



2016/2017

Annual Report



OTIS Photo
competition winner

Our mission

To provide sanctuaries to nurture those facing the challenges of living with breast cancer.



Our vision

To reduce the psychological impact on those living with breast cancer, their families and communities through the provision of a national network of quality retreats provided at no accommodation cost.

Our Unique Gift

Each year, we make over 3,500 nights retreat accommodation available at no cost to families dealing with the challenges of breast cancer.

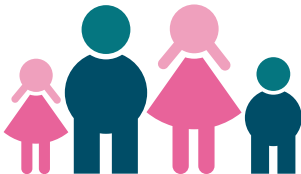
Our aim is to provide the gift of time and space in an environment that allows guests to relax, reconnect and take a break away with loved ones in the hope it will reduce the psychological impacts of the disease. We match our guests with available accommodation retreats, suitable to their needs.

3,554
nights
accommodation
at no cost to families

Our Values



Last financial year we.....



Provided stays to

720 women and their loved ones



Offered over

3,500 Nights




Increased guest stays by

32%

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KEZ'S HIDEAWAY

Before she passed away, Kerri Gray – a 38 year old mother of two – would have never known that Kez's Hideaway would come to be the legacy she would leave behind.

Kerri Gray was diagnosed with breast cancer in mid 2007 and, despite her determination and 'never give up' attitude, sadly passed away four years later on the 10th March 2011, one month before her 39th birthday.



Kerri (who was nicknamed Kez) was the wife of local Bendigo builder Paul Gray and mother to Daisy and Emily (then aged 7 and 11). After Kerri's secondary breast cancer diagnosis in 2010, Paul took time off work to be her full time carer and the family supported in as many holidays as they could. They realised that a short break away can make an enormous difference to those dealing with the emotional challenge of living with breast cancer. Paul believes the Family getaways 'brought them closer than ever and he will be forever grateful for the time they spent together. He describes Kerri' as a wonderful woman, whose family and kids were everything to her'.

Kerri planted the seed for Kez's Hideaway with Paul, by telling him that he should 'do something', and suggested it would be good to build a house for The OTIS Foundation.

He may not have known it at the time, but Paul would come to act on this discussion, approaching The OTIS Foundation a few months after her passing with the offer to build a retreat for women with breast cancer and their families.

Through Paul's passion, his team at Paul Gray Builders, The OTIS Foundation, the generosity of the Campbell family (who gifted the land for the project) and a huge range of local supporters and donors, the slab was poured for Kez's Hideaway in February 2015 with the retreat opened to its first guests in mid 2016.

In Paul's words, "Kerri would never have thought I would take on something so big! She would be ripe with this!"


 a partnership of


*In loving memory of
Kerri Gray*

The completion of Kez's Hideaway was a significant organisational milestone. Much of the property is furnished with thanks to Jimmy Possum.

ABOUT US

The OTIS Foundation is a national charity which provides retreat accommodation at no cost to those experiencing the challenges of breast cancer. The OTIS Foundation is the only organisation dedicated to supporting the emotional well-being of people dealing with breast cancer by providing unconditional time away with their loved ones.

With its only office based in Bendigo (Victoria), The OTIS Foundation provides access to properties across much of Australia. As at 30 June 2016, the charity provided access to 35 properties in five states (Victoria,

New South Wales, Queensland, Northern Territory and South Australia). The OTIS Foundation is registered to receive fundraising in every state and territory of Australia and actively encourages individuals and communities to support their local OTIS breast cancer retreat.

The organisation is non-denominational and does not discriminate on the basis of faith, background, race or sexuality. We welcome enquiries from anyone who has experienced breast cancer and feels they would benefit from a stay.



OUR PEOPLE

The Board of Directors is made up of skilled individuals from varying backgrounds and also includes Burley family representation – to reflect the vision of Judy Burley, who inspired the organisation.

The OTIS Foundation operates with 5.6 equivalent full time (EFT) employees all working from its Bendigo office in regional Victoria.



Photo courtesy of Sustainable Image.

OTIS Board

| Name | Position |
|-------------------|----------------------------------|
| Andrew Barling | Founder |
| Nigel McGuckian | Chair |
| Lauren Andrews | Director |
| Richard Burley | Director / Family representative |
| Sophie Daley | Director |
| Sandy Dikschei | Director / Family representative |
| Lisa Farrar | Director |
| Kerryn Hamilton | Director |
| Elspeth Humphries | Director |

OTIS Staff

| Name | Position |
|----------------------|--|
| Rachel Mason | General Manager |
| Kristin Cook | Stakeholder Engagement Manager |
| Lynda Davis | Property Manager |
| Jennifer Fitzpatrick | Finance Manager |
| Kerry Krenz | Administration Assistant |
| Mandy Mitchell | Community Fundraising & Events Coordinator |
| Carlie Ryan | Marketing and Communications Manager |
| Nola Tranter | Bookings Manager |

*Note – Staff as at September 2017



External resources

We thank the below businesses and individuals who support OTIS with specialised services either wholly or partially pro-bono.

| Name | Specialist area |
|-----------------------------------|---------------------------------|
| Rick Christie | Grant Writing |
| Larrie Winzar – Follow Your Bliss | Human Resources / Coaching |
| Jane Fletcher | Counselling |
| Cameron Glover – Collective Spark | Fundraising |
| O’Farrell Robertson McMahon | Legal services |
| MGR Accounting | Accounting and Payroll services |

OUR PARTNERS

Principal Partner

The Bendigo Bank has supported The OTIS Foundation since inception through its Community Enterprise Program. The initiative raises vital recurrent funds to help cover the administrative and overhead costs. This ensures that the highest percentage possible of all donations goes directly towards the costs

associated with the operation of our properties.

