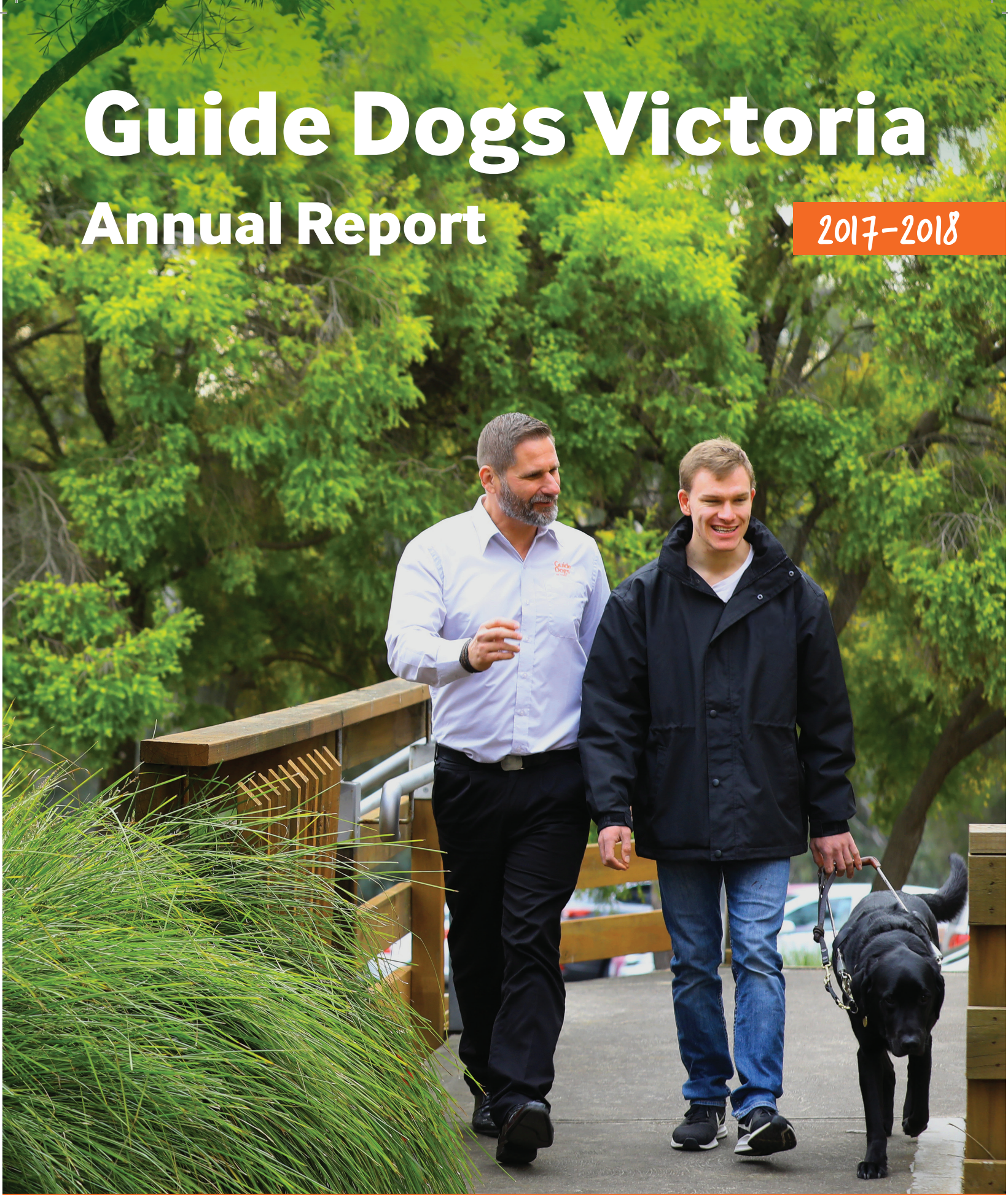


Guide Dogs Victoria

Annual Report

2017-2018



CEO's message

It has been a momentous year for Guide Dogs Victoria. Not only have we bred the most puppies in over a decade, we have increased the number of new Clients we serve by 23% and supported many new and existing Clients to transition into the National Disability Insurance Scheme.

