



Blind **Sporting** Council

# **2013-2014 Annual Report**

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# CONTENTS

- 02 Our vision & mission

## Overview

- 02 Blindness in Australia
- 02 Blindness & employment in Australia
- 03 Blindness & education in Australia
- 05 Statistics

## Reports & Financial Statements

- 06 President's Report
- 08 CEO'S Report
- 10 Treasurer's Report
- 12 Independent Audit Report
- 13 Trading Profit & Loss Statement
- 15 Balance Sheet

## Organisation

- 16 We have Moved!
- 17 Volunteering
- 18 Board Members
- 20 Staff

## Income Development Report

- 23 Eye Support a Star
- 23 Eye 2 Eye
- 24 Eye Change
- 24 Eye Challenge
- 25 Eye Achieve
- 25 City2Surf Fun Run
- 25 City - Bay Fun Run
- 25 Mt Lofty Challenge
- 26 Connecting with our Community
- 26 Innovations
- 26 Grants
- 27 Pin & Win Campaign

## Supported Events

- 27 Mt. Barker Auxiliary Activities
- 27 University of South Australia Movie Night

## Achievements

- 28 Testimonials
- 30 Grants 2013/14

## Acknowledgements

- 32 Sponsors



## our **Vision & Mission.....**

Our Vision is to provide all blind or vision impaired Australians the opportunity to participate in sport.

The Blind Sporting Council was established in 1996 to provide support to people who are blind or vision impaired participating in sport, recreation and community activities.

BSC exists to finance associated projects to ensure blind & vision impaired people of all ages have opportunities to fulfil their dreams.

Financial Year 2013/2014 presented many challenges to the Blind Sporting Council. It has been a year of education and strategic growth for the organization. New partnerships were forged and new ventures explored to ensure a long term sustainable future through innovative methods and measures.

The Blind Sporting Council has continued to progress its way through its Strategic Plan and has achieved positive outcomes. The organization looks forward to continuing its service to blind and vision impaired people and will strive to maximize potential for clients to be able to participate in the sport, recreation or community activity of their choice.

# OVERVIEW

## ■ Blindness in Australia

**Blindness as a term refers to a person who may be totally blind or someone who is legally blind.**

Total blindness is when there is no perception of light and legal blindness in Australia is set at visual acuity of 6/60 or a visual field of less than 10° (normal visual field is around 150° wide). When a person cannot see at 6 metres what someone with normal vision can see at 60 metres then it is understood that the person is legally blind.

The 2007-2008 research data compiled by the Australian Bureau of Statistics revealed that well over 400,000 people aged less than 65 years old were living with blindness or vision impairment in Australia. Of which, roughly 61,000 were blind. Alarming, these figures are on the rise as seen in the more recent data from ABS. Specific statistics and the geographical spread of the condition is illustrated ahead in this report.

The disability poses various challenges in a person's day to day life. These range from physical to psychological to financial challenges. Cultural background and age also pose critical challenges in managing the disability and helping to lead a normal life.

Sports and recreation has emerged as an extremely effective solution to deal with most of the challenges faced by a person with blindness or vision impairment. Social interaction with a caring community and others faced with similar disabilities, all in a relaxed environment, has consistently delivered very positive outcomes.

The activities range from competitive sports like cricket, bowling, sailing, swimming, athletics etc., to non competitive activities like physical training, trekking, fishing, dancing, music, art and craft among others. Activities and participation take place at a local community level and extends to state and national levels.

## ■ Blindness and Employment in Australia

For most blind and vision impaired Australians, employment is as much about earning respect as a salary. The feelings of self-worth and personal fulfilment that come with a job cannot be underestimated.

Unemployment on the other hand, can have quite the opposite effect, as we all know. But for the Blind and vision impaired, the negative feelings that come with unemployment are magnified. Even short-term unemployment can open the door to stress, mental instability, unplanned dependencies and of course, financial problems.

Research has shown that the legally blind or vision impaired have long suffered high rates of unemployment. The reasons are numerous; demographic factors, education, attitude, society involvement and rehabilitation experiences.

Fortunately though, this situation is improving. The Vision Australia Survey Report from 2012 shows that although those who are blind or vision impaired still face a number of challenges in finding and maintaining employment, the results





improved from those just five years earlier.

In 2012, 64% of the survey respondents of working age were unemployed, compared to 69% in 2007. These figures include both people who choose not to work and those unemployed not by choice. Despite the fact that figures are, albeit slowly, heading in the right direction, the level of unemployment for those with vision problems is still around four times higher than in the general Australian population.

Technology is playing a far greater role in helping those with vision impairments find and maintain employment, and this could be the reason for the improved figures. Most respondents use the internet to find employment and in their jobs, and assistive/adaptive technology is making this a much easier task.

The survey also reported that many blind and vision impaired people still experience significant negative employer attitude while looking for work, as well as discrimination in their daily working lives.

## ■ Blindness and Education in Australia

Education opens many doors in society and this is very much the case for the blind and vision impaired.

However, finding access to this education still proves difficult.

A study of vision education services by Media

Access Australia was conducted in 2012. It was found that in the delivery of education to our blind and vision impaired population, access and technology were the greatest barriers to success.

The research looked at the information and media needs facing blind and vision impaired students in Australia.

It is estimated that around 4,000 school-age students in Australia are blind or vision. The exact figure isn't known, due mainly to the fact that many of the states and territories have different definitions of 'blind' and 'vision impaired'.

There are a variety of approaches to blind education across Australia. One is a centralised approach, as used in WA, SA, Victoria and NT. Another is an approach whereby the three education sectors (Public, Catholic & Independent) look after their own needs, as has happened in NSW and Queensland from this year. The main problems faced arise from the sheer breadth of services required and simple geography – we live in a vast country. These issues impact the approaches and solutions across the country.

Instant access to information is imperative for students today, and the blind and vision impaired are no different. The learning environment now includes DVD, online video, television, web pages, and in-class demonstrations, as well as the traditional textbooks. Modifying media and content to ensure it can be accessed by blind and vision impaired students is expensive, and often a barrier to those who want to continue their education.







# Importance of Blind Sporting Council

## Economic Importance

Financial costs attached with disabilities are usually debilitating to the point where a person either completely misses out or has limited experience of opportunities that can uplift them.

Dependence on support systems and people result in increased costs for people with blindness or vision impairment while pursuing sports or recreational activities.

Lack of sufficient and adequate employment opportunities are common for blind and vision impaired people and add to their financial stress.

Sports and recreation require regular funds to organize and operate. Currently there are not enough sources or initiatives to meet the growing demand within the community.

Blind Sporting Council is positioned in a unique way wherein financial assistance is provided to Blind and vision impaired community to pursue sports and recreational activities of their choice through regular grants and sponsorships. Our grants and sponsorships have helped at local, state, national and international levels.

