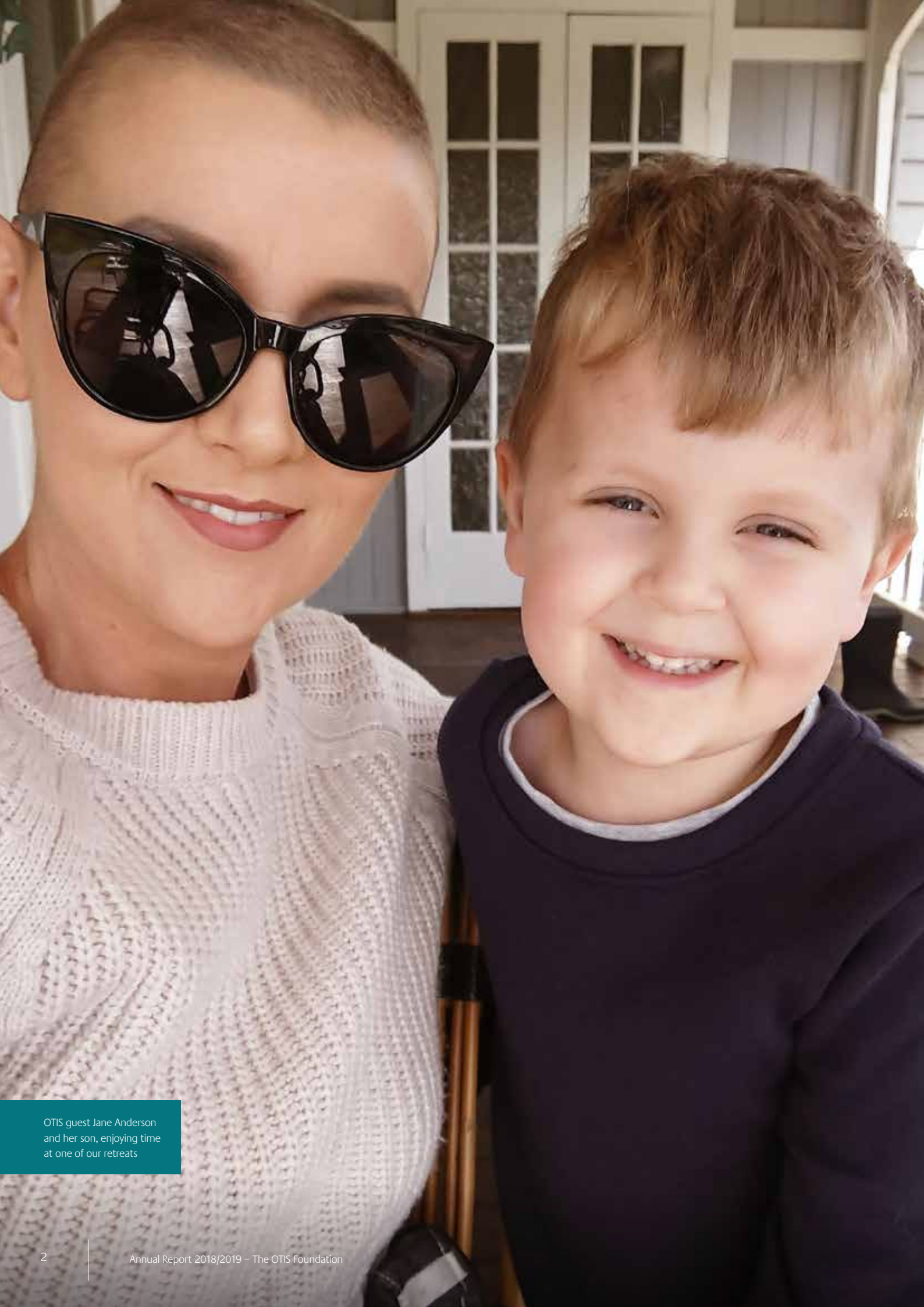




2018/2019

Annual Report



OTIS guest Jane Anderson and her son, enjoying time at one of our retreats

THE OTIS FOUNDATION ANNUAL REPORT 2018 / 2019

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.