The Bendigo Bank also supports a range of The OTIS Foundation's campaigns, events and has provided a dedicated OTIS / Bendigo Bank Ambassador along with the provision of our office space.



Case study

Bendigo Bank / OTIS Ambassador

When Bendigo Bank employee, Karlee Thorpe, first started raising awareness of The OTIS Foundation as part of her role at the Bank, she had no idea she would come full circle to one day need a stay at an OTIS property herself as she dealt with the roller coaster of breast cancer.

Always an advocate for The OTIS Foundation, the Bendigo Bank supported Karlee to join the OTIS team one day a week as a Bendigo Bank / OTIS Ambassador. She worked towards mutually beneficial opportunities, including raising awareness of the OTIS Foundation's Community

Enterprise Scheme, a program where the Bendigo Bank contributes funds to The OTIS Foundation when customers take out new bank products.

Karlee's many speaking engagements have directly contributed to increasing awareness and funding for The OTIS Foundation. Karlee's presentation at the previous Biennial Ball and following speaking engagement at the 2016 Arthur J Gallagher Golf Day with OTIS General Manager, Rachel Mason, resulted in a \$60,000 donation to The OTIS Foundation.

Program Partners

Our Program Partners provide significant contributions and donations to enable us to offer a national network of breast cancer retreats, which are made available at no cost.





Case study Little Blue Towels

Little Blue Towels is an initiative from long-time supporters of The OTIS Foundation, The Horizon Committee. The single-use medical towels are being collected from hospitals where they have been used to dry sterilised hands in preparation for surgery.

Normally discarded after a single use, they have been collected then expertly laundered as employment opportunities by people with disabilities. The towels are then packed for sale, with all proceeds to The OTIS Foundation.

As part of October 2016 Breast Cancer Awareness month, every Bendigo Bank branch in regional Victoria – 128 in total – sold packs of Little Blue Towels, which will ultimately support OTIS. During the month, over 4,000 packets of towels were distributed and sold by branches – an incredible result!

We would particularly like to acknowledge Dr. David Hays and Dick Phillips for their tireless work championing this new initiative.

🏠 littlebluetowels.com.au



OUR PROPERTIES

As at 30 June 2016, The OTIS Foundation provided access to 34 properties in five states (Victoria, New South Wales, Queensland, Northern Territory and South Australia).

The OTIS Foundation, owns / manages four of these properties – all located in and around the

Bendigo region, including Bramare, St Jude’s, St Hannah’s and now, Kez’s Hideaway. These four properties provide the bulk of the annual stays available to OTIS guests, offering year-round availability.

The remainder of OTIS properties are generously donated by individuals who provide access to their holiday

home or second property for selected periods throughout the year. It is only through this incredible generosity that The OTIS Foundation is able to provide its unique gift to so many families each year.

Retreat Map – as at August 2017



| Property Name | Property Donor | Location | State |
|-----------------------------|--|------------------|-------|
| Alyonah | Frost family | Daylesford | VIC |
| Ambleside | Cloke family | Moonta Bay | SA |
| Blue Wren | Dikschei family | Towong | VIC |
| Bramare | Barling family | Mandurang | VIC |
| Casuarina Cottage | Munzberg family | Aldinga Beach | SA |
| Casuarina Views | Munzberg family | Aldinga Beach | SA |
| Cedar Lake | Skipper family | Advancetown | QLD |
| Creekside | Humphries family | Thredbo Village | NSW |
| Cullen Bay | George family | Cullen Bay | NT |
| Glenvale | Digney family | Sorrento | VIC |
| Goolwa Dunes | Miller family | Goolwa | SA |
| Island Point | Johanson family | Port Douglas | QLD |
| Kez's Hideaway | The OTIS Foundation and Founding partners Paul Gray & Andrew and Lisa Campbell | Redesdale | VIC |
| Kurrawa Drive | Lewis family | Kioloa | NSW |
| Lakeside | Hammoud / Ghalayini family | South Durras | NSW |
| Merrileugh | Scott family | Inverloch | VIC |
| Nautilus Holiday Apartments | Whalen family | Port Douglas | QLD |
| Ocean Wander | Hooper family | Mollymook | NSW |
| Pearl Beach | Powell / Deans family | Pearl Beach | NSW |
| Pearl's Cottage | Garland / Hicks family | Batehaven | NSW |
| Police Point | Rotary Club of Sorrento | Portsea | VIC |
| Riverview | Sorraghan family | Bundalong | VIC |
| Rolling Hills | Lowe family | Moyarra | VIC |
| Settlers Inlet | Hanks family | Mooloolaba | QLD |
| St Brigids | Davies / Smart family | Goolwa | SA |
| St Hannah's | The OTIS Foundation | Mandurang | VIC |
| St Jude's | The OTIS Foundation | Mandurang | VIC |
| Sunnymeade Getaway | McGrath family | Aireys Inlet | VIC |
| The Beach House | Smarr family | Point Roadknight | VIC |
| Tingira | Purdon family | Bawley Point | NSW |
| Vacation Village | Skipper family | Port Macquarie | NSW |
| Villa Mondo | Prentice family | Noosaville | QLD |
| Wainui | Caple family | Sunshine Beach | QLD |
| Wattle Point | Robins family | Forge Creek | VIC |
| Winterglen | Cook family | Mount Victoria | NSW |