## Social Importance

Studies have shown that most disabilities come with some social stigmas which further result in certain amount of social isolation. This often leads to depression, anxiety and increased levels of stress. The risks are found to be 2 to 5 times higher among the blind and vision impaired

While this condition is preventable, the longer it is left unattended the harder it becomes to resolve and reverse. What makes the situation more complex is the lack of resources to fund specific disabilities and non-elite sporting activities.

Blind Sporting Council is not all about assisting elite disability sports. Operating at grass roots level and expanding its reach to non competitive sporting and recreational activities has helped bridge a significant gap. Over the last 15 years, Blind Sporting Council is significantly facilitating and contributing in creating social opportunities for the community where there was none.

Our focus is more memories than medals.



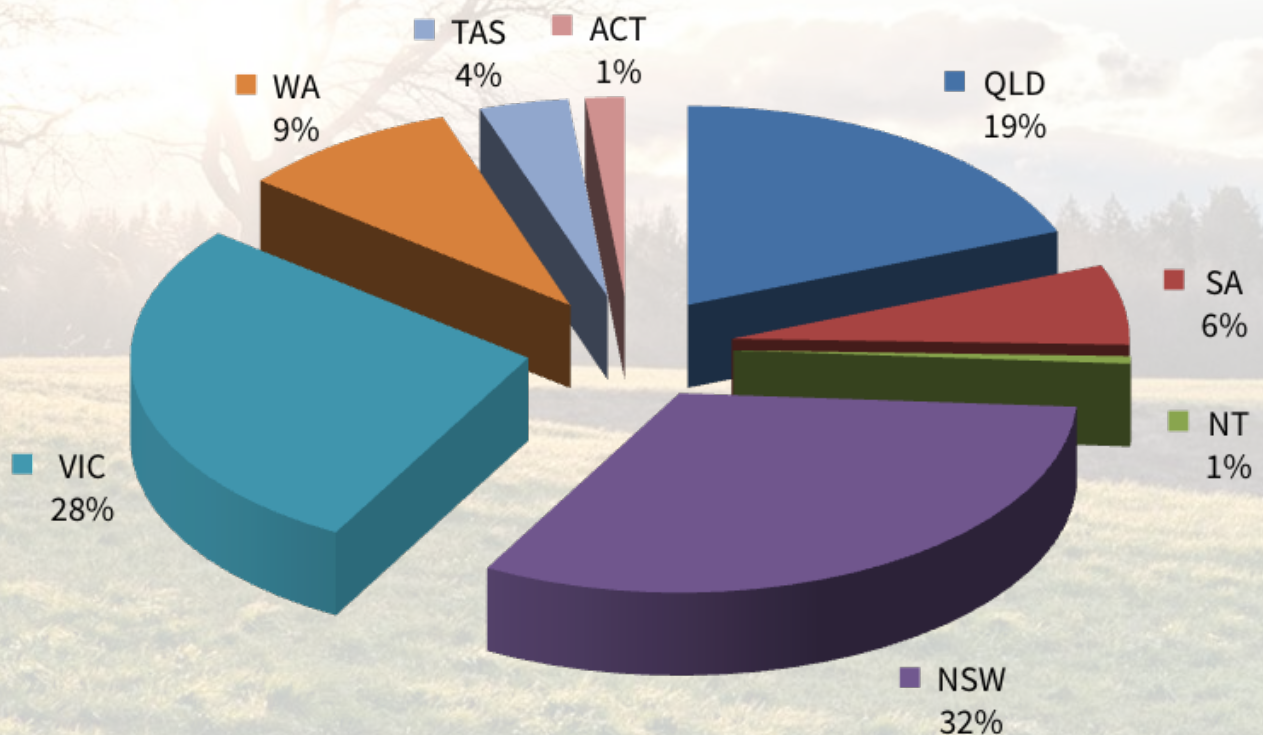
## Statistics

There are approximately 527,600 people in Australia who suffer from blindness and other serious visual disturbances or loss of vision  
(As per Australian Bureau of Statistics survey report 2011-2012).

State	People ('000)
QLD	100.1
SA/NT	37.5
NSW	168.5
VIC	146.4
WA	47.6
TAS	19.1
ACT	8.4

The following pie chart illustrates the percentage of people who suffer from the aforementioned conditions around Australia.

## Blind/Visual Impairment - Australia



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# PRESIDENTS REPORT



PRESIDENT  
**Bradley Jansen**



Life in the non-profit sector is changing rapidly. We need leaders – both at the staff and board level – that understand this and can respond appropriately. This requires a strategic view, innovation and the ability to engage the community in creating the desired future. With the right leadership, strategy, risk, service delivery and revenue streams, we could tap into the potential and possibility that these offered the Blind sporting Council.

Strategy without awareness is all too common in non-profits. It results in organizations diverting resources from what matters most. This has been the top priority of the new board - looking to create a culture of strategic awareness where board members and executives function from curiosity and possibility, develop skills in financial and risk analysis, and generate strategic futures that create true and meaningful impact effectively and efficiently. And to draft a 12 month strategic plan for the sole purpose of making BSC financially sustainable and is designed to work !

What if revenue streams were not where you thought they were? What if you no longer had to rely on one or two sources of funding? These were the questions we asked as a board after our 2 main sources of income, namely, telemarketing and collections wrapped up in 2012 and 2013 respectively. There are commercial possibilities in many of the things we do. As a team, we recognized those challenges and opportunities in creating new campaigns that will sustain BSC far into the future and drive our vision, allowing us to truly make a difference in our community and move beyond the bottom line. These campaigns, under our “Eye” banner, have been discussed at length in our report. Each campaign has a sub-committee with board members taking on a leadership role in assisting the CEO and the BSC team in achieving objectives and delivering outcomes.

Innovation is the lifeblood of the company. And innovation has many, many faces. We have endeavoured to create a culture of innovation across the board and the management team, not only by target-setting, but also by forming an innovations sub-committee within the board whose sole purpose is to identify global trends in marketing, branding and fundraising that are easily replicable and cost effective for a small organization such as ours.

I take this opportunity to thank our key sponsors, in particular Workskil Australia whose sponsorship gave us the freedom and ability to focus on income development, our regular partners Fox Creek Wines, Creative Grease, ANZ Foundation, CMI Toyota, our grant bodies CBSA, AHA, Liquor Industry Charity Golf Day and Australian Executor Trustees. A warm thank you to John Cornaggia for his dedication and work over the last 7 years. It’s been a pleasure working with John in my capacity as Vice – President of BSC and I look forward to continuing and developing on the good work in my role as President.

I sincerely thank Steve Holmes, outgoing board member and ongoing volunteer for his enormous contribution to BSC and I am excited to welcome the new members of the team Lisa Smith, Anthony Clarke and Raju Narayanan whose diverse skills are a welcome addition. Saving the best for last, I thank and congratulate Raj, our CEO and her dedicated team, whose passion and energy have seen BSC through the most difficult times and yet manage to offer over \$35,000 in grants to blind sporting clubs across Australia this financial year.

