

# THE OTIS FOUNDATION

2024 Annual Report





# ACKNOWLEDGEMENT OF COUNTRY

The Otis Foundation acknowledges the Traditional Owners and Custodians of Country throughout Australia.

With deep respect, we recognise the rich diversity of languages, customs, and ancestral knowledge that sustain their connections to lands, waters, and communities.

Our respect is extended to Elders of the past, present, and emerging leaders who carry forward the hopes, dreams, and cultural heritage of First Nations peoples across Australia.

We are grateful to share these lands, particularly acknowledging the lands upon which The Otis Foundation was founded.

**Dja Dja Wurrung and  
Taungurung Nations**

in Bendigo VIC

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CEO		<b>Supporters</b>	<b>11</b>	Financial position	
<b>2024 Snapshot</b>	<b>04</b>	Our Supporters		<b>Auditors Report</b>	<b>17</b>
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<b>Guest Statistics</b>	<b>07</b>	Pro bono supporters		<b>Thank You</b>	<b>19</b>
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Guests on wait list					

## MESSAGE FROM OUR **BOARD CHAIR**



Over the past year, the Otis Foundation has diligently focused on its Strategic Plan. We enhanced our outreach efforts, connecting with diverse recipients in regional areas.

Our strong communication with stakeholders has underscored the positive impacts of donations, with 84 cents of every dollar raised directly supporting guest stays.

The team has upheld best governance practices and is actively pursuing new partnerships and funding opportunities to further our mission.

Thank you for your continued support.

A handwritten signature in black ink, appearing to read 'Anne'.

**Anne Baker**  
Chair Board

## MESSAGE FROM OUR **CEO**



I am genuinely proud of what we've accomplished over the past year.

Despite the challenges in economic climate, we've increased our guests having a gifted stay by 10%, offering more families a much-needed respite during their breast cancer journey.

We've also established new national partnerships and launched a collaborative research project with Western Health.

It's a true privilege to be part of the Otis family, working alongside our dedicated team, volunteers, board members, and cherished guests.

A handwritten signature in black ink, appearing to read 'Claire Culley'.

**Claire Culley**  
Chief Executive Officer

**1,604**

**GUESTS & LOVED ONES WELCOMED**



**10%**

**INCREASE**

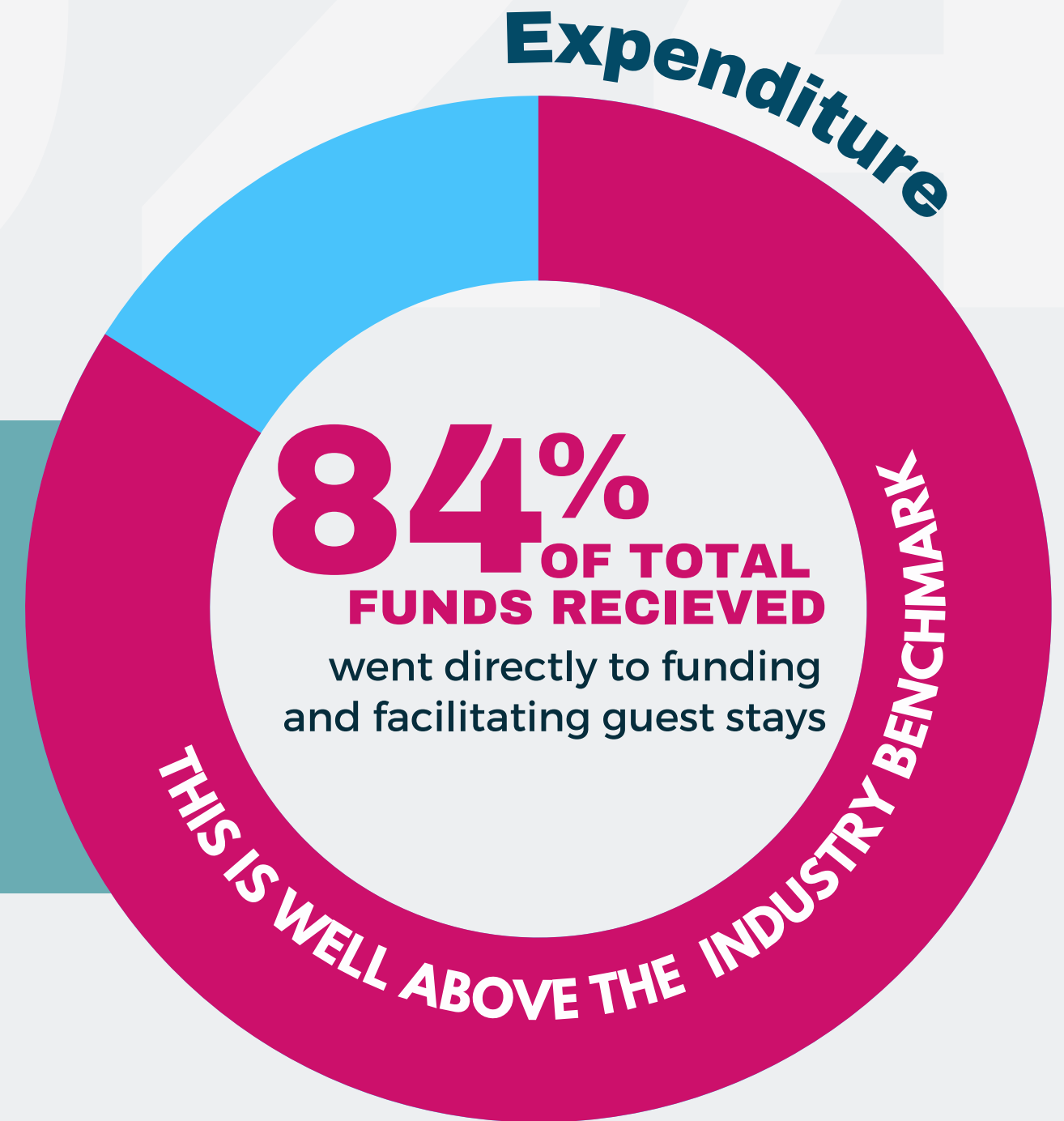
**on guests & loved ones welcomed from 2023.**

