b>	<b>3,374</b>
Capital lease payable	21	40
Long-term debt	3,595	2,963
	<b>5,952</b>	<b>6,377</b>
<b>Deferred revenue</b>	20	10
<b>Deferred contributions</b>	342	202
<b>Deferred contributions related to capital assets</b>	959	1,006
<b>Deferred government grants related to capital assets</b>	1,617	1,766
	<b>2,938</b>	<b>2,984</b>
<b>Net assets</b>		
Endowments	378	378
Unrestricted	3,892	321
	<b>4,270</b>	<b>699</b>
	<b>13,160</b>	<b>10,060</b>

# HANDS ON

Variety's volunteers contribute to all aspects of the work we do and the services we provide.

Whether it's a board member advising on policy development or high school students volunteering in programs while working towards their 40 volunteer hours, each and every one contributes to our success. Collectively, the impact is tremendous.

Over the years, volunteers have provided their services in a wide variety of areas, and F2012 was no exception.

From providing professional services, gardening, painting, clearing trash to assisting in programs, assisting with events and in the office – our volunteers help make Variety Village the very special place that it is.

## VOLUNTEER HIGHLIGHT

Four days out of seven you will see brother and sister team Robert and Bonnie High volunteering around the Village. These dedicated members have single handedly raised much needed funds and awareness throughout the year and across the city by contributing volunteer hours to many special events including Walk Roll Run, The World's Greatest Christmas Party and the Lieutenant Governor Games.

In addition to volunteering, Robert is working towards his green next belt in Taekwondo.

*We are forever grateful for all their efforts  
and would like to extend a sincere thank-you!*

VARIETY VILLAGE'S  
OLDEST VOLUNTEER: **74**

**500** EVENT AND PROJECT  
VOLUNTEERS ANNUALLY





# CONTRIBUTE

The most important thing you can do to support Variety Village is to give generously, whether it is your time, your expertise, or a financial donation. Become a part of our community; please give what you can, when you can.

## DONATE:

**DONATE ONLINE:** [www.varietylvillage.ca](http://www.varietylvillage.ca)

**DROP OFF/MAIL** in cash or cheque or phone in a credit donation to:

Jody Poliquin  
Coordinator, Development/Database  
416-699-7167 x235

“I love and admire Variety Village for being Canada’s best example of a community recreation centre welcoming and integrating all people equally. I feel so fortunate to be a participant at such a welcoming place. The cost of my membership is modest. Some time ago, I decided to up my membership with a monthly donation as my way of giving back and supporting this unique place in a sustained and meaningful way.” ”



**Mary Ann Pilskalnietis**  
*Monthly Donor*  
Variety Village Member

## A FEW WAYS TO GIVE:

### JOIN THE MONTHLY GIVING PROGRAM: THE DREAM CIRCLE

Simplify the process of donating and establish a monthly donation program today. The automatic donations will be easy and cut down on our administrative costs, ensuring more of your donations go to supporting our mission.

Join the Dream Circle at [www.varietystation.ca](http://www.varietystation.ca)

### HAVE THE GREATEST POSSIBLE IMPACT AND CONSIDER MAKING A LEGACY GIFT

A gift in your Will can change the lives of so many members and friends of Variety Village. For more information about major and planned giving contact:

Donna Richardson,  
*Director of Development*  
416-699-7167 x244  
[drichardson@varietystation.ca](mailto:drichardson@varietystation.ca)

### SPONSORSHIP

Do you have a corporate connection that would like to be the star of a Variety Village Team? Our Swim, Taekwondo, Weightlifting, Wheelchair Basketball, and Synchro Teams are currently seeking sponsorships to bring them to the next level at competitions. Sponsoring a team is a great opportunity for advertising your company’s philanthropic spirit.

*If you would like to sponsor a program or team please give us a call or email:*  
Robyn Parashyniak at: [rparashyniak@varietylvillage.ca](mailto:rparashyniak@varietylvillage.ca)

# Hope Dream Learn Grow

### Variety Creed

Our mission is to provide support and resources to children and families in need. We are committed to making a difference in the lives of those who are most vulnerable.

### Companion \$25,000 - 49,999

Donor Name	Amount
...	...



### Partner \$250,000 - 499,999

Donor Name	Amount
...	...

### Leader \$50,000 - 99,999

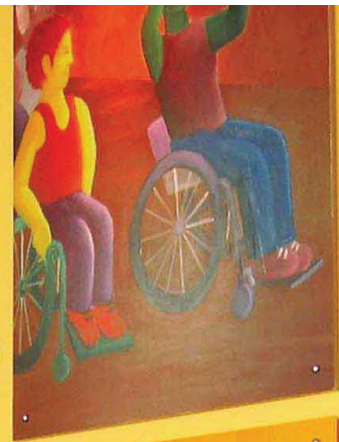
Donor Name	Amount
...	...



### Founder \$1,000,000 +

Donor Name	Amount
...	...

The donors recognized here are those who have generously supported Variety since 2004 at the \$5,000 and above level. Variety is deeply grateful to everyone listed on this donor wall and also anyone who has given during this time and prior to this time but who may not be listed here. Variety also wishes to acknowledge and thank all members, staff, board members and suppliers for helping make this one of the finest children's charities in the country.



### Benefactor \$500,000 - 999,999

Donor Name	Amount
...	...

### Patron \$100,000 - 249,999

Donor Name	Amount
...	...

### Builder \$5,000

Donor Name	Amount
...	...





## \$1,000,000+

Ministry of Tourism, Culture and Sport

## \$100,000-\$500,000

Teamsters Joint Council 52

## \$50,000-\$99,999

JP Bickell Foundation  
Pizza Nova Take Out Ltd.

## \$25,000 - \$49,999

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and Skills Development Canada  
The Ontario Trillium Foundation  
Unity For Autism

## \$5,000 - \$24,999

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**WE GRATEFULLY  
 ACKNOWLEDGE  
 ALL THOSE WHO  
 MADE DONATIONS  
 TO VARIETY VILLAGE  
 IN FISCAL YEAR 2012**



## VARIETY VILLAGE 2012 ANNUAL REPORT

© 2012 Variety Village

This report recognizes the donations made during the Variety Village fiscal year from October 1, 2011 to September 31, 2012. Any donations made after will be recognized in the 2012-2013 Annual Report.

All members of the Variety Village community – parents, students, staff, faculty, volunteers, donors and friends – are important to us. We have made every effort to ensure accuracy in our reporting and listings. If there are errors or omissions, please accept our sincerest apologies and contact Lynda Elmy, Communications Director at 416.699.7167 ext. 249 or email [lelmy@varietyontario.ca](mailto:lelmy@varietyontario.ca)

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Variety Village  
*Director, Communications*

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Fei Ling Hong  
Taekwondo Team





