



2017/2018

# Annual Report



2018 OTIS Photo  
competition winner

# THE OTIS FOUNDATION ANNUAL REPORT 2017 / 2018

The OTIS Foundation is the only charity in Australia dedicated to gifting retreat accommodation to those experiencing breast cancer.

## VISION

To provide retreat accommodation to as many people experiencing breast cancer as possible, so that 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.



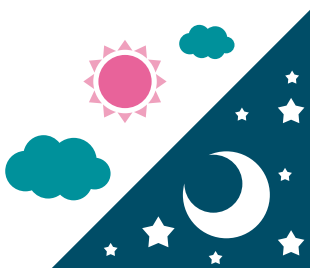
## VALUES

Unconditional

Compassionate

Responsive

During 2017 / 2018 we



Offered  
**3,484**  
nights at  
no cost



Made  
**809**  
stays available to people  
experiencing breast cancer



Welcomed  
**2,534**  
guests

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OTIS guest, Awen, enjoyed her stay at St Brigids, Goolwa (SA).

# FROM OUR CHAIR



## Nigel McGuckian

The statistics of breast cancer diagnosis across Australia continue to demonstrate the on-going demand for the service which The OTIS Foundation offers its guests. During 2019, it is estimated that 18,235 new cases of breast cancer will be diagnosed. Whilst survival rates are positive (statistics now show 91% of people surviving at least five years), there remains a huge emotional and psychological toll with each diagnosis.

As a Board, it is appropriate that we periodically review our direction. In March 2018, we did just this by gathering together and setting the strategic priorities for The OTIS Foundation through to 2021.

Our future focus is towards growth, with an aim to serve more people with breast cancer Australia-wide.

To do this we require greater numbers of properties along with increased income to invest in our expansion in a sustainable way.

In 2017 / 2018, we provided 2,919 nights to our guests, offering stays to 809 women and their loves ones. However, the list of those waiting for a stay escalated on previous financial years. The strategic priorities focus on reducing this waitlist to as close to zero as possible to ensure that our future guests can access a stay at their time of greatest need and within a reasonable waiting period.

I would particularly like to take this opportunity to thank all our corporate partners, donors and property owners who have contributed so generously throughout the year.

The Board share my optimistic view of the future for The OTIS Foundation while simultaneously recognising the challenges and dedication required to bring our vision to reality. It is an exciting time of evolution for OTIS and I look forward to leading the staff and Board into this phase with a clear vision of where we are heading.

**Nigel McGuckian**  
Chair

# FROM OUR INTERIM CEO



## Lisa Farrar

The 2017 / 2018 financial year has seen significant changes at The OTIS Foundation, both strategically and operationally. The 2017 Annual General Meeting saw the retirement of OTIS Founder and Chair, Andrew Barling, who graciously entrusted the organisation to a committed and experienced Board to take OTIS forward in its next phase. The 2018-2021 Strategic Plan was developed by the Board in conjunction with Andrew, reflecting his hope and the Board's desire to drive toward long-term growth and sustainability so that OTIS may serve more women and men experiencing breast cancer across Australia and perhaps beyond. The founding vision and mission of the organisation remain as relevant today as ever and continues to be the basis on which OTIS is moving forward.

The end of the 2017 / 2018 financial year saw the departure of the General Manager, Rachel Mason, and the Board took the opportunity to place me in the role of CEO on an interim basis, to check the foundations were solid. My tenure will focus on a review of the business model, structure and culture along with proposing any relevant strategic changes.

As I am a Director of the Board, this provides an opportunity to dip in to operations to truly understand the business and ensure informed strategic decision making and operational transparency to the Board.

The strategic direction set by the Board at its March 2018 planning day will provide OTIS with a redefined narrative moving forward. All Board and staff clearly understand that the distinct aim to 2021 is to reduce the waitlist of approximately 300 people to as close to zero as possible; to serve 10% of those diagnosed with breast cancer; to strategically grow the property portfolio and to increase income through corporate partnerships and intelligent fundraising initiatives.

With so much happening at OTIS, 2018 / 2019 is set to be a year of continued transition, with emphasis on operational efficiency and direction of staff energies toward large, national initiatives that will increase visibility and generate increased income. Corporate partnerships will be in focus, as will implementing programs to help scale the organisation across Australia.