**167**



**ADDITIONAL NIGHTS**

**With stays in every state and territory.**



\*Expenditure within the 84% includes property expenses, cleaning/linen, insurance; bookings staff, ITC, etc.

# MINDS SET

## GUEST MINDSET AFTER THEIR STAY

Based on guest feedback, 98% of individuals reported an improved (85%) or stable (13%) mindset after their Otis stay.



**OF GUESTS REPORTED  
IMPROVED OR STABLE  
MINDSET AFTER THEIR  
OTIS STAY**



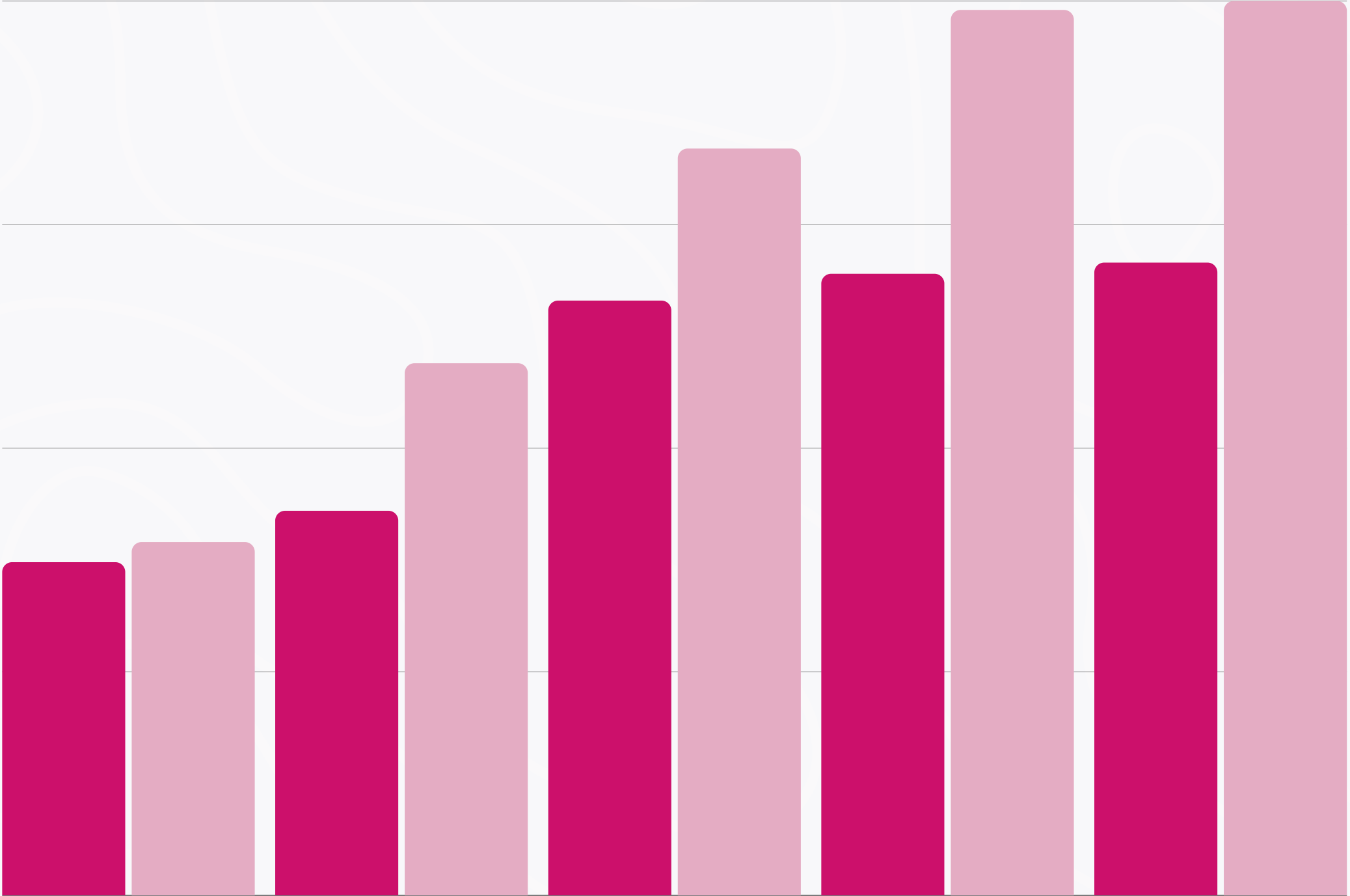
# **HONOURING OUR FOUNDER**

Judy Burley's legacy is a powerful testament to resilience, compassion, and an inspiring vision that will lead The Otis Foundation into a momentous 25th anniversary in 2025! Her dream of providing respite in serene, beautiful settings for those facing life's challenges sparked the creation of The Otis Foundation in 2000. Named in loving memory of her cherished dog, Otis, the foundation began its journey by offering the first 'guest stays' in the picturesque Mandurang Valley of Bendigo.

Today, Andrew Barling OAM carries forward Judy's remarkable legacy with unwavering dedication, embodying her vision of helping others find solace and healing in nature. As we approach this significant milestone, we are excited to honor Judy's enduring impact and the countless 'guest stays' that have brought comfort and peace since 2000.

Together, we look forward to expanding our reach and deepening our impact, ensuring that the gift of respite continues to flourish for many more years to come. Join us in celebrating this incredible journey and the lives touched along the way!

