

# THE OTIS FOUNDATION

2023 Annual  
Report

OTIS  
THE  
FOUNDATION  
BREAST CANCER RETREATS





# ACKNOWLEDGEMENT OF COUNTRY

We recognise Aboriginal and Torres Strait Islander peoples as having the oldest living cultures in the world. We pay respect to the diverse languages, customs, deep knowledge and connections that define their continuing relationships and responsibilities to lands, waters and communities.

This respect and honour extends to Elders both past, present, and emerging Aboriginal and Torres Strait Islander leaders as they carry the hopes, dreams, traditions and cultures of Australian First Nations peoples.

We express our gratitude in sharing these lands and, in particular we acknowledge the lands on which The Otis Foundation is founded.

**Dja Dja Wurrung and  
Taungurung Nations**  
in Bendigo VIC

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CEO

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## MESSAGE FROM OUR **BOARD CHAIR**



In 2022-23, the Otis Board, along with the CEO and operational team, made substantial progress in achieving their Strategic Plan.

They expanded diversity in guest experiences, raised awareness about Otis gifts, formed new partnerships, launched breast cancer research, connected with other nonprofits, involved young volunteers, and engaged the entire Otis team to support individuals affected by breast cancer.

Gratitude goes to the Board, CEO, staff, volunteers, and all contributors for a successful year.

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

**Anne Baker**  
Chair Board

## MESSAGE FROM OUR **CEO**



I am immensely proud of our achievements over the past 12 months, having a record number of families provided with gifted stays and achieving strong environmental, social and governance goals against our strategic plan.

I look forward to completing a formal research project in collaboration with Western Health in the coming year.

It is a privilege to be part of the Otis family and work with the Board, operational team, amazing stakeholders, and guests.

Yours in kindness and care.