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# CEO REPORT

The best, most effective charities in the world do not have much in common. They are of different sizes, employ vastly different people, varying managerial styles and have different goals. But despite the differences, they do share one thing in common. Before they do anything else, they first break all the rules of conventional wisdom.

Blind Sporting Council welcomed a new board this year. Charismatic and committed, our team had a singular purpose. That of making BSC financially sustainable over the 12 month period so that it can continue to run its programs and services for its half a million client group across Australia. We have identified clear pathways for creating an engaged community and high-performance campaigns. It is my pleasure to welcome once again, new members Lisa Smith, Raju Narayanan and Anthony Clarke. We also bid a fond farewell to Steve Holmes. Steve stepped down from his board position to pursue professional interests, however, much to our gratitude and delight, continues to volunteer his expertise and services to BSC.

We also celebrate our many partnerships in this report, some existing, some new, and welcome our Principal Partner, Workskil Australia and Nicole Dwyer, their dynamic CEO, who have opened the doors of their Grenfell Street Office to BSC. Rent free premises and utility services, administration support and access to their job seekers for volunteering has meant that BSC can divert 90 cents from every fundraising dollar directly to client programs without overhead expenses. For a small charity, we believe that's a pretty big achievement!

We are grateful for the support of our major sponsors, event partners, auction donors, charity partners, management, staff and volunteers who have stood by our side and made enormous contributions to our cause through the year. What makes our supporters special is that they have extended their engagement with us beyond a simple donation of money, service or product. I know we have made connections that will see us work together strategically at many levels in a way that is sustainable and mutually beneficial.

With the sole purpose of making BSC sustainable, we have dared to be different, dared to take a chance, dared to believe in something no one else did. "Inspiration exists" wrote Picasso, "but it must find you working". And so, not unlike the sporting champions we represent, we will tough it out, hold the line and stay the course, whilst we continue to keep ourselves relevant, transparent and accountable.

I finish with an invite to join us on this journey. People are very busy, and we can all find reasons not to get involved, but our communities need us. As leaders, we have brain power, we have connections, we have resources. And we should bring those to bear to make our communities better places—whether that's schools, hospitals or helping with social issues. Find the thing that resonates most—but whatever it is, do it and set the example.

**LET US TURN FROM SPECTATORS INTO PARTICIPANTS.**

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CEO  
**Rajini Vasan**

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# TREASURERS REPORT



Treasurer  
**Pam Brooks**



**BLIND SPORTING COUNCIL INCORPORATED TREASURER'S REPORT FOR THE YEAR ENDED 30th JUNE 2014**

The year ended 30th June 2014 has resulted in a deficit of \$99,326. The areas of net income can be summarised as follows:-

	%	\$	\$	%
New South Wales	1	784		
Queensland	0	0		
South Australia	78	24,038		
Western Australia	1	256		
Tasmania	19	5,789		
Net tin collect ion activities		30,867		25
Eye2Eye function		16,892		14
Lottery		0		0
Grants		38,655		3 1
Donations		8,091		6
Investment		22,788		18
Other		7,698		6
		124,991		100
Grants		36,857		29
<u>Overheads</u>				
Rent & Outgoings		10,160		8
Wages + On Costs		142,365		1 13
Other		34,935		28
		224,3 17		149
Deficit		(99,326)		(13)

**LOTTERY**

Unfortunately the lottery was unable to be finalised prior to 30th June 2014. The expected net result will be \$41,000. The inclusion of this would reduce the deficit to \$58,000.

2014 has been a very difficult fundraising year. Previously the council has relied heavily on tin collections to provide a constant source of income. There was a large drop in net revenue for 2013 and even more dramatic drop in 2014. Sub committees have been formed to establish, develop and maintain varied and alternative income streams. Overheads have reduced with the assistance of Workskill proving rent free office space. Although the result is not what was planned for, the board is committed to a future where surpluses are achieved, so the council can assist vision impaired persons to develop and achieve in their chosen sport or recreation activity. I hope to present a significantly improved result for 2015.

I would like to take this opportunity to thank my fellow board members, in particular Bradley Jenson for his leadership and passion for the organisation. Together with Raj for her tireless dedication to the cause.



P A Brooks  
Treasurer

# INDEPENDENT AUDIT REPORT

## To the members of Blind sporting council

### Scope

We have audited the Profit and Loss Account, Balance Sheet, Notes to and Forming Part of the Accounts, being a special purpose financial report for the year ended 30th June 2014. The entity's management is responsible for the preparation and presentation of the financial statements and the information contained therein, and have determined that the accounting used and described in Note 1 to the financial statements is appropriate to meet the needs of the members of the entity. We have conducted an independent audit of the financial statements in order to express an opinion to the members of the entity on their preparation and presentation. No opinion is expressed as to whether the basis of accounting used, and described in Note 1, is appropriate to the needs of the members of the entity.

We disclaim any assumption of responsibility for any reliance on this report or on the financial statements prepared as a special purpose financial report to which it relates to any person other than the members of the entity, or for any purpose other than that for which it was prepared.

Our audit has been conducted in accordance with Australian Auditing Standards. Our procedures included examination, on a test basis, of evidence supporting the amounts and other disclosures in the financial statements, and significant accounting estimates. These procedures have been undertaken to form an opinion as to whether, in all material respects, the financial statements are presented fairly in accordance with the accrual basis of accounting as defined in AAS 6: Accounting Policies: Determination, Application and Disclosure, applying accounting standards (if any) deemed necessary by the entity's management in the circumstances and the provisions of Miscellaneous Professional Statement APS 1 "Conformity with Accounting Standards and UIG Consensus View" relevant to a special purpose financial report, as described in Note 1 to the financial statements. The application of all Accounting Standards and other mandatory professional reporting requirements (Urgent Issues Group Consensus Views) is not required. The audit opinion expressed in this report has been formed on the above basis.

### Audit Opinion

In our opinion the financial statements of the company for the year ended 30th June 2014 are properly drawn up:

- (a) So as to give a true and fair view, in accordance with the basis of accounting described in Note 1 to the financial statements.
- (b) In accordance with applicable Accounting Standards. As the entity has applied SAC 1: Definition of the Reporting Entity, other Accounting Standards and other mandatory professional reporting requirements have only been applied to the extent described in Note 1 to the financial statements.