# GIFTED GUEST STAYS & GUESTS ADDED TO WAITING LIST



2020

2021

2022

2023

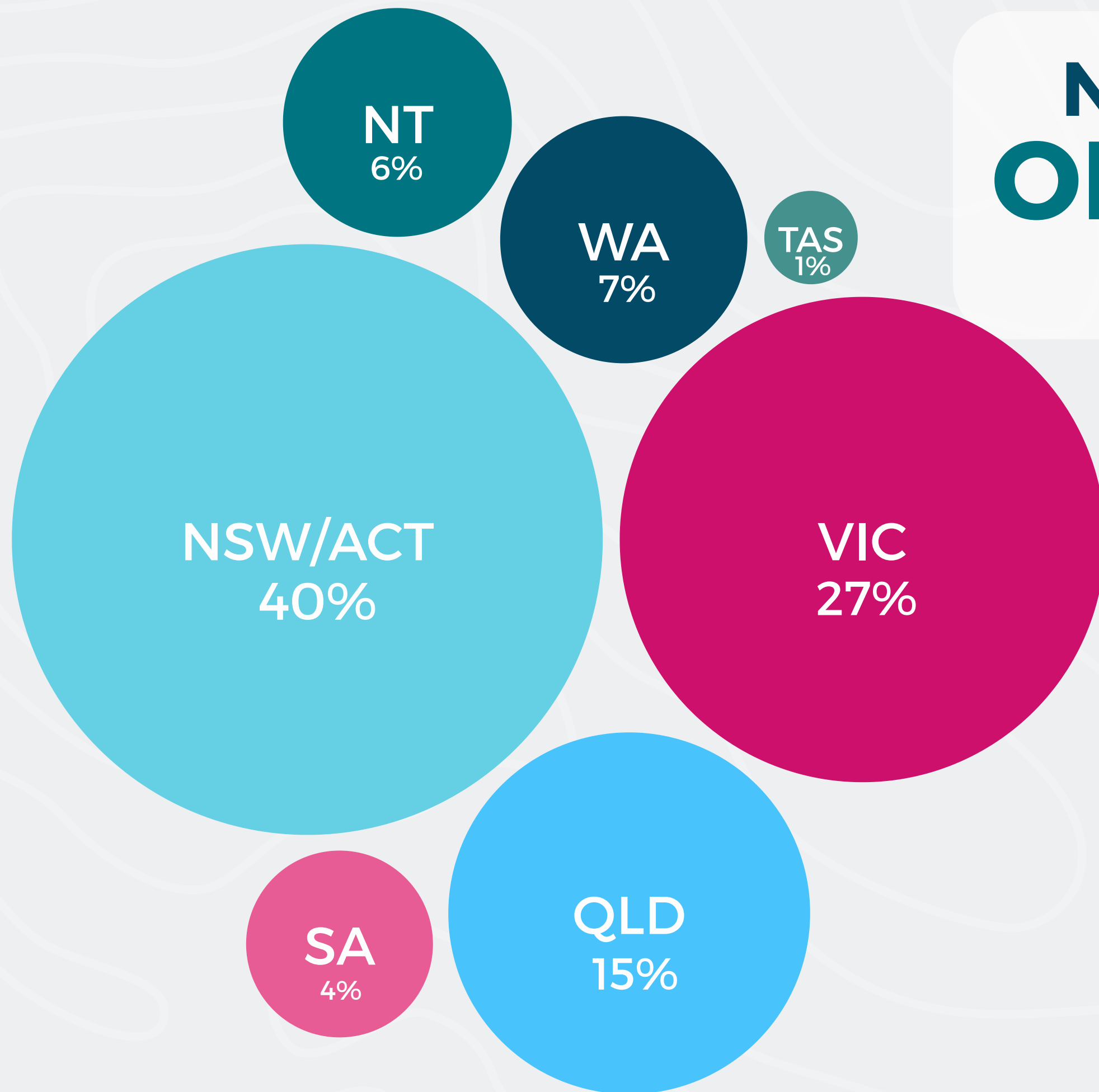
2024

● No. Added to Wait List

● No. of Stays (varying from 2-7 nights)