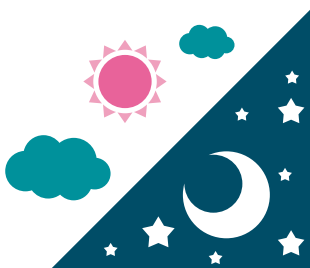
VALUES

Unconditional

Compassionate

Responsive

During 2018 / 2019 we



Offered
3,485
nights at
no cost



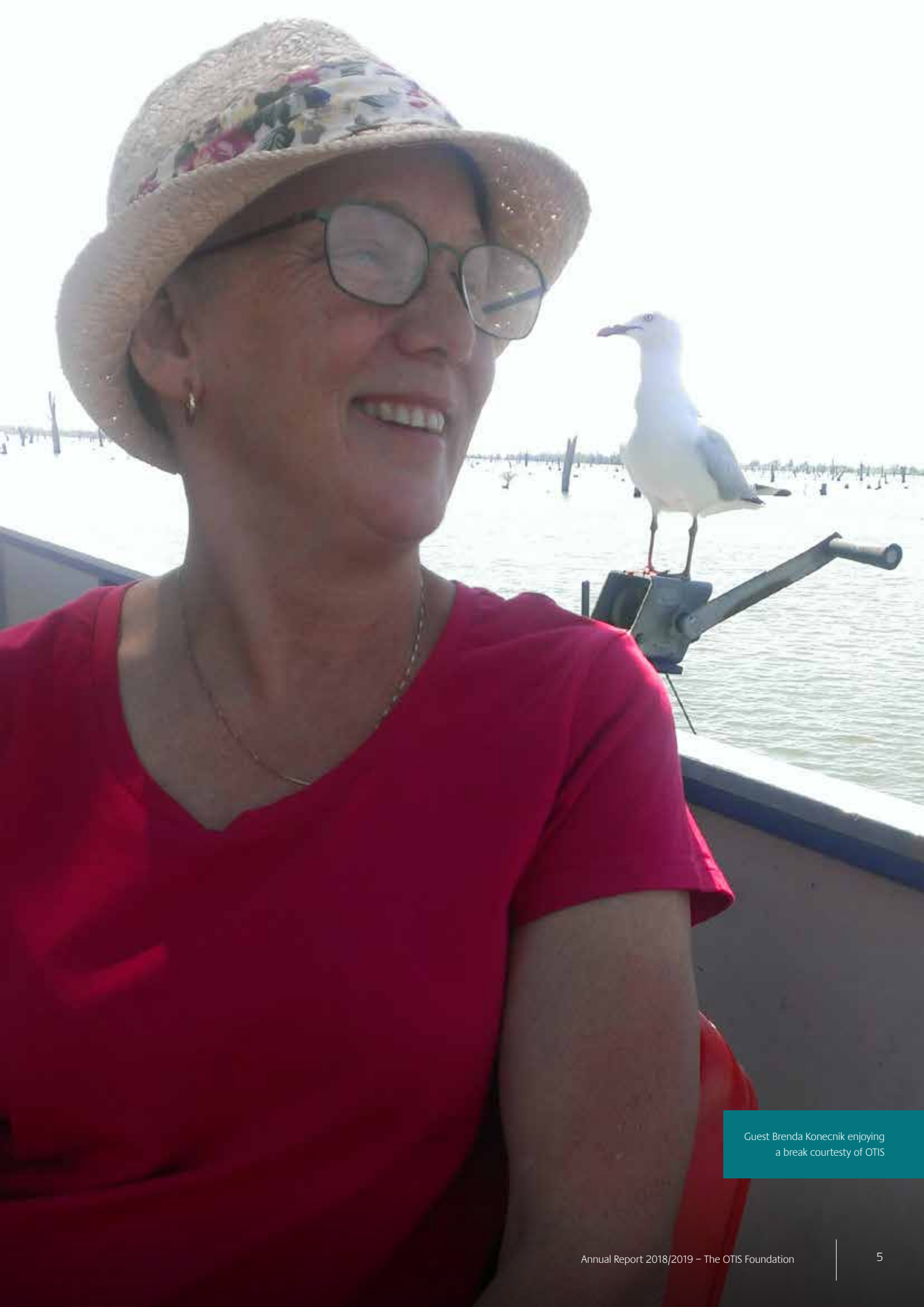
Made
777
stays available to people
experiencing breast cancer