**S G Kerley & Associates**  
Chartered Accountants



Stephen Gordon Kerley  
Adelaide  
2nd September 2014



**BLIND SPORTING COUNCIL**  
**TRADING, PROFIT AND LOSS STATEMENT**  
**FOR THE YEAR ENDED 30TH JUNE 2014**

	2014	2013
<b>SALES</b>		
Tin Collections (QLD)		149,556.35
Telemarketing		80.00
Tin Collections (SA)	85,803.55	171,367.70
Tin Collections (WA)	820.00	62,438.45
Tin Collections (NSW)	7,841.05	
Tin Collections (TAS)	19,215.90	
	113,680.50	383,442.50
<b>LESS: COST OF GOODS SOLD</b>		
Commission Paid (James Nicholson)	563.64	32,807.29
Commission Paid - ADS (SA)	61,766.08	118,155.13
Commission Paid - ADS (NSW)	7,057.13	
Commission Paid - ADS (TAS)	13,426.68	
Commission Paid - Buddha M/Ment		
Services P/L		103,037.71
ESS - Hosting	1,080.00	
	83,893.53	254,000.13
	83,893.53	254,000.13
<b>GROSS PROFIT FROM TRADING</b>	29,786.97	129,442.37
<b>OTHER INCOME</b>		
ESS	695.00	
Change For Blind Sport	1,052.15	547.60
Donations	8,091.18	14,555.77
Tin Collections (Launch)	254.20	
Youthinc	1,250.00	
Dividends Received	2,731.47	2,184.67
Interest Received	1,667.62	3,865.71
Grants	38,655.00	37,420.00
Lottery		23,370.77
Other Revenue	4,326.70	3,300.00
Adelaide eye2eye	16,891.93	11,732.14
Perth eye2eye		6,119.21
Movie Night Fundraiser	1,200.00	592.46
Change in value of Investments	18,388.55	(6,707.26)
	95,203.80	96,981.07
	124,990.77	226,423.44

The accompanying notes form part of these financial statements .  
This report is to be read in conjunction with the attached compilation report.

# INDEPENDENT AUDIT REPORT

**BLIND SPORTING COUNCIL**  
**TRADING, PROFIT AND LOSS STATEMENT**  
**FOR THE YEAR ENDED 30TH JUNE 2014**

	2014	2013
<b>EXPENDITURE</b>		3,410.00
Advertising	1,217.73	44.18
Bank Fees	1,814.21	2,105.80
Consultancy Fees		420 .00
Cleaning	440 .00	1,000.00
Donations & Grants	36,857.00	53,436.25
Electricity	1,158.49	2,102.04
Entertainment Expenses	233 .07	743 .14
Eye2Eye Shortfall	146.17	
Freight & Cartage	543.70	118.62
Functions	1,516.36	1,231.36
Hire of Plant & Equipment	166.63	373.64
Insurance	4,537.48	5,217.14
Licences & Fees	1,443.51	70.99
Marketing	1,136.36	
Motor Vehicle	1,547.38	1,978.54
Office & General Expenses	36.84	108.01
Parking	2,866 .98	2,556.93
Postage	604.55	1,648.38
Printing & Stationery	383.59	389.06
Promotions	5,727.37	1,720.55
Rent	9,002.14	20,889.88
Repairs & Maintenance	121.59	
Salary Sacrifice	16,049.80	1,200.50
Software & Computer Expenses		17.00
Staff Training & Welfare	562.60	481.74
Superannuation	11,609.30	11,335.24
Telephone	2,782.05	3,134.61
Tool Replacement	5.45	
T-Shirts	830.00	
Travelling Expenses	1,352.66	1,617.95
Telemarketing DataBase	2,050.00	1,875.00
Volunteer Expenses	480 .00	960.00
Wages	112,108.20	126,802.02
Website Development	2,386.77	4,500.00
Workcover	2,598.33	2,754.53
	224,316.31	254,243.10
<b>LOSS FROM ORDINARY ACTIVITIES</b>	<b>\$99,325.54</b>	<b>\$27,819.66</b>

The accompanying notes form part of these financial statements .  
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**BLIND SPORTING COUNCIL**  
**BALANCE SHEET**  
**AS AT 30TH JUNE**

	<b>2014</b>	<b>2013</b>
<b>TRUST FUNDS</b>		
Accumulated Profits (Losses) Brought Forward	240,261.60	268,081.26
Loss for Year	99,325.54	27,819.66
<b>TOTAL TRUST FUNDS</b>	<u>\$140,936.06</u>	<u>\$240,261.60</u>
Represented by:		
<b>CURRENT ASSETS</b>		
Petty Cash		476.60
Deposits	513.75	233.75
Sundry Debtors	4,025.00	
Deposit (Eye2eye) Pin & Win Campaign	42,023.90	5,000.00
Visa Card	81.94	81.94
SA - Lottery Account	2,640.51	3,807.10
Old Account	205.94	4,994.26
Old Investment Account	635.07	26,435.74
SA Account	2,525.62	18,330.52
SA Investment A/C 3357	4,664.02	100.00
NAB A/C - WA	88.00	1,547.55
WA Investment Account	32,602.39	102,753.84
VIC Account 3218	100.00	100.00
TAS Account 5031	773.26	100.00
NSW Account 3293	0.21	100.00
VIC Investment A/C 3250	100.00	100.00
TAS Investment A/C 3103	100.00	100.00
NSW Investment A/C 3306	100.00	100.00
ANZ Online Saver	1,104.66	
Input Tax Credits	1,773.00	5,141.00
	<u>94,057.27</u>	<u>169,502.30</u>
<b>FIXED ASSETS</b>	24,422.80	24,422.80
Plant & Equipment	<u>24,422.80</u>	<u>24,422.80</u>
	24,422.80	24,422.80
<b>INVESTMENTS</b>		
Shares in Listed Companies	73,031.83	52,505.50
	<u>73,031.83</u>	<u>52,505.50</u>
<b>TOTAL ASSETS</b>	<u>191,511.90</u>	<u>246,430.60</u>
<b>CURRENT LIABILITIES</b>		
Other Creditors	7,280.00	4,379.00
GST Payable		1,790.00
Income in Advance (Lottery)	43,295.84	
	<u>50,575.84</u>	<u>6,169.00</u>
<b>NET ASSETS</b>	<u>\$140,936.06</u>	<u>\$240,261.60</u>

The accompanying notes form part of these financial statements.  
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# ORGANISATION

## WE HAVE MOVED!

We have moved premises, thanks to the generous offer of our Principal Sponsor, Workskil Australia. Nicole Dwyer, CEO of Workskil opened the doors of her Grenfell St office to BSC in a partnership that will see the two organizations work in a dynamic, mutually beneficial partnership. The support from Workskil Australia means that BSC minimizes its overheads and administrative expenses greatly. This in turn converts to maximizing the fundraising dollar for the end user.