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

**Claire Culley**  
Chief Executive Officer

**1,458**

**GUESTS & LOVED ONES WELCOMED**



**19%**

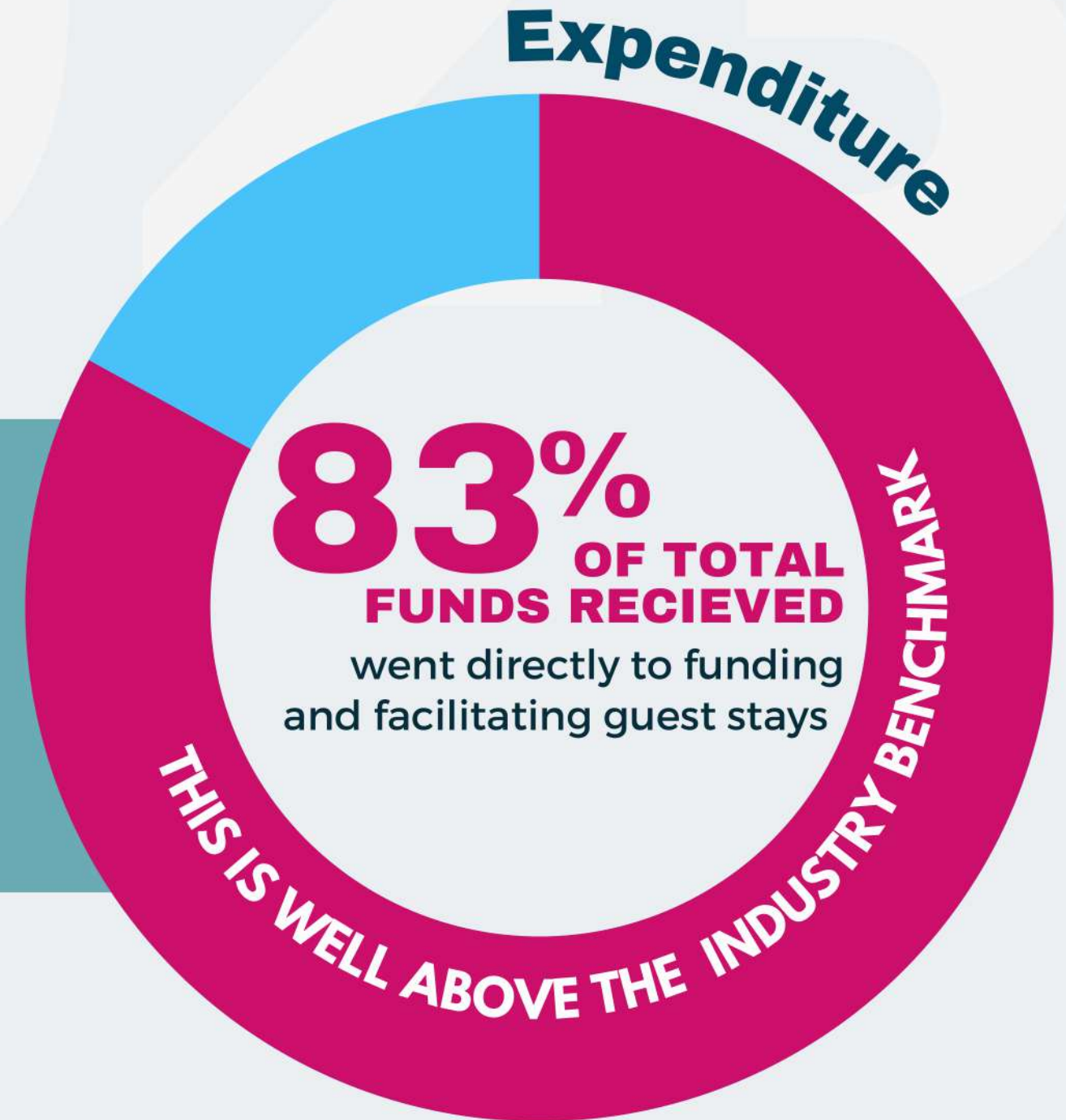
**INCREASE**

**on gifted stays  
from 2022**



**STAYS**

**in every state  
and territory**



● OUR WORK ● ADMIN

\*Expenditure within the 83% includes property expenses, cleaning/linen, insurance; bookings staff, ITC, etc.