Welcomed
2,515
guests

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Guest Brenda Konecnik enjoying a break courtesy of OTIS

FROM OUR CHAIR



Nigel McGuckian

In 2018/19 The OTIS Foundation continued to provide stays for women and their families suffering from breast cancer. This is the Otis purpose. A simple gift which provides huge benefits in physical and psychological health. Otis now provides this gift to people throughout Australia having grown from a foundation in Bendigo.

This growth in national coverage is a wonderful achievement, which then presents its own set of challenges to the organisation. Servicing a national network of properties requires appropriate staffing levels and of course funding. The focus in the 2018-19 financial year has been on internal efficiencies, our corporate partnerships and the acquisition of properties at as close to cost-neutral as possible, to sustain and grow a national footprint.

In the last year, The Otis Foundation has enjoyed ongoing support from our corporate partners, including our newest partner Classic Holidays. We have had very positive feedback from people who have stayed in their properties. We also value the major commitment and support from our foundation partner Bendigo Bank across an incredible array of initiatives. And we continue the important work of developing further partnerships with major national organisations.

We continue to be supported by wonderful property owners who donate time in their properties to those in need of a break.

I would like to thank all our supporters who recognise the value to people who are going through a difficult time and give so generously.

Each year, breast cancer affects thousands of families. Otis currently helps around 1000 of these families and we have people waiting for a stay. We have ambitious aims and we can do this with the support of the community, donors and corporations who understand the Otis gift

A handwritten signature in dark ink, appearing to read 'Nigel McGuckian', written in a cursive style.

Nigel McGuckian
Chair

FROM OUR CEO



Lisa Farrar

OTIS continues to provide a much needed break for those with breast cancer; it is the founding principal that drives our daily work. This year, while the team has continued to book retreats for our guests and their loved ones, we have also worked hard on our corporate partnerships, the property portfolio and our fundraising activities.

The 2018/2019 financial year has continued to be a year of exciting transition, with increased engagement at a national level and a focus on internal efficiencies, so we can meet our strategic goal of serving more people with breast cancer.

The incredible generosity of our property donors nationwide is humbling. The impact of strangers gifting a break in their property to another stranger, is profound.

This year, we were able to achieve our goal of having retreats in every state of Australia. We took on a beautiful retreat in Tasmania and also established a strong and highly aligned partnership with global accommodation provider, Classic Holidays to deliver breaks at their resorts Australia-wide.

We also expanded our highly valued long term corporate partnership with Bendigo Bank so that they now provide support at both the local and national level.

We worked hand in glove with our strong supporter Dry July this financial year, deepening our collaboration to include our corporate partners in the annual fundraising campaign.

Digital fundraising is now a bigger part of our model and we successfully transitioned some fundraising activities to an online format, allowing OTIS to successfully reach a bigger national audience at a lower cost.

Our core business is offering stays to all of those wanting a retreat, which is delivered through sustaining income and property growth. The work we have undertaken in 2018/2019 continues to move OTIS in this direction. The backing and belief we receive from all partners, donors and supporters is remarkable and never taken for granted. The ecosystem of old and new support is central to the delivery of the OTIS gift and I look forward to continuing the work of delivering time away to more people experiencing breast cancer.

A handwritten signature in white ink, appearing to read 'Lisa Farrar', set against a dark teal background.