# NUMBER OF GUESTS ON WAITING LIST BY STATE



AS AT 30 JUNE 2024



# THE IMPACT OF AN OTIS STAY

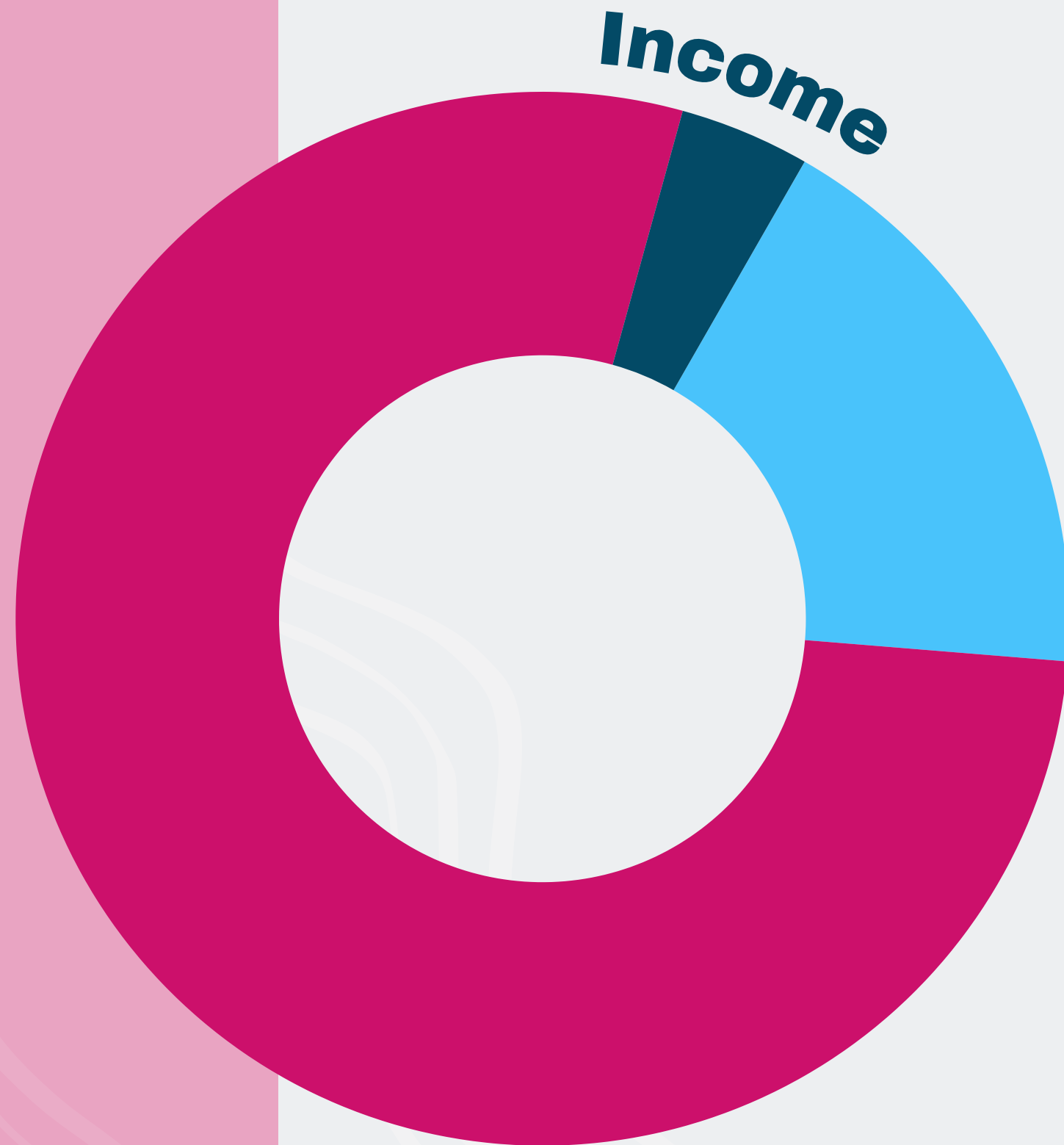
Isla was 32 weeks pregnant with her second child when she was diagnosed with an aggressive form of Breast Cancer.

Thanks to our supporters, the embrace of The Otis Foundation came at a crucial time. Isla and her family, seeking respite from their new harsh reality, spent five precious nights relaxing, reconnecting and immersing themselves in special moments together.

[To watch Isla's story click here.](#)

WATCH VIDEO





- 78% FUNDRAISING, INCLUDING OTIS BALL
- 18% DONATIONS
- 4% OTHER

# TOGETHER WE CAN MAKE A DIFFERENCE

and provide more respite stays  
to those facing  
the challenges of Breast Cancer

**THANK YOU  
OTIS SUPPORTERS  
FOR  
CREATING  
meaningful moments  
of comfort**

# OUR Supporters

## Principal Founding Partner



## Corporate Supporters



## Retreat Partners



# HIGHLIGHTING OUR PARTNERSHIP WITH **THE BENDIGO CLUB**

For many years, The Bendigo Club has stood by The Otis Foundation, playing a key role in the success of our Annual Otis Charity Golf Day.

Their steadfast support, year after year, has become a cherished part of this event, as they generously donate delicious food. Their dedicated staff also volunteer their time to ensure each golf day is memorable for all involved and so Otis can raise valuable funds.

The Bendigo Club's contributions are more than just operational support; they represent a commitment to helping The Otis Foundation extend our mission and connect with the community.

With a strong sense of community at their core, The Bendigo Club takes pride in supporting local organisations such as Otis.

It is partnerships like this that demonstrate The Bendigo Club's dedication to making a positive impact locally, and we are truly grateful for their invaluable, ongoing contribution.