# VALUES

Compassionate

Responsive

## WHAT ARE WE ABOUT?

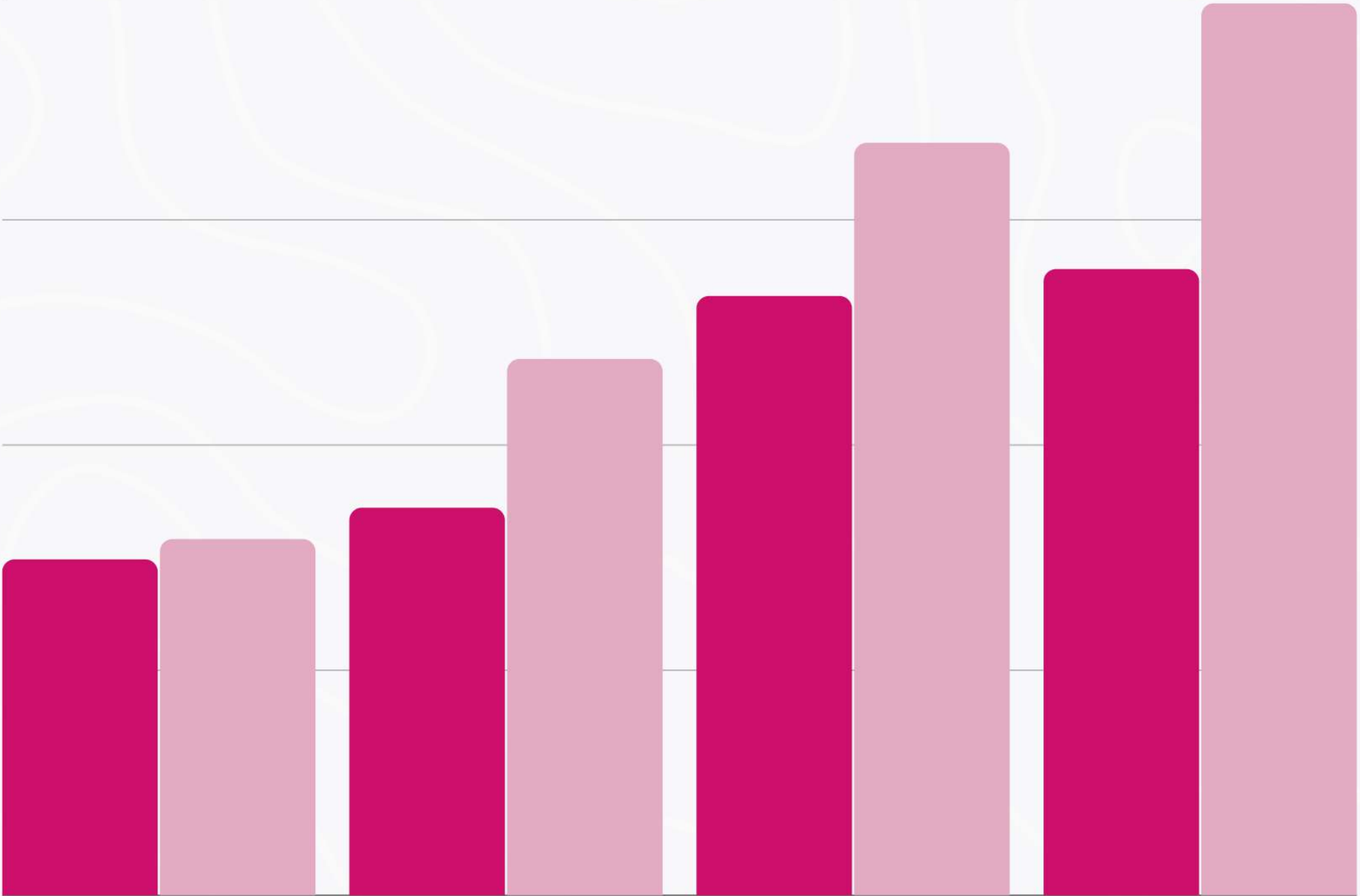
### → VISION

To provide retreat accommodation to as many people experiencing breast cancer as possible so they may temporarily escape the psychological and emotional challenges that accompany a breast cancer diagnosis.