Case study



KEZ'S HIDEAWAY

The build, fit-out and launch of Kez's Hideaway has marked one of the largest projects and fundraising initiatives undertaken by The OTIS Foundation since the establishment of its first two properties, St Jude's and St Hannah's in 2002.

Kez's Hideaway was opened to OTIS guests in Redesdale (Victoria) in September 2016 after being built in partnership with local Bendigo builder, Paul Gray, on land donated by Andrew and Lisa Campbell.

Kez's Hideaway will accommodate up to 100 families each year and is one of four properties owned / managed by The OTIS Foundation.

Kerri Gray was diagnosed with breast cancer in mid 2007 and, despite her determination and 'never give up' attitude, sadly passed away four years later on the 10th March 2011, one month before her 39th birthday.

Kerri (who was nicknamed Kez) was the wife of local Bendigo builder Paul Gray and mother to Darcy and Emily (then aged 7 and 11). After Kerri's secondary breast cancer diagnosis in 2010, Paul took time off work to be her full time carer and the family squeezed in as many holidays as they could. They realised that a short break away can make an enormous difference to those dealing with the emotional challenges of dealing with breast cancer. Paul believes the 'family getaways' brought them closer than ever and he will be forever grateful for the time they spent together. He describes Kerri "as a wonderful woman, whose family and kids were everything to her".

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Through Paul's passion, his team at Paul Gray Builders, The OTIS Foundation, the generosity of Andrew and Lisa Campbell (who gifted the land for the project) and a huge range of local supporters and donors, the slab was poured for Kez's Hideaway in February 2015 with the retreat opened to its first guests in September 2016.





In Paul's words,
 “Kerri would never have thought I would take on something so big! She would be rapt with this!”

Paul Gray while Kez's Hideaway is being constructed

We acknowledge the generous contributions of:

- Acme 1 Windows and Doors
- Adairs Bendigo
- Adbri Masonry
- Adrian Todd Earthmoving
- Alexander, A
- Anytime Fitness Kennington
- AP Productions
- Area Bobcat Hire
- Argyle Park Developers
- ASQ
- Austral Bricks
- AWM Electrical
- Ballan Lioness Club
- Ballarat Pink Phoenix Breast Cancer Support Group
- Barbeques Galore Bendigo
- Barri, M
- Beacon Lighting Bendigo
- Belly's Engineering
- Bendigo Bank
- Bendigo Cinemas
- Bendigo Door Centre
- Bendigo Floor & Home
- Bendigo Golden City Lioness Club
- Bendigo Harness Racing Club
- Bendigo Hire
- Bendigo Polished Concrete
- Bendigo South East College
- Bendigo Telco
- Bendigo Truss Plant
- Bendigo Y Workbox
- Benton's Plumbing Supplies
- Bernal, R
- Big Hill Cranes
- Blay, G
- Bradford Energy Solutions
- Bradshaw, H
- Brown Hill Lioness Club
- Buildpro
- Building Issues Surveyors
- Bunnings Warehouse Epsom
- Burley, A
- Burley, D
- Burley, M
- Cassia Breast Cancer Support Group
- Central Kitchens
- Childs Bricklaying
- City of Greater Bendigo
- Clark Metal Roofing
- Coles McIvor Road
- Collins, F
- Community Enterprise Charitable Fund
- Coulson, R
- Crump, Z
- CSR Bradford
- Danny Clapp The Good Guys
- David Beks Plumbing
- David Jones Plumbing
- David Stevenson Painter & Decorator
- Dikschei, S
- Douglas, D
- Dragons Abreast Bendigo
- Dullard, A
- Dyall, J
- Dymocks Bendigo
- E+ Architecture
- Eaglehawk UFS
- Epsom Sand & Soil
- Farrugia, L
- Fehring, J
- Finny's Manchester
- Fire Alarm Essentials
- Floyd, B
- Fox & Ramona
- French, P
- Gainsborough
- Girton College
- Golden City Sheet Metal
- Gray family
- Greg McKinley Electrical
- Griffin, D & S
- Harding, C
- Hardy, D
- Harris, J
- Haymes Paint
- Heathcote & District Community Bank Branch
- Heathcote Lions Club
- Heritage Tanks
- Hindsight Club Charity
- Holborn, R
- Holt, J
- Hoogerwerff, K
- Hopetoun Lioness Club
- Hosking, T
- HTB Plastering
- Hume & Iser
- Hymix concrete
- Inglis, S
- Integra Civil
- Jarrold Larkin Concreting
- Jim's Antennas
- Jimmy Possum
- Jim's Test & Tag
- Johnstone, P
- JPR Builders
- Kangaroo Flat Y Service Club (Women)
- Keecher, P
- King Family
- Kyneton Lions Club
- Lakshal Perera Photographer
- Lane, T
- Lapadula de Box, A
- Le Gassick, S
- Lendlease
- Lioness Club of Bendigo
- Lions Club of Bendigo
- Lions Club of Eaglehawk
- Lions Club of Heathcote
- Lions Club of Huntly - Epsom
- Lions Club of Kangaroo Flat
- Lions Club of Strathfieldsaye
- Living Quarters Bendigo
- Maiden Gully - Marong Lions Club
- Marshall, A
- McCallum, C
- McClure, V
- McDonagh, E
- McNamara Security
- Mead, M
- Metalcorp Steel
- Midland Irrigation
- Mitton, T & S
- Molloy, M
- Moorfoot, S
- Morris, S
- Mount Alexander Funerals
- Munro, K
- National Heating & Cooling
- Needles & Threads Group
- New Build Cleaning Services
- O'Farrell Robertson McMahon Lawyers
- Oliver Birch
- O'Neill, M
- Online Laser
- Opie, F
- Pannell, T
- Passion for Design
- Payne, G
- Perry, J
- Polytec
- Powercor
- Priestly, M
- Purdon, E
- Pyramid Hill Community
- Rainsford, L
- Redesdale & District Association
- Redesdale CFA
- Reece Plumbing Supplies
- Relph, S
- Render Solutions
- Robertson Hyetts Solicitors
- Rodilesa Plant Supplies
- Rofe, D
- Rotary Club of Bendigo South
- Rotary Club of Bendigo
- Rural Café Redesdale
- Ryan, M & A
- Sandhurst Cleaning Supplies
- Sawdust Joinery
- Shane Muir Consulting Engineers
- Sharpe, A
- Shelton Fencing
- Skinner's Plaster
- Smartstone
- SMEG
- Southern Cross Austereo
- Spence, S
- Spring Crest Curtains & Blinds
- Steve Hall
- Steve Pilcher Landscaping
- Strathfieldsaye Primary School
- Sturgess, M
- Symons, S
- The Bendigo Advertiser
- The Chefs Toolbox
- The Horizon Committee
- The PepperPot
- Threfall Packaging
- Tomkinson Group
- Toyworld Bendigo
- Trevor Showell Tiling and Waterproofing
- Trounson, M
- Troy Bonazza Brickcleaning
- Turnbull, M
- Vine, J
- Voyce, A
- W. Maness & Sons
- Wedderburn Care Group
- Welsford, D
- White Hills Probus Club
- White, K
- White, T
- Wilson, R
- Winzar, L
- Woodform Architectural
- Woolworths Bendigo Marketplace
- Y Service Club of Eaglehawk
- Y Service Club Of Eaglehawk (Women)
- Yates, P

LA FUNDRAISING

HIGH TEA

SPORTING

OTIS FOUNDATION BREAST CANCER RETREATS

A fabulous High Tea raising funds for breast cancer retreats for women living with breast cancer.

FOUNDATION.ORG.AU

Section 2

GIFT A NIGHT this

Mother's Day

GIVE MUM A SPECIAL GIFT THIS YEAR AND OFFER SOMEONE A BREAK FROM BREAST CANCER

\$50

PROVIDES 1 NIGHT

\$150

PROVIDES 3 NIGHTS

\$250

PROVIDES 5 NIGHTS

Add special meaning to Mother's Day by helping The OTIS Foundation provide retreat accommodation, at no cost, to someone with breast cancer. Your generous gift allows an OTIS guest to relax, reconnect and create special memories with their loved ones.

You will be sent a donation certificate which can be personalised to give to friends and family acknowledging the unique gift you have donated in their honour.

Visit otisfoundation.org.au to make a donation or call 03 5444 1184.

(All donations are tax deductible)

SUNDAY 26TH MARCH 2017

Don't miss the opportunity to enjoy one of Bendigo's most prestigious golf days!

Play for thousands of dollars' worth of prizes, including team and individual awards. Every \$50 dollars raised via team registration goes towards providing retreats, at no cost, to women and their families facing the challenges of breast cancer.

Team Entry and Hole Sponsorship \$2,000

ON THE DAY
 Entry for a team of 4 players (Ambrose rules)
 Registration at 10:30am
 Gourmet brunch at 11:00am before tee-off at 12:00 noon
 Hors d'oeuvres, drinks and music at the 19th hole

YOUR SPONSORSHIP INCLUDES

- Company signage on your allocated hole
- Promotion in the OTIS Newsletter, website and social media
- A complimentary ticket in the OTIS Golf Day Raffle (valued at \$250)
- Recognition in post-event two week 'thankyou' media campaign on regional radio, TV and OTIS social media

Major prize - Corporate box package for a 2018 AFL Season match at the MCG donated by Bendigo Toyota

To secure your place before the event sells out please contact The OTIS Foundation on 03 5444 1185 or email emma@otisfoundation.org.au before 31st January 2017

MAJOR PARTNER: Bendigo Bank
 MAJOR RAFFLE SPONSOR: Bendigo, TOYOTA
 MAJOR SUPPORTERS: BENDIGO GOLF CLUB, BENDIGO GOLFERS ASSOCIATION
 MEDIA PARTNERS: BendigoWeekly

Community

Based in Bendigo, each year we provide over 4,000 nights of retreat accommodation to women dealing with breast cancer.