At Guide Dogs Victoria, we remain committed to creating a more welcoming and inclusive Victoria. In keeping with this commitment our newly launched social enterprise, Dialogue in the Dark™ welcomed over 10,000 visitors this year, 99% of whom left with a more positive attitude towards people who are blind or have low vision. The results of our first Dialogue in the Dark™ Social Impact Report are exceptional and provide powerful evidence to support the achievement of our goal to create a platform for social change for all Victorians.

2018 has seen the Guide Dogs Australia Federation embark on a new era of collaboration and innovation across the nation. As the only national provider of vision support services, these collaborations will significantly improve outcomes for the thousands of Australians, young and old, that we support, both now and into the future.

Guide Dogs Australia was also awarded the Most Trusted Charity Brand in Australia for the sixth year in a row*. This is an incredible result and a true testament to the quality of our staff and volunteers and the integrity of the services we provide.

Our plan to redevelop our Kew Campus has received overwhelming support and will enable a more sustainable future for our iconic organisation. As the number of people in Victoria requiring our services increases year on year, the new campus will help us deliver services to meet this growing demand. This transformational project will set Guide Dogs Victoria on its own journey towards independence. You have my commitment that Guide Dogs Victoria will support more Victorians than ever before, to achieve a life of freedom and independence.

As we close off on another fantastic year, I would like to sincerely thank the Victorian community for your ongoing generosity and faith in us.

Karen Hayes & Willow

CEO Guide Dogs Victoria and Ambassador Dog

"At Guide Dogs Victoria, we remain committed to creating a more welcoming, accessible and inclusive Victoria."



Statement from the Chairperson

Guide Dogs Victoria has had an outstanding year and continues to lead the sector in innovative practice and strong fiscal management.

With the number of Victorians living with low vision and blindness set to double by 2020, it is imperative that we continue to focus on growing sustainably to ensure we meet the rising demand for our services. A major part of this plan for the future is the redevelopment of our Kew Campus into a world-class facility. In addition, the organisation is focused on the implementation of new technologies, such as Beacon and Voice-tech to enable a more accessible Victoria for all.

These initiatives could not be achieved without the generous support of our loyal base of donors and supporters, who continue to place their trust in Guide Dogs Victoria to deliver services to people with low vision or blindness and enable them to achieve their goals in life.

On behalf of the Board, I would like to congratulate Chief Executive Officer Karen Hayes and her Senior Leadership Team for their passion and commitment to delivering the very best outcomes for the people we support and their families both now and into the future.

Charles Thompson

Chairperson, GDV Board



A word from our Patron

As Patron, I have been fortunate to meet many of the clients, both young and old, supported by Guide Dogs Victoria.

I am consistently impressed by the stories they tell of empowerment, resilience and strength, facilitated by your programs.

I know too of your tireless determination to advocate for accessibility and inclusion for all Victorians with low vision or blindness. Whether in the form of new technologies, public awareness campaigns or advising on policy, Guide Dogs Victoria is constantly seeking ways to improve the landscape for Victorians living with disability.

The Guide Dogs Victoria team should be congratulated for another successful year supporting both children and adults with low vision or blindness. Thank you for encouraging them, and giving them the confidence to achieve their goals in life.

The Honorable Linda Dessau AC

Governor of Victoria



Our board



Charles Thompson

Chairperson



Jenny Gray

Board Member



Graeme Houghton

Board Member



Iain Edwards

Vice Chairperson



David Cochrane

Board Member



Angela Wheelton OAM DSI

Board Member
Appointed 24 July 2018



Maria Mercurio

Board Member



Anthony Kearns

Board Member



Bruce Porter

Honorary Treasurer
Resigned 27 February 2018



"our values set the standard for our services, employees and volunteers. They are integral to our ongoing success and form the basis of our positive reputation."

Vision & mission

Our vision & mission

The first choice provider of services for people with blindness and low vision that enables a lifetime of independence.