### → MISSION

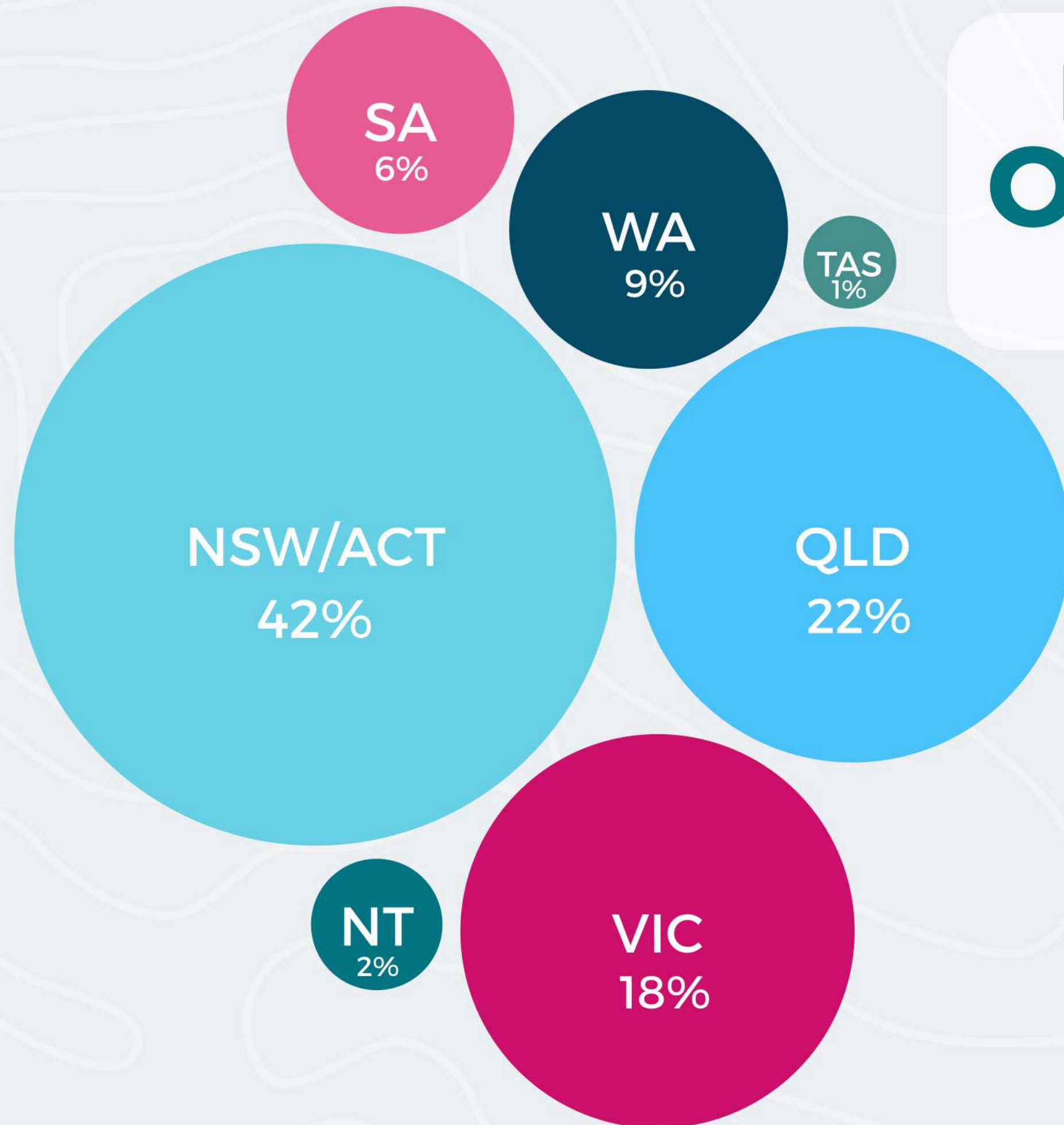
To provide quality service and engagement to all stakeholders in the acquisition and provision of no cost accommodation. To generate income that will support growth to serve increasing numbers of people facing the challenges of breast cancer.