Facebook, Twitter, Instagram icons

GIFT A Night

FAMILIES DEALING WITH BREAST CANCER THIS CHRISTMAS

\$150

PROVIDES 3 NIGHTS

\$250

PROVIDES 5 NIGHTS

Support our End of Financial Year Appeal and help us raise \$10k so we can offer even more nights to women and their families affected by breast cancer.

HOW YOUR DONATION HELPS:

\$50

one night

\$150

three nights

\$250

five nights

\$500

ten nights

Make your tax-deductible donation online at theotisfoundationofyappeal.gofundraise.com.au

OTIS FOUNDATION BREAST CANCER RETREATS

FOUNDATION.ORG.AU or 03 5444 1184

(All donations are tax deductible)

YOUR DONATION TO THE OTIS FOUNDATION CAN HELP CHANGE LIVES

Support our End of Financial Year Appeal and help us raise \$10k so we can offer even more nights to women and their families affected by breast cancer.

HOW YOUR DONATION HELPS:

\$50

one night

\$150

three nights

\$250

five nights

\$500

ten nights

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OTIS FOUNDATION BREAST CANCER RETREATS

FOUNDATION.ORG.AU or 03 5444 1184

(All donations are tax deductible)

Join us for Bubbles & FUNdraising!

Let's celebrate 'Mother's Day' with inspiring stories at the magnificent Fortuna Villa.

DATE: Friday 12th May 2017
 TIME: 5:00pm for 5:30pm
 VENUE: Fortuna Villa
 MC: Olivia Wells, Charity worker, & Miss Universe 2013
 TICKET: \$60 includes bubbles on arrival & canapes
 BOOK BY: Friday 5th May 2017 at www.otisfoundation.org.au or call Emma on 5444 1185

OTIS FOUNDATION BREAST CANCER RETREATS

MAJOR PARTNERS: Bendigo Bank, BRAZILIAN BEAUTY, WINE BANK, CLOVERHILL, KINGSVILLE VILLA
 MAJOR SUPPORTERS: BENDIGO GOLF CLUB, BENDIGO GOLFERS ASSOCIATION
 MEDIA PARTNERS: BendigoWeekly

AWARE 28 &

The OTIS Foundation provides retreat accommodation for women living with breast cancer and their families.

REGISTRATION: mandy@otisfoundation.org.au

OTIS BLOKES ARE THE BOUNCE

Featuring guest speaker: **Legend, Legendary AFL Player and Coach**

2016/17 Events and Campaigns

snacks + footy show + funds for OTIS!

Annual Report 2016/2017 - The OTIS Foundation

OTIS FOUNDATION BREAST CANCER RETREATS

FOUNDATION.ORG.AU

KEZ'S HIDEAWAY

Community FUN Day

Sausage sizzle

Saturday, 26 November 2016
 10am-2pm

Official opening @ 11:20am
 242 Racecourse Road, Redesdale

House tours

Join us for a celebration to thank the community for their generous support in bringing Kez's Hideaway breast cancer retreat to reality.

CFA display

Kids activities

Kez's Hideaway is an amazing home built in memory of Kezi Gray for the OTIS Foundation. It is a special retreat for women living with breast cancer.

OTIS FOUNDATION BREAST CANCER RETREATS

FOUNDATION.ORG.AU

AUSTRALIAN DOCTORS ORCHESTRA

SUNDAY 23RD APRIL 2017
 2:00PM - 4:30PM

ULUMBARRA THEATRE
 GAOL RD, BENDIGO VIC 3550

FEATURING

SOLOIST: MICHAEL DAHLENBURG
 CONDUCTOR: WARWICK STENGARDS
 BENDIGO YOUTH CHOIR

Tickets on sale at www.thecapital.com.au

OTIS FOUNDATION BREAST CANCER RETREATS

FOUNDATION.ORG.AU

Overview

The OTIS Foundation provides retreat accommodation for women living with breast cancer and their families.

Since operations began in 2004, the Foundation has undertaken over 1000 retreats across five states with a total of 4,000 nights of accommodation available with a further 4,000 nights to be made available with additional funding.

Often referred to as 'The Capital', Bendigo is a beautiful city with a rich history and a vibrant community. It is the perfect location for a retreat, offering a peaceful and relaxing environment for women and their families to reconnect and recharge.

To say thank you for your generous support, we have created an amazing opportunity for you to be part of something special. We encourage anyone who is interested in supporting the OTIS Foundation to embrace the opportunity to be part of this wonderful project.