Lisa Farrar
CEO
The OTIS Foundation

OUR PEOPLE

Board of Directors

Name	Position
Nigel McGuckian	Chair
Anne Baker	Director
Richard Burley	Director / Family Representative
Damian Burley	Director / Family Representative
Manny Cao	Director
Sophie Daley	Director
Lisa Farrar	Executive Director/CEO
Kerryn Hamilton	Director

As at June 30, 2019

OTIS Staff

Name	Position
Lisa Farrar	CEO
Jennifer Fitzpatrick	Finance Manager
Kerry Krenz	Administration Assistant
Rain Millar	Property and Bookings Manager
Mandy Mitchell	Fundraising Manager
Carlie Ryan	Marketing and Communications Manager
Nola Tranter	Bookings Coordinator

As at June 30, 2019





Guest Kate Keogh Murray
at one of the beautiful
OTIS retreats

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



Major Partner



Corporate Supporter



Retreat Partner



Major Donors





Classic Holidays
High Tea

Case study Classic Holidays

In 2018, Classic Holidays and The OTIS Foundation created a partnership to expand the offering to OTIS guests. Classic Holidays is a global accommodation provider whose core business like OTIS, is the provision of accommodation. They have wholeheartedly adopted OTIS as a charity highly aligned with their own mission of providing memorable time away for people. Classic Holidays members and corporate donate time at their resorts Australia-wide and in twelve months this has resulted over 100 weeks being donated to OTIS guests. The resort break has been incredibly popular with our young families experiencing the impacts of breast cancer.

Classic has a deep commitment to our cause. All rooms across Australia has OTIS information in them, they regularly talk to their 70,000 members about OTIS, they have hosted OTIS high teas at their resorts, donated an international holiday for our annual raffle, invited OTIS to speak at their annual conference and introduced OTIS to the broader timeshare industry. The commitment to the partnership that Classic has demonstrated in twelve months is remarkable. We are very grateful and look forward to our continuing relationship.



Classic Holidays
Cedar Lakes Country Resort

“ Thank you for the generous gift of a week at the Cedar Creek Lodge it was the most beautiful place and very relaxing. The hospitality was the best as were the facilities at the lodge. I can't speak highly enough of this resort. ”

- Janine, 2019

WHERE WE ARE

Thanks to the generosity of our property donors and our corporate partnerships, the OTIS national network of retreats totalled 33 retreats plus 14 Classic Holidays resorts in every state across Australia during the 2018 / 2019 period.

This financial year, The OTIS Foundation offered retreat accommodation Australia-wide, with donated properties in Queensland, New South Wales, Victoria, South Australia, Western Australia, the Northern Territory, and Tasmania.

The addition of a property in Hobart in early 2019 and the partnership with Classic Holidays proudly took the OTIS gift officially to every state.