Workskil's sponsorship not only means rent-free premises for BSC saving considerable dollars in rent and utility services but access to the many job seekers for volunteering and work experience. The partnership has already seen two young job seekers work with BSC in events and administration with opportunity to extend



**FIRMLY BELIEVE THAT YOU ARE HERE FOR A PURPOSE. IT MATTERS LITTLE WHETHER YOU CAN SEE IT WITH ANY DEGREE OF CLARITY. CHANCES ARE THAT IT WILL BE VISIBLE TO OTHERS AROUND BEFORE IT DAWNS ON YOU. YOUR EVERY ACTION OR THE LACK OF IT TOUCHES SOME LIFE. LITTLE DO YOU REALIZE THAT YOU ARE A SOURCE OF INSPIRATION AND ARE INFLUENCING SOMEONE TO FOLLOW A PATH OR CHOOSE A COMPLETELY NEW ONE.**

## VOLUNTEERING

Firmly believe that you are here for a purpose. It matters little whether you can see it with any degree of clarity. Chances are that it will be visible to others around before it dawns on you. Your every action or the lack of it touches some life. Little do you realize that you are a source of inspiration and are influencing someone to follow a path or choose a completely new one.

At the Blind Sporting Council, we are privileged to have the continued support of so many wonderful and inspirational volunteers

At times a little gift of their time and at other times a tiny donation of their expertise, or a simple heartwarming commitment to share in our efforts has truly spread the cheer and brought so much joy in the lives of those blind and vision impaired.

While monetary help is much appreciated and valued, we look forward to partnerships beyond dollars and cents. Many of the everyday tasks to keep an organization running efficiently place huge demands on time and attention from our limited available resources. Volunteering a few hours of expertise and valued time a week has helped us achieve a lot as every second counts.

We invite our supporters - past, present and potential - to join us in contributing more meaningfully to our work through the gift of your time and services.

**SO BE INSPIRED AND ACT INSPIRATIONALLY.**

# BOARD MEMBERS



## From left to right:

Bradley Jansen  
Victor Velgush  
Pam Brooks  
Dmitri Voronenko  
Brian Lynch  
Anthony Clarke  
Raju Narayanan  
Lisa Smith

### Bradley Jansen - **PRESIDENT**

He is self employed in his own business Qattro, being one of Adelaide's leading residential property developers and home builders. Brad is a member of the Lockleys Bowling Club and plays in division 1 and is also a member of the SA high performance squad. Brad has guided the establishment of the 'Change for Blind Sport' Program with Ryan and has championed our Eye Support a Star campaign with Dmitri.

### Victor Velgush - **VICE PRESIDENT**

Victor is indeed a busy man. Father of three beautiful children, the Principal of Refined Real Estate is also an ambassador for many organisations and charities. Once committed to a task, Victor always gives it 110%, continually looking for ways to improve and develop.

This attitude has led to Victor being newly elected as the Vice President of The Society of Auctioneers and

Appraisers. He also dedicates his time to the sales committee of the Real Estate Institute of South Australia and the board of The Australia-Israel Chamber of Commerce.

Victor has a humble and empathic approach to life and business. As a philanthropist he is always looking for ways he can give back to the community and help those less fortunate. He proudly sits as Vice President for The Blind Sporting Council and has a long history in fundraising for both this cause and many more just as deserving, including: Down Syndrome SA, Time for Kids, Cancer Council and The Cranio - Maxillo Foundation.

If you're looking for sound property or real estate advice, Victor's vast experience and knowledge will put you in good stead.

### Pam Brooks - **TREASURER**

Pam is an accountant with S.G. Kerley and Associates and is a long serving and highly regarded member of the Blind Sporting Council which relies heavily on her financial expertise. She also has an extensive sporting history, enjoying basketball, scuba diving, hiking and cycling. Some of her hikes have included the Inca Trail, Base Camp, Kokoda track and Mount Kilimanjaro.

### Dmitri Voronenko - **BOARD MEMBER**

Dmitri is an IT professional with extensive industry experience both as a developer and a business manager. Branching out from IT Patterns to concentrate on online business technologies and customised software development, Dmitri started Virtual Integrity and is its Managing Director.

His solution based approach helps clients find improvements through internal systems and processes.

He joined the Blind Sporting Council board in October 2011 and contributes his expertise to drive BSC's strategic goals. Currently Dmitri is exploring the possibilities of using online donations schemes after successfully implementing all aspects of launching Eye Support a Star online.

### Brian Lynch - **BOARD MEMBER**

Brian grew up in Omaha, Nebraska and came to Adelaide in 1993 where he married his partner, Karen. They have three school aged children all active with sports. He has a Bachelor's Degree in History and Philosophy from Marquette University in Milwaukee, Wisconsin, a Master of Visual Arts degree from the University of South Australia and





an Advanced Diploma of Financial Services (Financial Planning). Established a financial planning practice in 2001 which helps people solve their financial problems, build their wealth and prepare for the future. Being prepared is key, as the Chinese proverb instructs, “Dig a well before you are thirsty.”

Brian enjoys giving back to the community and has helped raise funds with the AMP Foundation for the Helpmann Academy for the Visual and Performing Arts, the Blind Sporting Council and other charities.

#### Anthony Clarke - BOARD MEMBER

A world champion athlete, Anthony has competed in a wide range of sports and participated in 5 Paralympics in the sport of Judo. Athletics, cricket, swish (table tennis), rowing, canoeing, golf, power lifting, pick a sport and Anthony has not only participated but excelled in them.

In his professional life he has been involved in the fitness and personal development of individuals in their sporting or recreational activities. He has worked for the Passenger Transport Board, running disability awareness programs to management, policy makers, town planners and architects.

For the last 13 years he has been running his own business as a professional speaker.

Anthony is also a musician, dancer and a cabaret performer.

#### Raju Narayanan - BOARD MEMBER

Raju arrived in Adelaide as an International student in 1999 to pursue an MBA. He has served on the BSC Board for a year and brings with him over thirty years of experience, having worked in diverse industries in both Australia and India.

In his current job as Director India, with the Government of South Australia, Raju loves the challenge of furthering economic engagement between India and South Australia.

A keen sporting enthusiast, Raju is passionate about making a positive contribution to the sporting community and greatly values the opportunity to be associated with the BSC.

He loves Adelaide and lives here with his wife and young son.

#### Lisa Smith - BOARD MEMBER

Lisa knows firsthand how fulfilling and rewarding a life filled with sport can be. She has represented Australia with much success, in the sport of Underwater Hockey. Lisa is also the current SA State Women's Masters (Cat 3) criterium and cross cycling champion. For Lisa sports was more than competitions and essentially about being healthy and social. So it came as an eye opener for her when she realized that something as basic as lack of infrastructure and support could rob so many Blind and Vision impaired individuals from enjoying sports and recreation, leaving them further isolated socially.

Wanting no longer to remain an observer, and to be part of a solution that helped such individuals achieve their dreams, prompted Lisa to join the Blind Sporting Council.

Lisa has over 15 years' experience working in large professional services firms, in Australia and overseas. She leads KPMG's Adelaide Indirect Tax Practice and assists various clients, including, not-for-profits and charitable institutions.