Personally, the role of Interim CEO of OTIS is an incredibly enjoyable and rewarding one and I thank my fellow Board members for placing their trust in me. I am excited about the future of OTIS, I genuinely believe in its potential to be a major player in the psychological wellbeing dimension of breast cancer treatment. The organisation has a high quality and highly trusted brand that people and organisations want to be associated with. This is a great foundation from which to springboard, all the while ensuring that OTIS continues to provide the unconditional, compassionate and responsive service that it always has.

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

**Lisa Farrar**  
**Interim CEO**  
**The OTIS Foundation**

# OUR PEOPLE

## Board of Directors

Name	Position
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

\*Board as at 30 June 2018

## 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

\*Staff as at 30 June 2018





*Carels in the Cathedral*

SILVIE PALADINO  
SIMON GLEESON  
ALANA CONWAY  
COURTNEY CONWAY

Accompanied by  
PHIL TURCIO

Also featuring  
Sacred Heart Cathedral Choir &  
John Hogan musical director  
MC Rob Gaylard

FRIDAY 8TH DECEMBER 2017  
COMMENCING AT 7.00PM  
SACRED HEART CATHEDRAL  
MACKENZIE ST, BENDIGO

TICKETS FROM \$35  
AVAILABLE FROM  
www.trybooking.com

OTIS FOUNDATION BREAST CANCER RETREATS

THIS EVENT PROUDLY SUPPORTS THE OTIS FOUNDATION -  
The OTIS Foundation provides retreat accommodation at no cost to women dealing with the challenges of breast cancer and their families.

For all enquiries caroline@cathedralalanaconway.com

IMAGE COURTESY OF BOB BEASLEY PHOTOGRAPHY www.bobbeasley.com

**PINKING UP**  
PORT DOUGLAS

for

THE **OTIS**  
FOUNDATION  
BREAST CANCER RETREATS

**AWARENESS & FUNDRAISING WEEKEND**  
**28 & 29 October 2017**

The OTIS Foundation provides retreat accommodation at no cost to anyone dealing with the challenges of breast cancer.

'Pink Up' your business and raise \$\$ any way you can for our local Island Point Road OTIS Retreat!

**REGISTER YOUR BUSINESS TODAY**  
mandy@otisfoundation.org.au (03) 5444 1185  
www.otisfoundation.org.au

**Bendigo Bank** **DOUGLAS** **PINK TROPICS**

**YOUR DONATION HELPS CHANGE LIVES**

Support our End of Financial Year Appeal and help us raise \$10K to offer more nights to those 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 at  
[www.otisfoundation.org.au](http://www.otisfoundation.org.au)

OTIS FOUNDATION BREAST CANCER RETREATS

2018 **OTIS**  
**Mothers day**  
CELEBRATION

Friday, 11 May 2018  
From 5pm

Tickets \$50

The Exchange  
3 Bath Lane, Bendigo

Book tickets online at  
[otisfoundation.org.au/events](http://otisfoundation.org.au/events)

HOST  
Renowned local businesswoman,  
Margot Spalding

GUEST SPEAKER  
Loyal OTIS supporter, Margot Falconer

Live Music • Sparkling on arrival • Prizes  
• Auctions • Raffles • Networking

Principal Partner: **Bendigo Bank**

Event Partners: **BRAZILIAN BEAUTY**, **PINK GEMINI**, **mimi**, **Ray White**

[otisfoundation.org.au/events](http://otisfoundation.org.au/events)

THE OTIS FOUNDATION  
**ANNUAL GOLF DAY**  
SUNDAY 25TH MARCH 2018

Bendigo Golf Club, Golf Course Road, Epsom

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

15th ANNUAL GOLF DAY 2008-2018

Play for thousands of dollars in prizes, including team and individual awards. All proceeds go towards providing retreat accommodation, at no cost to women and their families facing the challenges of breast cancer.

To secure your place before the event sells out please contact  
The OTIS Foundation on 03 5444 1185 or email [events@otisfoundation.org.au](mailto:events@otisfoundation.org.au)  
Register at [otisfoundation.org.au](http://otisfoundation.org.au)

Principal Partner: **Bendigo Bank**

Presenting Partners: **TOYOTA**, **BENDIGO**

Event Supporters: **Bendigo Bank**, **Bendigo**

**COMMUNITY MATTERS**

All of our sales will be donated to  
*Otis Foundation, Women in Sport,  
and Bendigo Health.*

Pop into Grill'd  
from Friday 14th of September until  
Sunday 16th of September and show your support!