**THANK YOU  
PROPERTY DONORS**

**FOR**

**OFFERING SPACE**

**for relaxation, reconnection, and respite  
during challenging times**

# OUR PRO BONO Supporters

- Bendigo Bank
- Bendigo Golf Club
- Catalyst Technologies
- CEO Connect
- Cooking for Charity
- DeAraugo, Wild & Gallagher Families
- White Knight Events
- World Travel Design
- All our wonderful Volunteers
- The incredible organisations that donate products and services to our events and fundraising activations

**THANK YOU  
PRO BONO PARTNERS  
FOR  
ENSURING  
quality time with  
loved ones**

# STATEMENT OF PROFIT AND LOSS

and other comprehensive income

As at 30th June 2024

	Note	2024 \$	2023 \$
<b>REVENUE</b>			
Revenue from operating activities	5	851,547	956,268
Other income	6	25,093	15,001
<b>Total</b>		<b>876,640</b>	<b>971,269</b>
<b>EXPENSES</b>			
Employee benefits expense		(375,883)	(386,348)
Depreciation expense	10	(49,363)	(35,989)
Administration and other expenses from ordinary activities		(573,596)	(512,246)
<b>Total</b>		<b>(998,842)</b>	<b>(934,583)</b>
<b>Profit/(loss) for the year</b>		<b>(122,202)</b>	<b>36,686</b>
<b>Total comprehensive income for the year</b>		<b>(122,202)</b>	<b>36,686</b>



# STATEMENT OF FINANCIAL POSITION

As at 30th June 2024

	Note	2024 \$	2023 \$
<b>Assets</b>			
<b>Current assets</b>			
Cash and cash equivalents	7	644,533	741,714
Trade and other receivables	8	21,849	17,128
Other assets	9	23,160	16,197
<b>Total current assets</b>		<b>689,542</b>	<b>775,039</b>
<b>Non-current assets</b>			
Property, plant and equipment	10	2,818,347	2,862,942
<b>Total non-current assets</b>		<b>2,818,347</b>	<b>2,862,942</b>
<b>Total assets</b>		<b>3,507,889</b>	<b>3,637,981</b>

	Note	2024 \$	2023 \$
<b>Liabilities</b>			
<b>Current liabilities</b>			
Trade and other payables	11	17,432	32,252
Employee benefits	12	34,908	32,792
<b>Total current liabilities</b>		<b>52,340</b>	<b>65,044</b>
<b>Non-current liabilities</b>			
Employee benefits	12	9,070	4,256
<b>Total non-current liabilities</b>		<b>9,070</b>	<b>4,256</b>
<b>Total liabilities</b>		<b>61,410</b>	<b>69,300</b>
<b>Net assets</b>		<b>3,446,479</b>	<b>3,568,681</b>
<b>Equity</b>			
Retained earnings		1,304,311	1,426,513
Reserves		2,142,168	2,142,168
<b>Total equity</b>		<b>3,446,479</b>	<b>3,568,681</b>

# INDEPENDANT AUDITORS REPORT



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## **Audit Completion Status**

We have completed our audit of the financial report.

We performed our audit in accordance with the requirements of the Australian Charities and Not for Profits Commission Regulation 2022 and the terms of our engagement letter.

## **Audit Conclusion**

We concluded that the financial report of The Otis Foundation is presented fairly. We have arrived at this opinion after consideration of the issues throughout this report.

## **Acknowledgement**

I also take this opportunity to thank your team for the preparation of supporting information and the time they made available to us during our audit.

**Yours sincerely,**

A handwritten signature in blue ink, appearing to be 'Katie'.

**Kathie Teasdale**  
Engagement Partner

28/10/24

Richmond Sinnott & Delahunty, trading as RSD Audit  
ABN 60 616 244 309

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# **LOOKING AHEAD** **EXPANDING OUR IMPACT**

As we move forward, The Otis Foundation is dedicated to broadening our reach and strengthening the positive impact we make in the lives of those affected by breast cancer.

By embracing strategic growth and innovative partnerships, we aim to ensure that Otis stays continue to be accessible to those who need them.

We warmly invite our supporters - past, present, and future to join us on this journey.

Together, let's build on our vision, expanding our ability to provide solace and healing in the years to come. Thank you for standing with us.

**Your generosity and dedication fuel the possibility  
of every stay, every memory, and every moment  
of rest we provide.**

# THANK YOU

## TO EVERY SUPPORTER, VOLUNTEER, PARTNER & DONOR WHO JOINED US IN THE LAST YEAR.

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