Our values

Guide Dogs Victoria is committed to a set of values that underpin all that we do in the following areas:

Client Service

Accountability and Transparency

Professional Excellence

Honesty and Integrity

Mutual Respect and Trust

Success Through People



Key financials

Statement of Comprehensive Income for the Year Ended 30 June 2018

	2018	2017
Revenue		
Fundraising and gift in wills	11,929,830	10,554,791
Funding for capital purposes	3,318,996	5,467,951
Revenue from merchandise sales	1,579,285	2,115,998
Revenue from the provision of dogs and orientation mobility services	3,303,027	2,338,079
Rental revenue	60,736	45,343
Finance and investment revenue	225,643	452,726
Other income	94,091	6,553
Total Revenue	20,511,608	20,981,441
Expenditure		
Fundraising and gift in wills	(3,290,297)	(3,420,285)
Cost of merchandise sales	(1,841,100)	(2,429,690)
Cost of provision of dogs and mobility services	(9,359,023)	(6,821,771)
Community information and public education	(2,243,839)	(1,572,262)
Corporate services	(688,842)	(1,000,701)
Other expenses	(132,108)	(65,936)
Total Expenditure	(17,555,209)	(15,310,645)
Surplus before income tax	2,956,399	5,670,796
Income tax expense	-	-
Surplus for the year	2,956,399	5,670,796
Other comprehensive income		
Net unrealised gain on re measurement of available for sale financial assets	201,741	116,266
Total comprehensive income for the year	3,158,140	5,787,062



Statement of Financial Position for the Year Ended 30 June 2018

	2018	2017
Current assets		
Cash and cash equivalents	10,223,327	5,444,532
Trade and other receivables	1,227,550	3,142,133
Inventories	1,166,215	1,341,957
Financial assets	2,724,711	2,085,344
Total current assets	15,341,803	12,013,966
Non current assets		
Financial assets	938,333	975,100
Property, plant and equipment	8,412,377	8,752,025
Intangible assets	-	-
Investment property	1,162,215	1,050,000
Total non current assets	10,512,925	10,777,125
Total assets	25,854,728	22,791,091
Current liabilities		
Trade and other payables	693,089	925,175
Provisions	1,037,097	965,282
Total current liabilities	1,730,186	1,890,457
Non current liabilities		
Provisions	156,957	91,189
Total non current liabilities	156,957	91,189
Total liabilities	1,887,143	1,981,646
Net assets	23,967,585	20,809,445
Accumulated funds		
Reserves	14,799,791	11,296,957
Retained earnings	9,167,794	9,512,488
Total accumulated funds	23,967,585	20,809,445



The 2018 Financial Report contains the Directors' Report and Annual Financial Statements, and Performance Statement, together with the Auditor's Reports thereon. The 2018 Financial Report is made available to Members and can be accessed from our website.

Our achievements 2017-2018

Client services



People & culture



Dialogue in the Dark™



Fundraising



\$15M
TOTAL DONATIONS
RECEIVED

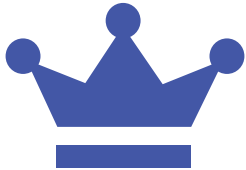


4,600
STUDENTS REACHED



GORMAN DOG
COATS RAISED
\$80K

Marketing



MOST TRUSTED BRAND
SIX YEARS IN A ROW *



MEDIA REACH

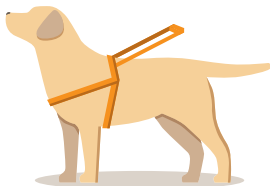
69,550,731



WEBSITE VISITS

146K

Guide Dog Services



7,645
GUIDE DOG TRAINING
SESSIONS



IMPROVEMENT
IN GUIDE DOG
SUCCESS RATE!

40%



73
GRADUATING
DOGS

* As voted by the Readers Digest audience 2012-2018.

Thank you

Gifts in Wills & Major Supporters

120 Collins
Adele Prescott
Adrienne Hodge
Aesthetic
Aija Postneck
Ainslie Cummins
Alan Abbey
Alastair Akhurst
Alastair Robinson
Albert Miller Webster
Alexandra Stewart
Alf Leysen
Alfred Noel Curphey
Alison Nash
Allan Tanock
Allbeau Pty Ltd
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Angela Thomas
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Anne Elizabeth Raymond
Anne Shepherd
Anne Van Munnen
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Annie Gladys Matthews
Annie Rose
Annie Tait
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Anthony Prowse
Aron Ping D'Souza
Arthur Fullwood
Arthur Penberthy
ASIC
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Bourke Street
Bank of Melbourne -
The Pines
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Barbara Haymes
Bassan Faraj
Battery World
BB & A Miller Foundation
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Belinda Roper
Bell Charitable Fund
Beryl Haynes
Beryl Neill
Bessie Mary Thompson
Betty Amsden
Betty Brenda Spinks
Beverley Cameron
Birchall Family Foundation
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Boroondara City Council
Bowness Foundation
Brian M Davis Charitable
Foundation