**Grill'd**

Grill'd Bendigo  
88 Pall Mall, Bendigo • 5443 1239  
[grilld.com.au](http://grilld.com.au) • @grillburgers • #grilld

WELCOME TO  
THE OTIS FOUNDATION PINK ROUND

The OTIS Foundation is a proud  
Community Partner of the Bendigo Spirit

OTIS FOUNDATION BREAST CANCER RETREATS

and in Bendigo, each year The OTIS Foundation offers close to 100 nights of retreat accommodation across Australia at no cost to women dealing with the challenges of breast cancer and their families.

#OTISPinkRound  
[otisfoundation.org.au](http://otisfoundation.org.au)

**BENDIGO CYCLING CLASSIC**

**CYCLING CLASSIC**

BENDIGO 2017

**REGISTER NOW**  
[www.bendigocyclingclassic.com.au](http://www.bendigocyclingclassic.com.au)

RIDE FOR CHARITY  
SUNDAY 29TH OCTOBER 2017

GRAN FONDO 100km	CHALLENGE CLASSIC 60km	SOCIAL CLASSIC 35km	FAMILY CLASSIC 25km
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OTIS FOUNDATION

**LANA SCHWARCZ**  
**LOVELY LADY LUMP**

BECAUSE F\*\*K CANCER

Smart, funny, empowering - you'll fall in love with the unstoppable Lana Schwarcz!

★★★★★  
Schwarcz is like Fizzy Soda - effervescent!  
Pure comedy with a serious edge  
(Lizbeth Mackenzie)

★★★★★  
Adelaide Theatre Guide

★★★★★  
Brilliant and unusual  
(Winnipeg Free Press)

★★★★★  
Melodic Advertiser

Uproariously funny, devastating and heartfelt  
(Restonville NZ)

Hilariously honest  
(Saratoga Melbourne)

Gutsy and gleeful  
(Theaterworks NZ)

WINNER BEST THEATRE (2016)  
WINNER BEST THEATRE (2017)

NOMINEE BEST THEATRE (2015)

WINNER BEST THEATRE (2014)

WINNER BEST THEATRE (2013)

Annual Report 2017/2018 - The OTIS Foundation

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# OUR PARTNERS

The OTIS Foundation has developed strategic relationships with its corporate partners over many years.

We are grateful for their contribution and support, which ensures that we can provide the far-reaching gift of

offering retreat accommodation to those dealing with the challenges of breast cancer.

## Principal Partner



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## Major Partner



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## Program Partners





## Case study

### The Horizon Committee

Based in the Murray riverside twin-towns of Echuca-Moama, the Horizon Committee first approached The OTIS Foundation to develop a partnership in 2004. Over the past 14 years, the partnership has generated over \$800,000 to directly support OTIS' national network of breast cancer retreats.

In 2018, the Horizon Committee coordinated the finale of the Murray Charity Meander, an annual journey of "tinnies" travelling down the iconic Murray River.

This unique event described itself not as a race, more a contest of wits, ingenuity and social endurance and as an excellent opportunity for community minded people to

raise funds for cancer support and enjoy a week-long trip on the magnificent Murray River.

The OTIS Foundation, would like to take this opportunity to extend our gratitude to the Horizon Committee and each of the individuals who have participated in the Murray Meander. Although the Meander has now concluded, we are honoured that the Horizon Committee will continue its funding of The OTIS Foundation through the Little Blue Towel initiative.

Our relationship with the Horizon Committee has become a remarkable partnership and one we look forward to continuing over many years.



The 2018 "OTIS Cruisers" depart Cobram (VIC)

# WHERE WE ARE

It is with thanks to the generosity of our valued property donors that we were proudly able to offer access to 36 properties across Australia during the 2017 / 2018 period.

This financial year, The OTIS Foundation launched its first property in Western Australia whilst also continuing to offer properties in Victoria, New South Wales, Queensland, South Australia and the Northern Territory.

The establishment of Eden Hollow retreat, in Denmark in the Great Southern region of Western Australia, enables The OTIS foundation to now offer stays to its guests in every mainland state of Australia. This represents significant growth for the organisation, which only first expanded beyond the countries south-eastern states in December 2015.