# STAFF MEMBERS



## From left to right:

Rajini Vasan  
Tom Peter Changarathil  
Matthew Carey

### Rajini Vasan

#### CEO – NATIONAL

Raj has over 20 years experience spanning three countries, across various industries including hospitality, tourism, arts and the not-for-profit sectors. A Hotel Management graduate from India with a degree in Sociology and a post graduate degree in English Literature, Raj arrived in Adelaide in 1996, and has taken on various executive roles with Hyatt Regency Adelaide, Adelaide Festival Centre and Novita Children's Services, to name a few.

During her time as the Executive Manager for Kids Future Kids in 2006, the organization won the Prime Minister's Award for Excellence in Community Business Partnerships

and Raj was the SA Ambassador for FACSIA promoting community - business links.

Raj continues to also serve on several boards including Premier's South Australian India Advisory Council, Ambassador for OzAsia Festival and Youthinc. She is inspired by the resilience and strength of the clients she represents on the Blind Sporting Council and looks forward to growing BSC for the benefit of the community.

### Tom Peter Changarathil

#### ADMINISTRATION MANAGER

Tom became part of the BSC family in 2012. Since then he has also been looking after administration and communications, through the

website and social pages. His keen interest and previous experience in international media, marketing and entertainment have assisted him in promoting the BSC brand.

Internet and social media are of particular interest to Tom which he believes is yet to be tapped to its full fundraising potential. He is intricately involved in the launch of BSC's prestigious fund raising program Eye Support a Star and believes it will be a game changer.

Prior to joining BSC, content production and presentation has been the mainstay of his career over five years in Adelaide, spanning multimedia broadcast and publishing across online, radio, television and print.

He spends his free time exploring Adelaide with his wife and young child.

**Matthew Carey**  
**COMMUNITY LIAISON ADMINISTRATOR**

Matthew Carey has been totally blind since birth. However, assisted by the determination and support of his parents, Linda and Peter Carey, he has not allowed his blindness to hold him back from fully participating in all aspects of life.

Matthew participated in the Pan Pacific games for the blind on three occasions. He has also participated in Goal Ball, Blind Cricket and Tenpin Bowling.

Matthew has long had an interest in radio, and was a regular on the KG

Sports Show for five years. Along with brother Justin, he also hosted his own radio show on community radio station Coast Fm, and went on to the position of Program Coordinator at youth station Fresh Fm.

He is now nearing the end of his second year with the Blind Sporting Council.





**Brad Henderson** (above)  
winner of the Karen Cornaggia  
Memorial Scholarship award for 2014

## EYE SUPPORT A STAR

Chair : **Lisa Smith**

Support : **Dmitri Voronenko, Anthony Clarke**

Eye Support a Star, our flagship campaign, was launched at a public event in Rundle Mall with an exclusive corporate event at the Prestigious Toyota showroom, our host partner. With the generous support of our corporate sponsors, BSC showcased its new brand and Brad Jansen, President, presented ESS, a simpler, truer model complete with a specific call to action that will allow our Organization to achieve significant improvements in productivity, employee engagement, client and sponsor satisfaction and ultimately, success.

ESS campaign now has over 85 blind or vision impaired athletes registered on our database, with 10 individuals already sponsored and corporate companies considering sponsorship of teams. With a dedicated website, ESS will be the key focus for BSC going forward as it not only offers residual income which is important to a small charity like us but because 95 cents from every dollar raised directly go to funding programs and services for our sports people, thanks to a generous donation from Community Benefit SA and The Australian Hotels Association. For further information, please look up [www.eyesupportastar.com.au](http://www.eyesupportastar.com.au)

## EYE 2 EYE (EVENTS)

Chair : **Victor Velgush**

Support : **Steve Holmes, Anthony Clarke**

BSC raised the bar considerably this year with our 2013 Annual Eye 2 Eye Gala at The picturesque Grand Ballroom at Stamford Grand, Glenelg. Over 220 guests attended the event this year including many new supporters. We welcome Workskil, Lexus of Adelaide, Harvey Norman, Finlaysons and KPMG on board and thank our regular guests for their ongoing support. A superb 3 course meal complemented by the superb range of wines from Fox Creek Wines, Coopers beers and the award winning band, The Borderers completed the evening.

The highlight of the evening was the live auction with Victor Velgush from Refined Real Estate in his custom made silver suit who took bidding to a whole new level. It was interactive, fun and guests rose to the occasion, digging deep into their pockets.

The evening also saw Brad Henderson win the Karen Cornaggia Memorial Scholarship award for 2014 and the wonderful Dennis Lorenzin won the inaugural 2014 Workskil Hall of Fame Award for service to Blind Sport.

A great evening of celebration and networking, made possible by the generosity of our sponsors, auction donors and supporters. We thank you all and look forward to offering you another incredible experience next year.

# INCOME DEVELOPMENT REPORT



## EYE CHANGE

Chair : **Brad Jansen, Pam Brooks**  
Support : **Lisa Smith**

With the rise of online fundraising many organisations might think the days of tin-rattling are over. We do not believe this is true. Sending out volunteers with collection tins, or setting up tins on the counters of shops, cafes or bars, is an incredibly effective way to raise funds for BSC as it establishes a tangible, meaningful connection between the cause and the donor.

Recognizing this, BSC has ordered a further 100 tins to be placed in business and shop fronts across metropolitan Adelaide. BSC already has 100 tins in various sporting clubs and retail outlets.

## EYE CHALLENGE

Chair : **Brian Lynch**  
Support : **Pam Brooks**

A Tourrific start to 2014!

In January, over three quarter of a million people supported the stars of cycling from all over the world. Closer to home, there are stars you've probably never heard of that need your support too. These are our blind and vision impaired athletes.

Adelaide is privileged to be home to a number of sight impaired paralympians including five-time Paralympics' gold medallist Kieran Modra and Paralympian and two times World Champion Felicity Johnson.

The Tour Down Under hit the streets of Adelaide in January and so did the Blind Sporting Council. BSC is privileged to have been chosen as a charity partner by Prospect Council and participate in the Tourrific Prospect Street Party on Tuesday 21 January 2014.

Around 20,000 people gave Prospect Road a real festive feel, helped by our Paralympians Kieran Modra, Felicity Johnson and the Euride Mercedes team who wowed the crowd on their tandem bikes along the specially made hot dog criterium.

Helping to give us a presence at the event was sponsor Qattro Property Developers, whose Managing Director Brad Jansen is also the President of BSC.





## EYE ACHIEVE

BSC had its most successful Lottery in 2013. The fantastic job done by Community Links was aided by BSC securing in kind sponsorship for its prize money as well as extending the lottery period by another 3 months. Our sincere thanks to Robert Cole, CEO of Epilepsy SA and Community Links, Jarred Motors, Becky Kent – Perchalla Travel Associates and Good Guys Edwardstown for their support in making our Eye Achieve Lottery such a huge success.