Bruce McDonald Charitable
Trust
Bryce Morten
Burnley Masters Pty
Business Victoria
C Sweeney
Cambridge Primary School
Carol Miller
Carole Beaumont
Carolyn Giles
Carolyn Kirby
CBRE
Charles and Cornelia Goode
Foundation
Charles Henry Maynard
Charles Thompson
Christine McCallum
Christopher Turnbull
City of Melbourne
Clifford Trotman
Coles Group Limited
Collier Charitable Fund
Commonwealth Bank
Constance Estelle Crerar
Crown Melbourne Limited
Cynthia Nance
David Davidson
David Owen
Dawn Alexander
Dawn Wade Foundation
Deloitte Foundation
Denise Archer
DIBP
Dinah Tobias
Donald Davis
Dorae Jesberg
Dorothy Ghent
Dorothy Mann
Douglas Byrne
Douglas Mosbey
Dr John and Jenny Leaper
DTS Group
Dudley Barton Adams
Edith Burgess
Edith Grace Kemp
Edna Curwen-Walker
Edna Doris Olson
Edward McCann
Edward Miller
Eileen Farrar
Eileen Quayle
Elaine & Richard Stradwick
Eleanor Baillieu
Elizabeth Beischer
Elizabeth Magdalene
Toomey
Enid Godfrey
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Network Inc.
Equity Trustees
Equity Trustees - Grosvenor
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G Wucherpennig
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Geoff Wing
George Alexandrakis
George Doust
Geraldine Russell
Gerard Whitely
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Gillian Dahlsen
Gillian Gubbins
Glenn Annetts
Godfred Oesch
Good 2 Give
Gordon Duxbury
Gordon Yau
Gourmet Pawprints
Graham Facey
Graham Goldie
Greg Shalit
Gregory Easdown
Gustav Nossal
Gwendoline Maurice
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John Downer
John Harris
John McLeod
John T Reid Charitable Trusts
John Toomey
Joseph Norman Mason
Joy Purcell
Joy Wellings
Judith Lewis
Judy Maddigan
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June Allison Henderson
June Smith
Justin Twomey
Karen and Graeme Hayes
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Kenneth Mervyn Beagley
Kerrith Baggallay
Kevin Doyle
Kim Sullivan
King Family Foundation
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Laura De Caneva
Laurel Gresswell
Laurence Chadwick
Len and Elana Warson
Lillian Carter
Linda Brown
Lisa Butcher
Lois Tyack
Lola Poynton
Lola Sterling
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Lotte Monotti
M Armstrong
M Murphy
Magda Somogyi
Mandy Deam Foundation
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Margaret Facey
Margaret Hampton
Margaret Joan Malley
Margaret Olivia Troy
Margaret Richards

Margaret Ross
Margaret Skehan
Margaret Turner
Marie De Bavay
Marie Hodgins
Marie Warden
Marjorie Heitmann
Marjorie Louisa Hayes
Marjorie Wilks
Mark Stiles
Mars Petcare Australia
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Mary & Ian Mathieson
Mary Veronica Jones
Mateen Mirza
May Pluckrose
McGrath Real Estate
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Michael Stewart
Michael Teuma
Millicent Dwight
Miriam Faine
Monash Chinese Events
Organising Committee Inc.
Moon Dog Brewing
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Myrna Isobel Walker
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Neville Brice
Neville Smith
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Ross Blair
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Sylvia Reynolds
T Phillips
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Una Cookson
Urquhart Charitable Fund

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Zillah Wooster

AIS Insurance Brokers
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G W Vowell Foundation
Geoff and Helen Handbury Foundation
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Tasmania
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Shine On Foundation

Thank
you!



**Guide
Dogs**
VICTORIA



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