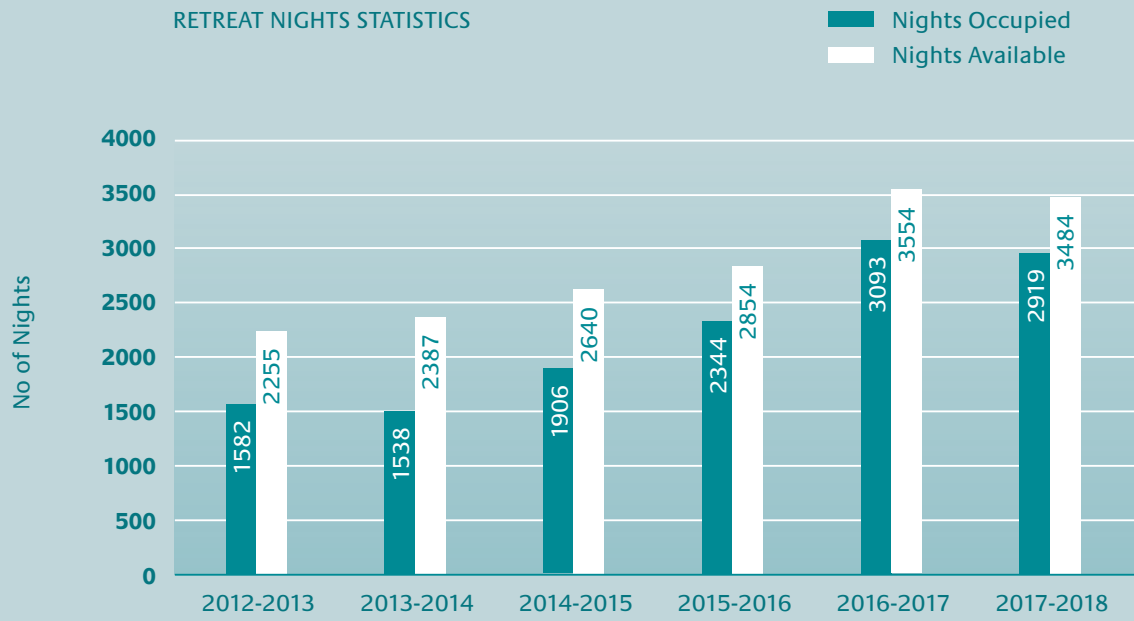
## Property Map



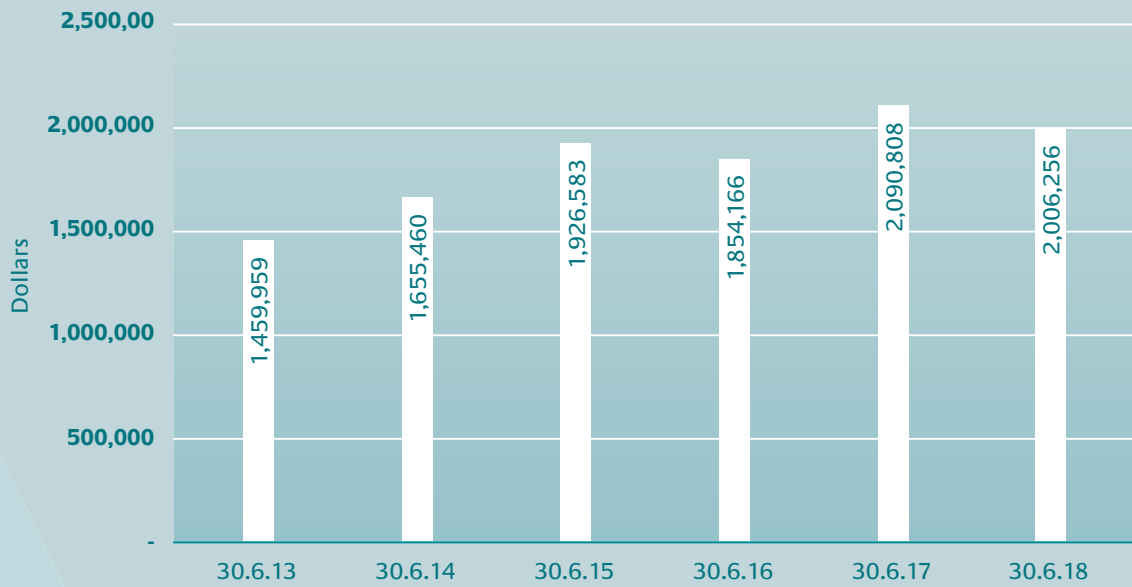
Property Name	Property Donor	Location	State
A Beautiful Beachfront Rye	Georgi family	Rye	VIC
Alyonah	Frost family	Daylesford	VIC
Blue Wren	Dikschei family	Towong	VIC
Bramare	Barling family	Mandurang	VIC
Casuarina Cottage	Munzberg family	Aldinga Beach	SA
Casuarina Views	Munzberg family	Aldinga Beach	SA
Cedar Lake Country Resort	Skipper / Schmidt family	Advancetown	QLD
Creekside	Humphries family	Thredbo Village	NSW
Cullen Bay	George family	Larrakeyah	NT
Eden Hollow	Hearn family	Denmark	WA
Fernside	Johnstone family	Strathbogie	VIC
Glenvale	Digney family	Sorrento	VIC
Goolwa Dunes	Miller family	Goolwa	SA
Hautacam	Caple family	Pomona	QLD
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
Nunyara Treehouse	Wright family	North Maleny	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 Cottages	Rotary Club of Sorrento	Portsea	VIC
Riverview	Sorraghan family	Bundalong	VIC
Sorrento Village Apartment	Joel / Bolton family	Sorrento	VIC
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 Pier	Kent family	Rye	VIC
Tingira	Purdon family	Bawley Point	NSW
Vacation Village	Skipper / Schmidt family	Port Macquarie	NSW
Villa Mondo	Prentice family	Noosville	QLD
Wainui	Caple family	Sunshine Beach	QLD
Wattle Point	Robins family	Forge Creek	VIC

# OUR ACHIEVEMENTS

RETREAT NIGHTS STATISTICS



BALANCE SHEET OVERVIEW 2013-2018



# AUDITOR'S REPORT



41A Breen Street  
Bendigo, Victoria  
PO Box 448, Bendigo, VIC, 3552

Ph: (03) 4435 3550  
admin@rsdaudit.com.au  
www.rsdaudit.com.au

30 November 2018

The OTIS Foundation  
Nigel McGuckian - Chairman  
PO BOX 1191  
Bendigo Central, VIC 3552

## **CLOSING REPORT 2017-18**

Dear Directors,

Thank you for the opportunity to provide audit services to your company. We greatly value this important professional relationship.