## CITY2SURF FUN RUN

The Blind Sporting Council made its debut at this year's Sun-Herald City2Surf race, in which over 81,000 participants hit the streets for the annual 14 kilometre run in Sydney.

Representing the Blind Sporting Council were blind Athlete Katherine Walshaw and board member Brian Lynch. The experience has inspired both of them to commit to the race again next year. Well done Katherine and Brian.

## CITY – BAY FUN RUN

The Blind Sporting Council was again at this year's Sunday Mail City-Bay fun run. Continuing their support this year too, Victor Velgush and his team at Refined Real Estate provided us with the perfect location on Anzac Highway. Here we engaged with the 40,000 runners and walkers making their way to Glenelg.

The highlight of this year's run was the participation of Brian Lynch and Anthony Clarke, both members of the BSC board. They finished the 12km course in 86 minutes – a remarkable debut performance!

Together with our wonderful team of volunteers from Refined Real Estate and the staff of City of Holdfast Bay, we gave out over 3000 bottles of water, 2000 ice blocks and 1000 balloons.

## MT. LOFTY CHALLENGE

Blind Sporting Council partnered with Youthinc\* at their Annual Mt. Lofty Challenge on Sunday, the 4th of May. The challenge is the trek from the base of Waterfall Gully to the top of Mt. Lofty and back.

Enthusiastic trekkers began at 7 am and after recording their best time on the leader board at the top, returned for a gourmet sausage sizzle and refreshments and

# INCOME DEVELOPMENT REPORT



## CONNECTING WITH OUR COMMUNITY

BSC was involved in over 20 speaking engagements this year, addressing schools, service clubs and businesses across Adelaide with many more events committed for the rest of the year. The aim is to not only raise awareness of the importance of sport for people living with vision impairment and the role of the Blind Sporting Council but to engage and connect with the community we live and work in. A major outcome of our active engagement in the community saw BSC secure several volunteers to run our major events as well as sponsor athletes on our Eye Support a Star program.

## INNOVATIONS

Chair: **Raju Narayanan**

Support: **Dmitri Voronenko, Brad Jansen**

Life in the non profit sector is changing rapidly. We need leaders – both at the staff and board level – that understand this and can respond appropriately. This requires a strategic view, innovation and the ability to engage the community in creating the desired future. Strategy without awareness is all too common in non profits. It results in organizations diverting resources from what matters most.

Sustainability boils down to a very simple fact: If I continue to do things that I do today, will I exist tomorrow? In balancing the short, medium, and long term, I think you have to spot the opportunities and map them. And say, “Well, what do I have to do so that the next 3 years are going to be great years? What, from 5 to 10 years? And what could be in 20 or 30 years?”

To anticipate and answer these questions, the Board created a new Innovations sub-committee portfolio. This sub-committee will work with the CEO in

identifying the keys to creating a culture of strategic awareness where board members and executives function from curiosity and possibility for the long term viability of BSC.

## GRANTS

Chair: **Anthony Clarke**

Support: **Pam Brooks**

The state is in full retreat everywhere as a provider of a social safety net. Only private charity can fill this vacuum. And through the generosity of our donors, we have witnessed the growing role of private charity. We extend a heartfelt thank you to Workskil Australia, the Liquor Industry Charity Golf Day, Australian Executor Trustees and ANZ for their generous grants to The Blind Sporting Council.

# SUPPORTED EVENTS



## PIN & WIN CAMPAIGN

Blind Sports Australia and Eye Support a Star have joined together for a national fundraising promotion.

The Pin & Win campaign runs from February 2014 to February 2015 whereby by buying a collectible lapel pin you will receive a scratch card in which there are \$30,000 in instant prizes to be won, and a code to enter the \$30,000 major prize draw. Blind Sports Australia and Eye Support a Star seek to work together in the best interests of blind and vision impaired sporting participants. Through our member organisations we support local, national and international sporting events and opportunities. We also promote sport as an activity that blind people can participate in – in fact most sports can still be played even though blind and vision impaired. For instance the Blind Golf World Championship held in Nelson Bay, NSW in May. The Australian Blind Bowls Association held their national competition in Perth late April. The Australian Blind Cricket team touring India and Sri Lanka in April and our Blind and Vision Impaired Ten Pin Bowling team who are going to the World Championship in South Korea in 2015.

Blindness can affect anyone, but going blind does not mean that people have to stop doing the activities they enjoyed before losing their sight. There are blind tennis, blind cycling, blind skiing, blind mountain biking (yes even mountain biking!) programmes available. Often blindness hampers a person's ability to afford to continue their sport, particularly at representative level. That is where you, and we, can assist.

Blind Sports Australia and Eye Support a Star with your help can continue to support our members in providing these opportunities. Please support the Pin & Win promotion. Look out for sellers near you.

## MT. BARKER AUXILIARY GROUP ACTIVITIES

Led by the inspirational **John Cornaggia**, Mt. Barker resident and former president of the BSC, the Mt Barker Auxiliary has done amazing things this year. John and his band of volunteers have organized numerous events, which have raised significant awareness and funds for the Blind Sporting Council. The highlights of their fund raising activities include a couple of quiz nights, movie night, art markets, sausage sizzles and the recent Eye Tri Fun Day.

We offer our heartfelt appreciation and thanks for their dedication, hard work and commitment.

## UNISA COLLABORATES WITH BSC

For the third consecutive year, the event management students of UniSA collaborated with Blind Sporting Council in running a movie night fundraiser. This event has become a regular feature on the BSC social calendar and not only raises awareness and funds but introduces many new supporters and volunteers to BSC. We thank Matt Schmidt, course coordinator, for his continued support and advice and the team from UniSA in working with BSC to fulfil their work experience obligations.

# ACHIEVEMENTS

## TESTIMONIALS

Callum Harper is a thirteen year old boy who has a great passion for sport. He started losing his sight at age three and a half due the disease Retinitis Pigmentosa. Within twelve months he had lost his sight being left with only light perception. While this was devastating to everyone involved it didn't stop Callum from being an active boy who will give anything a try.

Growing up Callum fostered a great love of all sports especially cricket and AFL (he is a mad Geelong fan!). While living in Tasmania provides an idyllic lifestyle it is also very isolating for Callum in regards to sporting opportunities, therefore three years ago Callum started attending the Junior blind cricket clinics run by Victorian Blind Cricket association at Kooyong in Victoria. As parents there were no words to describe how we felt seeing Callum involved in meaningful sport and it has grown Callum's confidence and skills, both social and physical. He now plays club cricket for Institute Blind Cricket Club travelling from Launceston to Kooyong each Saturday during the cricket season to play his matches.