For more information, contact Emma on 03 5444 1185 or email emma@otisfoundation.org.au

CHAIRPERSON'S REPORT



Nigel McGuckian

Breast cancer remains the most common cancer diagnosed in Australian women, with one in eight Australian women expected to be diagnosed in their lifetime. As the number of Australians diagnosed continues to increase, so does the demand for OTIS's unique gift.

The organisation continues to expand to meet the demand and deliver on our Vision and Mission through the provision of a national network of quality retreats, made available at no accommodation cost.

We recognise the contribution of our property donors and many

stakeholders for their ongoing support, including our partners, supporters, ambassadors, volunteers, fundraisers, Board and the broader community. I would particularly like to acknowledge the Bendigo Bank our Principal Partner.

OTIS has significantly increased the nights it makes available to our guests and has maintained an excellent occupancy rate across our network of properties. The opening of Kez's Hideaway has been a significant milestone and has positively contributed to this increase in available nights. We extend our appreciation to Paul Gray on the opening of Kez's Hideaway.

In 2016/17 our focus was on sustainability and strengthening our organisation through capability improvement including supporting and developing our people, improving business systems, enhancing our fundraising capacity and capitalising on the skills and networks of our Board to ensure we deliver our service in the most efficient way. The financial challenge remains significant and our focus will continue on sustainability.

Nigel McGuckian
Chair

GENERAL MANAGER'S REPORT



Rachel Mason

Our Vision: To reduce the psychological impact on those living with breast cancer, their families and communities through the provision of a national network of quality retreats provided at no accommodation cost.

The 2016/2017 financial year has been full of activity and extremely rewarding, as our committed team delivered The OTIS Foundation's gift, worked tirelessly to increase available / occupied nights and implement the fundraising strategy.

Over the past two years we have seen significant growth in nights and properties available. In 2016/17 we proudly made available 3554 nights to our guests. Given the estimated 17,586 women and 144 men who will be diagnosed with breast cancer in 2017, we know demand for our service outweighs our current offering.

Our service genuinely makes a difference and we are proud of the growth achieved in our core service provision and improved capacity to raise funds.

2016-2017 achievements.

- We achieved 32% growth in occupied nights (as compared to 2015/16).
- We exceeded our occupancy target with an overall 87% occupancy rate.
- We now proudly offer 35 properties in our retreat network in VIC, QLD, NSW, SA, NT (A further five properties, as compared with 2015/16).
- We opened Kez's Hideaway to guests, which has been a key driver in increasing our available nights.
- The balance sheet has strengthened, with the inclusion of Kez's Hideaway as an additional asset.
- We demonstrated significant growth in fundraising income (63% increase as compared to the previous non-ball year 2014/15)
- We were successful in a Dry July grant application and awarded \$25,000 toward expansion in VIC and QLD nights.
- We received \$60,000 as a result of our involvement in the Arthur J Gallagher Golf Event – pledged at the 2015 Ball.
- We implemented our 2016-17 Fundraising Strategy and delivered signature OTIS events and campaigns, and supported corporate and community led initiatives.

While we have seen significant growth in our property network and available nights, achieving the fundraising targets remains a challenge. Investment in initiatives such as Inspired Adventures and the new website are critical to our fundraising effectiveness into the future.

The OTIS Foundation's gesture of retreat accommodation is delivered with compassion and provides a



“We had such a lovely weekend creating beautiful memories. We cannot thank you enough.”

Kelly, Joel, Jack and Mia

practical difference allowing guests to take time out and focus on their emotional well-being. The opportunity to create memories with loved ones is such a unique gift.

The completion of Kez’s Hideaway was a significant milestone, spanning a number of years. In September 2016, we welcomed our first guests at this beautiful purpose-built property and officially launched the property at our Community Open Day in November, 2016. We acknowledged the countless individuals and organisations that so generously contributed to this project, in particular Paul Gray and the team from Paul Gray Builders along with land donors, Andrew and Lisa Campbell.

Our strategic direction remains focused on sustainable growth in properties and fundraising, through a diverse range of initiatives, detailed in the Fundraising strategy. Our time has been invested in business development through planning, team upskilling and establishing initiatives and tools to support future growth.

Significant projects include work undertaken to develop a new website, the establishment of the first Inspired Adventures initiative. In addition we undertook an extensive Fundraising Review to inform future fundraising strategies. We have successfully established a strong base-line for future fundraising growth and are well-placed for ongoing sustainability and success.

We genuinely value the ongoing generosity of our extensive supporter network. It is a privilege working with such a dedicated team, donors, corporate partners, volunteers and Board. We are particularly indebted to the generosity of our property donors – without their valuable donation of time we would not be able to provide this incredible gift.