We now take this opportunity to provide you with our Audit Closing Report. This document includes prescribed information necessary under Australian Auditing Standards.

It includes;

- details of key audit risks identified; and
- description of the audit scope as defined under both Australian Audit Standards and the *Australian Charities and Not-for-profits Commission Act 2012*.

Should you have any questions regarding this Closing Report, or our audit, please contact me.

Yours faithfully,

A handwritten signature in blue ink, appearing to read 'P. P. Delahunty', written over a faint blue circular stamp.

**P. P. Delahunty**  
Partner  
RSD Audit

RSD Audit Pty Ltd  
ABN 85 619 186 908

Liability limited by a scheme approved under Professional Standards Legislation

# PROFIT AND LOSS

**The OTIS Foundation**  
**STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME**  
**FOR THE YEAR ENDED 30 JUNE 2018**

	<b>2018</b>	<b>2017</b>
	<b>\$</b>	<b>\$</b>
Revenue	1,112,380	916,821
Employee benefits expense	(453,135)	(469,731)
Depreciation and amortisation expense	(33,561)	(52,553)
Loss on disposal of assets	(33,621)	-
Administration and other expenses from ordinary activities	<u>(671,307)</u>	<u>(583,278)</u>
<b>Current year loss before income tax</b>	<b><u>(79,244)</u></b>	<b><u>(188,741)</u></b>
Tax expense		
<b>Net current year loss</b>	<b><u>(79,244)</u></b>	<b><u>(188,741)</u></b>
Net current year loss attributable to members of the entity	<u>(79,244)</u>	<u>(188,741)</u>
<b>Other comprehensive income</b>		
Gain on revaluation of land and buildings	-	420,038
<b>Total other comprehensive income for the year</b>	<u>-</u>	<u>420,038</u>
<b>Total comprehensive income for the year</b>	<b><u>(79,244)</u></b>	<b><u>231,297</u></b>