Callum has now been selected to represent Australia in the Australia A development tour of New Zealand starting January 19, 2015. When Callum first started playing cricket his dream was to one day "play for Australia" he now has the awesome opportunity to achieve this dream. While Callum's involvement in cricket is a huge commitment financially, the contribution we have received from the Blind Sporting Council has eased some of the burden and we are extremely grateful for this. - **Amanda Harper**

**" WHEN CALLUM FIRST  
STARTED PLAYING CRICKET HIS  
DREAM WAS TO ONE DAY "PLAY  
FOR AUSTRALIA" HE NOW HAS  
THE AWESOME OPPORTUNITY  
TO ACHIEVE THIS DREAM. "**



Please let me begin by introducing myself, I am Tania Smith and I currently hold the Treasurers position for Goalball WA. At our recent AGM retiring President Ben Rowe passed on your email to the new committee members showing our success in receiving funds from your organisation.

I cannot express the appreciation for this grant as the Nationals proved to be an expensive event to host. However the event was very successful and WA had all four grades represented in the finals with the results being; Men's/Silver, Women's/bronze, Youths/silver and the first year we were represented by a Junior team which we are very proud to say completed the entire four days undefeated and stormed home with a gold medal.

The overall highest/most consistent performance for one state was also taken out by WA and we received the Australian Goalball Perpetual Trophy. Goalball WA also had players name in the Honorary All-stars Teams in all four divisions.

With your very generous grant we will be able to recover some of the cost incurred and start preparing for the coming year and hopefully expanding our memberships. So thank you again. - **Tania Smith** GOALBALL WESTERN AUSTRALIA INC

I attended the blind world power lifting championships in China. It was a great a event with 12 countries completing. 2 lifters from Australia myself and another blind lifter from Victoria.

I finished 5th in my weight class of 8 lifters. However came first in the master 1 category. I was very grateful of the funding given to me by the Blind Sporting Council as there is no financial support at all for blind power lifters in Tasmania. I have spent months sending out letters requesting assistants, without luck.

So I do appreciate your help,  
Thank You ! - **Phil Menzie**



# GRANTS DISTRIBUTED 2013/14



THE TOTAL AMOUNT OF DISTRIBUTED GRANTS WAS

# \$35,397

A total of 17 grants were distributed to blind/ vision impaired athletes/sports people and organizations supporting them during the 2013/14 financial year. This assisted people to take part in various competitions and events throughout the year.

## GRANTS WERE DISTRIBUTED TO PARTICIPANTS WHO TOOK PART IN THE FOLLOWING SPORTS:

Cricket  
 Tandem Cycling  
 Power Lifting  
 Horse Riding  
 Athletics  
 Dancing  
 Lawn Bowls  
 Goal ball  
 Golf  
 Gym Training  
 Swimming  
 Sports Development

## BLIND SPORTING COUNCIL 2013 - 2014 GRANTS

Sport	Details	Grant
Physical Training - Mark Costello	Gym Training	\$ 1750
Cricket - SA Blind Cricket	Nationals(SA)	\$ 2000
Cricket – Callum Harper	Training (VIC)	\$ 700
Golf – Glenn Niciejewski	Blind Golf British Open (UK)	\$ 1380
Golf – Blind Golf NSW	World Golf Championship (NSW)	\$ 1100
Tandem Cycling – Damien Williams	Tandem Cycle	\$ 3000
Tandem Cycling – Euride Tandem Team	Tandem Project	\$ 1000
Tandem Cycling – Brad Henderson	Training	\$ 500
Power Lifting – Phil Menzie	World Blind Powerlifting Championships (China)	\$ 1875
Goalball – Thanh Tu	IBSA Goalball Asia Pacific - China	\$ 705
Goalball – Rachel Henderson	Nationals (WA)	\$ 1000
Goalball – Goalball WA	Nationals (WA)	\$ 3084
Horse Riding – Riding For The Disabled TAS	Nationals (VIC)	\$ 1722
Athletics – Jonathan Goerlach	Natl. Para-Triathlon series (VIC & QLD)	\$ 270
Multiple Discipline – Tri State Games	Tri State Games 2013 (SA)	\$ 3000
Dancing – Anthony Clarke	Ballroom Dancing (SA)	\$ 1311
Sports Development - RSB	Kent Dredge (SA)	\$ 11000
<b>TOTAL</b>		<b>\$35397</b>

# SUPPORT THE BUSINESSES THAT SUPPORT US!

**BSC has entered into strategic partnerships** with local businesses in our **community**, whose generosity and support is facilitating the participation of many blind and vision impaired athletes in their chosen sport.

These mutually beneficial partnerships ensure that BSC is offering value to the sponsor through referrals and endorsement, ensuring viability and long term sustainability in a way that is more enduring, a handshake rather than a hand out.

We sincerely thank our supporters,

**we couldn't have done it without you!**



## PRINCIPLE SPONSOR:



## SPONSORS



## GRANTS



## EVENT PARTNERS



## CHARITY PARTNERS



## PRINT PARTNERS



## DESIGN PARTNERS



# BSC BENEFACTORS

## BSC Benefactors List

Blind Sporting Council **warmly thanks its supporters** without whose support we couldn't have continued with our good work in the community.

Your generosity and donations, either in-kind, product or financial has contributed to maximizing our fundraising dollar to the end user, namely, the blind and vision impaired people of South Australia.

**We encourage you to support the businesses and organizations that support us.**



Adelaide Festival Centre

ANZ Staff Foundation

Australian Executive Trustees

Australian Hotels Association

Beerenberg

Bennetts Magill Pottery

Billy Baxters

Bridgestone Tyre Centre

Burts Bees

Capri Theatre

Cast Stone

Charlesworth Nuts

Cheap as Chips

Chocoholics

Clipsal

Coles

Coopers

Communities Benefits SA

Creative Grease

Crowies Paints - Mount Barker

DJ PR

Endota Spa

Enzo's

Fasta Pasta

Felmeri Homes

Festival City Photo graphy

Fox Creek Wines

Fringe Benefits

Garage Mahal

Goodlife

Greenhills Adventure Park

GW Cox

Haggle & Co.

Hair Machine

Harris Scarfe

Highway Hotels



Hungry Jack's	Mt. Barker Auxiliary Group	Simone Perele
John Cornaggia	National Pharmacies	Snowy's Outdoors
Julies of Burnside Village	National Railway Musuem	State SA Theatre Company
Jurlique	Nima Raoofi	Steam Ranger
Just Cuts	Noarlunga AMF Bowling	SH Marketing
La Tombola Italian Restaurant	O'Donnell Griffin	Tanya Ryan
Laubman & Pank	Old Tailem Town	Terry White Chemists
Lions Club	Qattro	The Cheese Cake Shop
Maggie Beer	Refined Real Estate	Vintage Cellars
Marcellina	Rotary Clubs	Virtual Integrity
Marion Bowland	RPH Adelaide	
MBA Financial Strategists	SG Kerley & Associates	



success begins with access

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