# GIFTED GUEST STAYS & GUESTS ADDED TO WAITING LIST



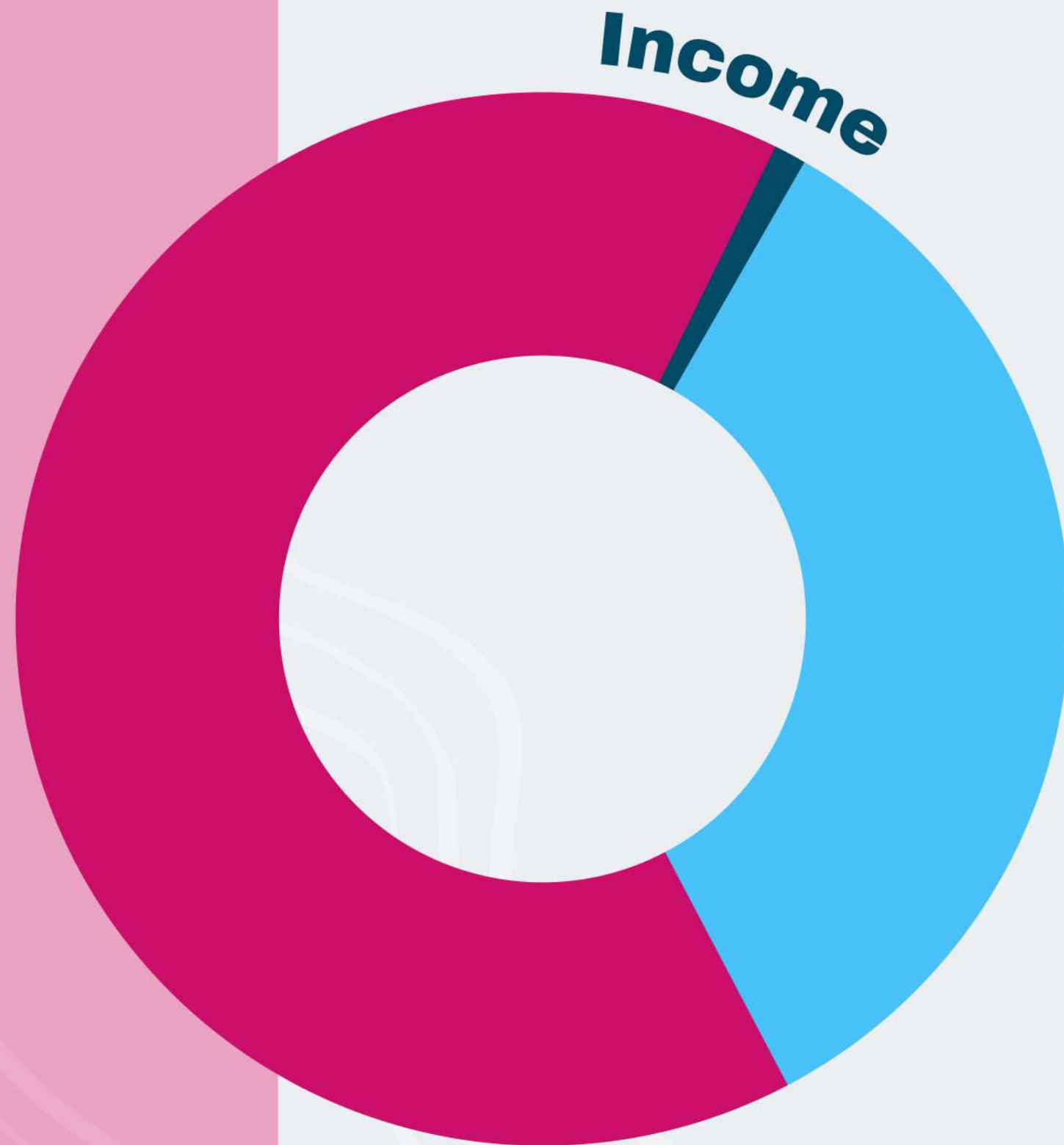
● No. Added to Wait List    ● No. of Stays (average 5 nights)

# NUMBER OF GUESTS ON WAITING LIST BY STATE



AS AT 30 JUNE 2023





- 65% FUNDRAISING
- 34% DONATIONS
- 1% OTHER

# WORKING TOGETHER MEANS

more gifted stays for those facing the challenges of Breast Cancer

# BEING AN OTIS SUPPORTER MEANS

creating precious  
memories for  
those in need

## OUR Supporters

Principal  
Founding Partner



Principal  
Partner



Major  
Partner



Corporate  
Supporters



Retreat  
Partner



Major  
Donor



## HIGHLIGHTING OUR PARTNERSHIP WITH

# LEXUS of Blackburn

Lexus of Blackburn has been a vital supporter of The Otis Foundation for over a decade, and we are grateful for their unwavering commitment to our cause.

Our partnership is based on a shared vision of making a positive difference for individuals breast cancer and their families.

Lexus of Blackburn has supported Otis in various ways, including sponsoring events, hosting fundraisers, donating raffle items, and raising awareness among their staff and clients.

Their generosity has helped us provide many additional stays to Otis Guests, something we would not have been able to do without their support.

We are proud to have Lexus of Blackburn as our partner and look forward to continuing our work together in the future.