# STATEMENT OF FINANCIAL POSITION

## The OTIS Foundation Balance Sheet As of June 30, 2018

	Jun 30, 18
<b>ASSETS</b>	
Total Current Assets	457,345.56
Fixed Assets	1,645,371.47
<b>TOTAL ASSETS</b>	<b>2,102,717.03</b>
<b>LIABILITIES</b>	
Current Liabilities	
Accounts Payable	47,545.09
Credit Cards	-930.22
Other Current Liabilities	13,790.59
Total Current Liabilities	60,405.46
Non-Current Liabilities	36,055.62
<b>TOTAL LIABILITIES</b>	<b>96,461.08</b>
<b>NET ASSETS</b>	<b>2,006,255.95</b>
<b>EQUITY</b>	
Opening Bal Equity	748,779.88
Retained Earnings	541,993.67
Asset Revaluation	794,714.60
Net Income	-79,232.20
<b>TOTAL EQUITY</b>	<b>2,006,255.95</b>

# OUR SINCERE THANKS

We are thankful and very appreciative that so many individuals, groups and corporate businesses choose to support The OTIS Foundation each year. The act of offering retreat accommodation to those with breast cancer is a remarkable gift and this is only possible through the generosity and with the support of our many donors and financial contributors.

We would like to extend our thanks to everyone who has supported events and campaigns, made donations, offered in-kind and pro bono services or hosted a fundraiser for OTIS.

In particular we would like to acknowledge those who provided significant contributions, including:

Australian Sheep Breeders Association Inc	High Street Xray	Skipper/Schmidt families
Bendigo Cycling Classic	The Horizon Committee (Murray Meander)	Smartline Charity Committee
Bendigo Breast Cancer Support Services Network	RSD Audit	

## Our property partners

OTIS Property Partners supporting the direct expenses of cleaning and supplying linen to our properties:

Northern Territory Government	Valkyrie Care Group	Lions Club of Heathcote Inc
The Marian & EH Flack Trust	Lions Club of Bendigo	Lions Club of Mornington
Dry July	Lions Club of Strathfieldsaye Inc	Adelaide Survivors Abreast
The Estate of Peter Ryall	Paynesville Uniting Church	Lions Club of Hallett Cove & Districts
Ballarat Pink Phoenix	Pink In The Tropics	Lions Club of Mooroopna Inc
Corryong Golf Club	Strathfieldsaye IGA	McKern Foundation
Lions Club Wangaratta Inc	Lions Club of Wodonga Inc	

## Grants and funding

FRRR	Trinity Families	The Dry July Foundation
Ettalong Memorial Bowling Club	The Andrews Foundation	Northern Territory Government
The Marian & EH Flack Trust	McKern Fountain	

## Donations in memory

Our thanks to those who made donations to The OTIS Foundation in memory of the following people:

Lee Campbell	Amy Hickman	Susan Nisbet
Di Bennett	Juliana Kiprova	Peter Ryall
Noel Burley	Patricia Ladson	Karlee Thorpe

## Special thanks

We would like to acknowledge the contribution of the team at RSD Audit in undertaking the auditing process, including Phillip Delahunty and Rebecca Rosta.



 [rsdadvisors.com.au](http://rsdadvisors.com.au)

# 2017 OTIS Foundation Ball - A Night for Nights

## PLATINUM SPONSORS



BLACKBURN



## SILVER SPONSORS



## BRONZE SPONSORS



## VIP EVENT SPONSORS



## CHAMPAGNE RAFFLE SPONSOR



## Case study


### Bendigo Cycling Classic

The inaugural Bendigo Cycling Classic, was held in October 2017. The successful event attracted close to 400 riders and raised more than \$40,000 which was shared between The OTIS Foundation and children's charity – Give Me 5 for Kids.

Congratulations to the participants, organisers and sponsors of this fantastic annual event.



# CONTACT US

 The OTIS Foundation  
Shop 24,  
Bendigo Bank Central

PO Box 1191,  
Bendigo Central VIC 3552

 (03) 5444 1185

 [info@otisfoundation.org.au](mailto:info@otisfoundation.org.au)



[otisfoundation.org.au](http://otisfoundation.org.au)