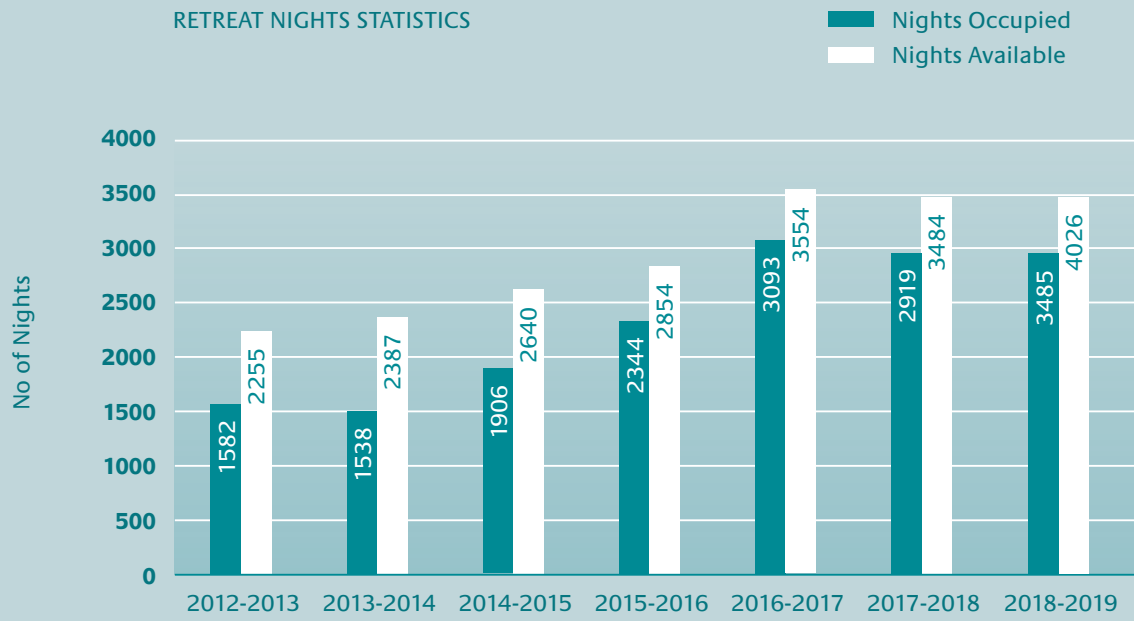
Property Map



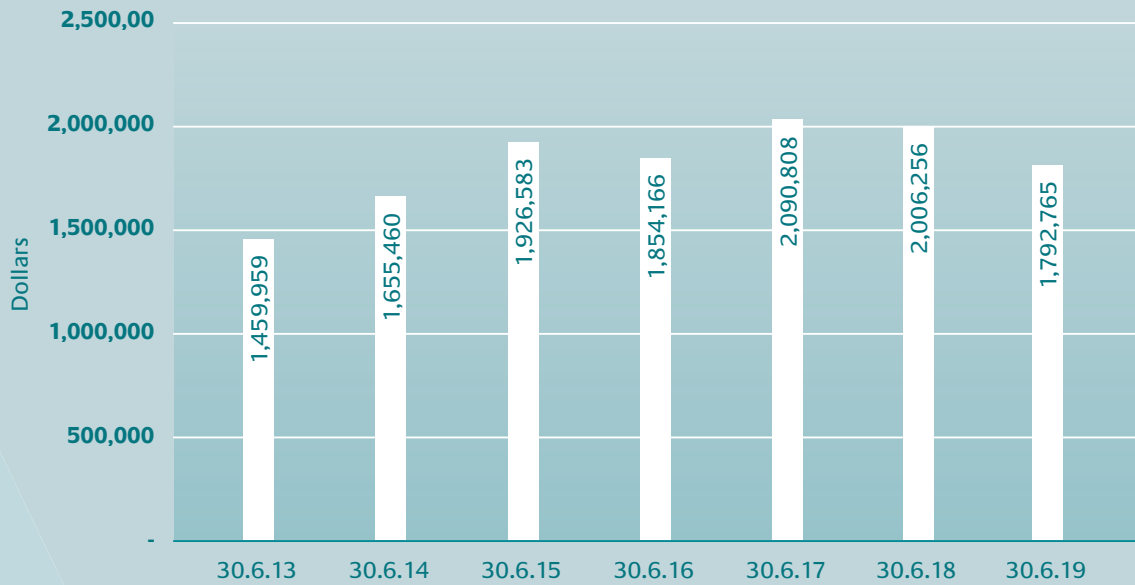
Property Name	Property Donor	Location	State
Abode at the Beach Club 1 & 2	Anonymous	Palm Cove	QLD
Alyonah	Frost family	Daylesford	VIC
Bramare	Barling family	Mandurang	VIC
Casuarina Cottage	Munzberg family	Aldinga Beach	SA
Casuarina Views	Munzberg family	Aldinga Beach	SA
Classic Holidays Resorts	Classic Holidays	Multiple locations	QLD, NSW, VIC,WA
Creekside	Humphries family	Thredbo Village	NSW
Cullen Bay	George family	Darwin	NT
Eden Hollow	Hearn family	Denmark	WA
Fernside	Johnstone family	Strathbogie	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	Redesdale	VIC
Lakeside	Hammoud family	South Durras	NSW
Merrileugh	Scott family	Inverloch	VIC
Nunyara Treehouse	Wright family	Maleny	QLD
Ocean Wander	Hooper family	Mollymook	NSW
Overflow	Duncan family	Talbingo	NSW
Park St Beach Retreat	Bannister family	St Kilda	VIC
Pearl Beach	Powell/Deans family	Pearl Beach	NSW
Pearl's Cottage	Garland/Hicks family		NSW
Police Point Cottages	Rotary Club of Sorrento	Portsea	VIC
St Brigids	Davies family	Goolwa	SA
St Hannah's	The OTIS Foundation	Mandurang	VIC
St Jude's	The OTIS Foundation	Mandurang	VIC
Stonehawke Place	Gregory family	The Gap	QLD
Tingira	Purdon family	Bawley Point	NSW
Vacation Village	Schmidt family	Port Macquarie	NSW
Vacation Village	Skipper family	Port Macquarie	NSW
Villa Mondo	Prentice family	Noosaville	QLD
Wainui	Caple family	Sunshine Beach	QLD
Wattle Point	Robbins family	Forge Creek	VIC