BLACKBURN

# BEING A PROPERTY DONOR

**MEANS**

making a lasting  
difference



**THANK YOU**  
to all our  
property donors

# OUR PRO BONO Supporters

- Bendigo Bank
- Catalyst Technologies
- CEO Connect
- Kelly Partners / MGR
- Mode Social Studio
- OFRM Lawyers Bendigo
- The Bendigo Club
- VTIC Tourism
- White Knight Events

Bendigo Golf Club | Flora Hill Bakehouse |  
Big Boy Bin Hire | Keans Free Range Eggs |  
Threlfall Packaging | Don KR Castlemaine

**BEING A  
PRO BONO PARTNER  
MEANS**  
impacting the lives of  
those in need

# STATEMENT OF PROFIT AND LOSS

and other comprehensive income

As at 30th June 2023

	Notes	FY23 \$	FY22 \$
<b>Revenue</b>			
Revenue from operating activities	5	956,268	538,828
Other income	6	15,001	(45,967)
<b>Total</b>		<b>971,269</b>	<b>492,861</b>
<b>Expenses</b>			
Employee benefits expense		(386,348)	(417,049)
Depreciation expense	11	(35,989)	(35,290)
Administration and other expenses from ordinary activities		(512,246)	(210,508)
<b>Total</b>		<b>(934,583)</b>	<b>(662,847)</b>
<b>Profit/(Loss) for the year</b>		<b>36,686</b>	<b>(169,986)</b>
<b>Total comprehensive income for the year</b>		<b>36,686</b>	<b>(169,986)</b>

# STATEMENT OF FINANCIAL POSITION

As at 30th June 2023

	Notes	FY23	FY22
<b>Assets</b>		\$	\$
<b>Current Assets</b>			
Cash & Cash Equivalents	7	741,714	144,181
Trade and other receivables	8	17,128	19,924
Financial assets	9	-	535,374
Other assets	10	16,197	48,769
<b>Total current assets</b>		<b>775,039</b>	<b>748,248</b>
<b>Non-current assets</b>			
Property, plant and equipment	11	2,862,942	1,801,192
<b>Total non-current assets</b>		<b>2,862,942</b>	<b>1,801,192</b>
<b>Total Assets</b>		<b>3,637,981</b>	<b>2,549,440</b>

	Notes	FY23	FY22
<b>Liabilities</b>		\$	\$
<b>Current Liabilities</b>			
Trade & other payables	13	32,252	56,188
Employee benefits	14	32,792	45,363
<b>Total Current Liabilities</b>		<b>65,044</b>	<b>101,551</b>
<b>Non-Current Liabilities</b>			
Employee benefits	14	4,256	7,878
<b>Total Non-Current Liabilities</b>		<b>4,256</b>	<b>7,878</b>
<b>Total Liabilities</b>		<b>69,300</b>	<b>109,429</b>
<b>Net Assets</b>		<b>3,568,681</b>	<b>2,440,011</b>
<b>Equity</b>			
Retained earnings		1,426,513	1,389,827
Reserves		2,142,168	1,050,184
<b>Total equity</b>		<b>3,568,681</b>	<b>2,440,011</b>

# INDEPENDANT AUDITORS REPORT



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Bendigo, Victoria  
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3552

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www.rsdaudit.com.au

## **Auditors Independence Declaration under Div 60-40 of the *Australian Charities and Not-for-profits Commission Act 2012* to the Directors of The OTIS Foundation**

I declare that, to the best of my knowledge and belief, during the year ended 30 June 2023 there have been no contraventions of:

- (i) the auditor independence requirements as set out in section 60-40 of the *Australian Charities and Not-for-profits Commission Act 2012* in relation to the audit; and
- (ii) Any applicable code of professional conduct in relation to the review.

### **RSD Audit**

A handwritten signature in blue ink, appearing to be 'KTeasdale', is written over a faint blue circular stamp.

**Kathie Teasdale**  
**Partner**

41A Breen Street  
Bendigo VIC 3550

**Dated:** 11 October 2023

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

Liability limited by a scheme approved under Professional Standards Legislation



**WE CANNOT  
DO IT  
WITHOUT  
YOU**

**More stays  
for more guests**

**More time at  
donated  
properties**

# **WE HAVE BIG PLANS FOR OUR FUTURE**

As we look ahead, The Otis Foundation is committed to expanding our reach and enhancing the impact of our programs. However, we need to partner and collaborate with individuals, supporters, and organisations to help us achieve our strategic goals.

**Together we can make a meaningful difference in the lives of those with Breast Cancer.**

# THANK YOU

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

Shop 24

Bendigo Bank Central

Bendigo VIC 3550

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