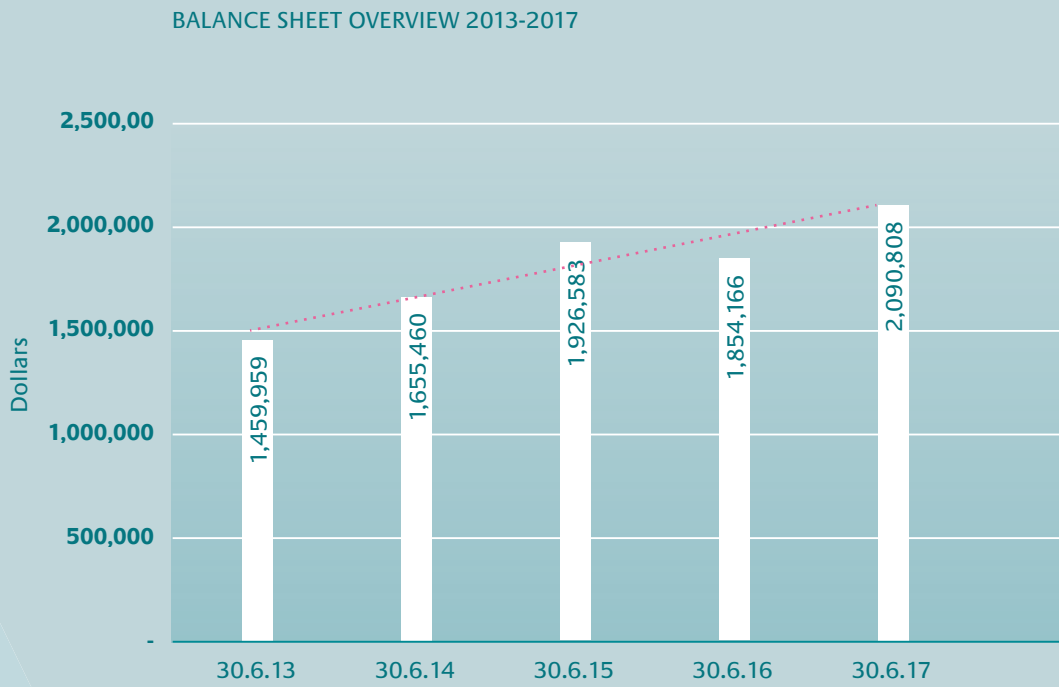
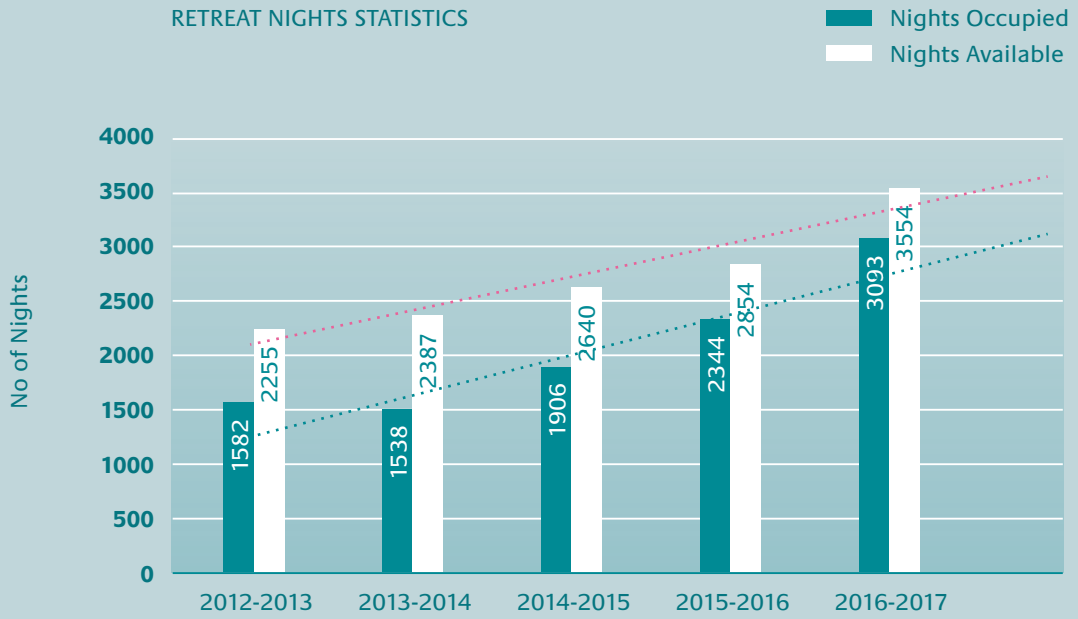
OTIS recognises the importance of its alliance with the health sector via medical professionals. Breast cancer nurses and cancer care professionals are the organisation’s primary referral source throughout Australia and we thank them for sharing our amazing service.

Our Principal Partner, the Bendigo Bank, continue to support us through a diverse range of initiatives, I would particularly like to acknowledge Tim Rodda (State Manager - Regional Victoria and Tasmania), along with Lisa Keating (State Project Coordinator) and the broader Bendigo Bank team.

I would like to sincerely thank the OTIS Board, Bendigo Bank, Paul Gray Builders, Horizon Committee (Murray Charity Meander and Little Blue Towels), MGR Accountants, Southern Cross Austero, Tour de Cure, Bill Byron Wines, Bendigo Toyota and Bendigo Spirit along with the property donors, volunteers and team, who continue to make our gift possible.

Thank you for your continued support.