OUR ACHIEVEMENTS

RETREAT NIGHTS STATISTICS



BALANCE SHEET OVERVIEW 2013-2019



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

Auditors Independence Declaration under section 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 2019 there have been no contraventions of:

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

RSD Audit
Chartered Accountants

A handwritten signature in black ink, appearing to read 'P.P. Delahunty', with a stylized flourish at the end.

P.P Delahunty
Partner
41A Breen Street
Bendigo VIC 3550

Dated: 31 October 2019

Richmond Sinnott & Delahunty, trading as RSD Audit
ABN 60 616 244 309
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 2019

	Note	2019 \$	2018 \$
Revenue	2	895,103	1,112,380
Employee benefits expense	3	(406,468)	(453,135)
Depreciation and amortisation expense	3	(32,870)	(33,561)
Loss on disposal of assets	3	-	(33,561)
Administration and other expenses from ordinary activities	3	(669,254)	(671,307)
		<u>(1,108,592)</u>	<u>(1,191,624)</u>
Current year loss before income tax		<u>(213,489)</u>	<u>(79,244)</u>
Income tax expense		-	-
Net current year loss		<u>(213,489)</u>	<u>(79,244)</u>
Other comprehensive income		-	-
Total comprehensive income for the year		<u>(213,489)</u>	<u>(79,244)</u>

STATEMENT OF FINANCIAL POSITION

The OTIS Foundation Balance Sheet As of June 30, 2019

		2019	2018
		\$	\$
Assets			
Current Assets			
	Note		
Cash and cash equivalents	4	165,237	117,943
Receivables	4	7,611	12,281
Investments	4	142,156	326,812
Other assets	5	46,665	5,500
Total Current Assets		<u>361,669</u>	<u>462,536</u>
Non-Current Assets			
Property, plant and equipment	6	1,617,320	1,645,371
Total Non-Current Assets		<u>1,617,320</u>	<u>1,645,371</u>
Total Assets		<u>1,978,989</u>	<u>2,107,907</u>
Liabilities			
Current Liabilities			
Payables	7	83,049	65,597
Income in advance	8	64,080	-
Employee provisions	9	28,028	27,760
Total Current Liabilities		<u>175,157</u>	<u>93,357</u>
Non-current liabilities			
Employee provisions	9	11,067	8,296
Total Non-current Liabilities		<u>11,067</u>	<u>8,296</u>
Total Liabilities		<u>186,224</u>	<u>101,653</u>
Net Assets		<u>1,792,765</u>	<u>2,006,254</u>
Equity			
Retained surplus		998,050	1,211,539
Revaluation reserve		794,715	794,715
Total Equity		<u>1,792,765</u>	<u>2,006,254</u>

OUR SINCERE THANKS

We are grateful 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 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:

RSD Audit	Lee Alexander	Cox Architecture
Bendigo Cycling Classic	Lynette Skipper	High Street Xray
Grill'd Bendigo	Melissa McIntyre	
O'Farrell, Robertson, McMahon Lawyers	The Horizon Committee	

Grants and Major Gifts

The Dry July Foundation	Tour de Cure
The Marian & EH Flack Trust	The Estate of Peter Ryall

Donations in memory

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

Valerie Jackson	Audrey Perkins
Janine Jess	Terri Good

Special thanks

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



 rsdadvisors.com.au




Our Founding Principal Partner, Bendigo Bank, hosted a pop-up barber shop with profits going to OTIS



Guest Barbara Hansford
enjoying time away
with her family

CONTACT US

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Bendigo Bank Central

PO Box 1191,
Bendigo Central VIC 3552

 (03) 5444 1185

 info@otisfoundation.org.au