Rachel Mason
General Manager



AUDITOR'S REPORT



Level 2, 10-16 Forest Street
Bendigo, Victoria
PO Box 448, Bendigo, VIC, 3552

Ph: (03) 5445 4200
admin@rsdaudit.com.au
www.rsdaudit.com.au

Auditor's Independence Declaration under s 307C of the Corporations Act 2001 to the Directors of The OTIS Foundation

I declare that, to the best of my knowledge and belief, during the year ended 30 June 2017 there have been no contraventions of:

- i. The auditor independence requirements as set out in the *Corporations Act 2001* in relation to the audit; any
- ii. any applicable code of professional conduct in relation to the audit

P.P Delahunty
Partner
Richmond Sinnott & Delahunty



RSD Audit Pty Ltd
ABN 85 619 186 908

Liability limited by a scheme approved under Professional Standards Legislation

The audit for the 2016/2017 financial year was conducted by RSD Audit. A full copy of the audit report and the financial statements can be requested from Jenny Fitzpatrick, Finance Manager at The OTIS Foundation.

ACKNOWLEDGEMENTS & THANK YOU

Many corporates, groups and individuals support our campaigns and events, host fundraisers or make significant financial contributions to The OTIS Foundation. We would like to acknowledge each of these for their generosity and continued support of The OTIS Foundation.

We would particularly like to acknowledge the significant contributions made by:

| | | |
|--|--|---|
| Adelaide Survivors Abreast Dragon Boat Club | High St X Ray Kelsey Griffin | Pinking up Port Douglas – Douglas Chamber of Commerce members |
| Arthur J Gallagher - Golf Day | Lee Alexander – Pink Ribbon Breakfast | RSD Audit |
| Australian Doctors Orchestra | Macquarie Pacific Finance | Skipper family |
| Australian Sheep and Wool Show | Murray Charity Meander – Horizon Committee | The Golden Door |
| Community Foundation for Central Victoria – The Big Give | Myer Stores Community Fund | Trevor Hickman |
| Grill'd Bendigo | O'Farrell Robertson McMahan | Valkyrie Care Group |
| | | Zagame Corporation |

Our Retreat Supporters

Our Retreat Partners support the expenses associated with providing our properties at no cost to OTIS guests.



The Marian &
E.H. Flack
Trust



| | | |
|---|-------------------------------------|---|
| Kyneton Lions Club | Kyneton Lions Club | Probus Club White Hills |
| Ballarat Pink Pheonix | Lions Club of Heathcote Inc | Rotary Club of Sorrento |
| Bendigo Lions Club | Lions Club of Ocean Grove | Strathfieldsaye IGA |
| Dragons Abreast Inc South Australia | Lions Club of Strathfieldsaye Inc | Valkyrie Care Group |
| Golden City Lioness Club | Ocean Grove/Barwon Heads Lions Club | Wangaratta Lions Club |
| Golden Girls Bendigo | Paynesville Uniting Church | White Hills Bowls Club Inc |
| Huntly-Epsom Lions Club Inc | Pink in the Tropics | Y's Service Club Bendigo |
| Kangaroo Flat Uniting Church Fellowship | Probus Club Spring Gully | Zonta Club of Mornington Peninsula Inc. |

Grants and funding

The Dry July Foundation
Tour de Cure

City of Greater Bendigo
Fidelity Charitable

The Stockland Community Groups
Grant

Donations in memory

Thank you to those who made donations in tribute of the lives of their loved ones, including:

Avril Vandersay
Bruce Mitchell

Barry McPhee
Vicki Ellis

Toni Munro
Kerry Hourigan

Volunteers & Ambassadors

More than 50 volunteers assist The OTIS Foundation each year with specific teams of volunteers and Ambassadors on a diverse range of projects including:

Presentations and speaking
engagements

Administration/project support
Marketing/PR
Event support

Work placement for students
Pro-bono work in specific areas of
expertise

We thank them for their incredible contribution in championing our cause.

Special thanks

The OTIS Foundation would like to acknowledge the support of RSD Audit for the provision of auditing services. Particular acknowledgment to Philip Delahunty and Blessing Mendoza.



rsd advisors.com.au



THANK YOU

“Thank you for the generosity. My family was able to get away from our busy schedule and forget everything for a period of time, we were able to rest and relax. I feel so peaceful.”

- Tutin

“My family all needs to heal from the trauma of the last six months and I can't imagine a better place to stop, reflect and focus on the good stuff.”

- Melanie

“After a tough year, it was so lovely to just relax and enjoy ourselves and have a little celebration of our family.”

- Skye

“Thank you so much for this gift, it gave me something to look forward to.”

- Shirley

“I had a chance to revitalize myself. This gave me faith that good people still exist in this dog eat dog world, I almost cried.”

- Sandra


HOW YOU CAN HELP

Each \$50 donation will enable The OTIS Foundation to provide one night at no cost to people dealing with the challenges of breast cancer.

Donating a small monthly amount to The OTIS Foundation can create a big impact over time.

Donate online at [🏠 otisfoundation.org.au](https://www.otisfoundation.org.au)

CONTACT US

 The OTIS Foundation
Shop 24,
Bendigo Bank Central

PO Box 1191,
Bendigo Central VIC 3552

 (03) 5444 1185

 info@otisfoundation.org.au



otisfoundation.org.au