



Can Too Foundation Annual Report 2017-18



Chair's Message

Impact Since 2005

14,500+

participants
trained

\$20M+

fundraised

158

cancer research
grants funded

11

breakthroughs by
research alumni

It is with mixed emotions that I present this year's annual report – my last as Chair of the Can Too Foundation with my successor Anne Massey having taken the reins from 1 June 2018.

I'm overwhelmed that over the last 13 years the Can Too Foundation have become experts at taking walkers and turning them into runners; taking those scared of the ocean and turning them into confident ocean swimmers; and taking wobbly multisport beginners and turning them into triathletes.

Within our community people have found their passion and gone on to become leaders, coaches and advocates; people have found love and gone on to start families, with some of those first Can Too babies now teenagers – which is a little scary!

Can Too has become so many things, yet through this growth we've never lost sight of why we exist: as a community we believe that every one of us has the power to reduce the impact of cancer for ourselves, the people we love, and the world. Every program is a renewed commitment

to making a difference, to continue fundraising so researchers can continue their work; that together we are creating better outcomes for those affected by cancer, one step at a time.

I started Can Too partly in memory of my father, who lost his battle with bowel cancer at age 51, and in thirteen years of leading the Can Too Foundation I've continued to farewell more family, friends and community participants than I dare to count. I also started it partly because I know the benefits of health and exercise; of moving beyond one's comfort zone and for trying to make a difference.

Our community has developed a philosophy that the research they fund is like the training that they do. It requires the personal commitment to start, the right support to keep going, and personal resilience against what can feel like the impossible. Our community knows first-hand that progress is simply the process of thousands of individual actions, peppered with both setbacks and accomplishments, that when pieced together form a result greater than the sum of its parts.

Not only can progress be made; it is being made.

Prof Megan Hitchins, the first researcher funded by Can Too, was also the first of our alumni to make a breakthrough in bowel cancer, identifying a genetic mutation responsible for making people susceptible to colorectal, bowel and other cancers. This discovery may help to diagnose families at risk of hereditary cancers, and potentially allow treatment to switch a vital anti-cancer gene identified, back on.

A/Prof Phoebe Phillips, who we funded as an early career researcher with Cure Cancer, and funded as the head of a major research project with Cancer Council NSW, led a team that have developed a highly promising technology to deliver gene-silencing drugs to treat pancreatic cancer – the most chemo-resistant and deadly cancer in Australia.

As a community, we know that every one of the 158 research grants funded since 2005 has contributed to progressing our knowledge of cancer. Every experiment that's run provides a way to run a better experiment. Every result provides a way to create better results.

Every hour invested in cancer research is advancing the vast body of knowledge globally that is dedicated to reducing the impact of this horrible disease.

Year, after year, after year, we hear the unfathomable time wasted on lengthy grant applications, as less than a fifth of eligible research – that is deemed to be most promising – fails to receive government funding.

And sadly, during my time this situation has worsened, making what we do more important than ever. This is why we cannot give up; why we must continue to run and swim and trek and always be working on growing as individuals and as a community.

It is in this spirit of personal and organisational growth that I decided to step down as Chair of the Can Too Foundation. This journey started with seed funding from Macquarie Group Foundation, whose generosity continued for thirteen years as our Principal Supporter, and at the end of this financial year has drawn to a close. We simply could not have become what we are without the support of Macquarie Group Foundation.

As founder, it may not be easy to leave your vision to others after more than a decade, yet the transition was made easy for me knowing that the Can Too Foundation has a strong independent Board, a fantastic leadership team, amazing staff and coaches and a community who is unbelievably passionate about what we do.

To see such a simple idea turn into this incredible movement that's so passionately supported by over 14,000 participants, gratefully invested in by over 100,000 donors, that's touched the lives of millions in one way or another over more than a decade, is just unbelievably moving. It gives me great faith in humanity.

I know that the Can Too Foundation has a very bright future and I am just so excited to see what this next chapter in the journey brings for our whole community. Thank you to every single person who has made it happen.

Go Can Too.

Annie Crawford AM
Immediate Past Chair
& Founder



CEO's Message

Our Vision

Transforming lives through improving health and wellbeing in the community and supporting the research, prevention, care and control of cancer.

Our Mission

Engaging and inspiring individuals and the community to achieve personal health, wellbeing and altruistic goals.

Enabling and assisting fundraising to support innovation in the prevention, care and control of cancer.

Our Values

We Inspire.
We Motivate.
We Support.
We Empower.

My first six months as CEO of the Can Too Foundation has been a time of learning.

I recognise and thank the former CEO, Susannah Miall, for all of her hard work. Susannah left the Can Too Foundation in December after seven dedicated years.

This year we invested \$899,222 into the country's most promising cancer research projects with major beneficiary Cure Cancer Australia and collaboration partner Cancer Council NSW.

As we reach the incredible milestone of \$20 million raised for cancer research and prevention over 13 years, we look forward to also reaching 20,000 participants trained.

With a change of leadership comes natural evolution.

COMMUNITY ENGAGEMENT

A legacy of the supportive culture than Annie Crawford built is the tradition of the CEO training alongside our members every week. I run and swim across all of our locations and programs to maintain first-hand experience with participants, which has been invaluable in better understanding the nuance that makes each local group special.

With a background in grassroots organisational management I know that evolution is up to the thousands, not the few, and my first six months as CEO has focused on listening to our community. I believe our success lies in actioning our community's vision for itself and the best measure of success will be growth.

We conducted our first comprehensive community survey at the end of the financial year, and the insights we've gained have informed organisational strategy as we continue to evolve the supportive, member-centric offerings and experiences we are known for.

This year we can continue to boast a community-wide Net Promoter Score of +53 (on a scale of -100 to +100), showing ongoing high satisfaction with Can Too.

My priority for the coming financial year is to rapidly trial new ideas based on community feedback and to grow participation.

SUSTAINABLE REVENUE

This is our final year with Principal Supporter Macquarie Group Foundation. Our relationship started with seed funding thirteen years ago, with ongoing

core funding secure for more than a decade, with a phased reduction of financial support as we came to the end of this relationship. We are so grateful for the support and will continue to seek new partners.

In our quest to find new partnerships and sustainable revenue streams, we were rewarded and named as a 2018/19 charity partner of the ASX Thomson Reuters Charity Foundation. Additional partnerships will be sought and we always welcome ideas and contacts from participants.

The Art of Wine was launched last year – an annual fundraising gala as a new revenue stream to offset Macquarie's reduced funding. This year's event was a success, generating over \$100,000 profit to invest in the Can Too Foundation's core operations. A revised theme is planned for next year.

As a community who works with local communities, our local pod sponsor program continues to be an important part of our sustainable revenue in our post-Macquarie funding landscape. A pod sponsor invests in the direct costs of local programs to maximise the amount of fundraising invested in cancer research.

This year we introduced Huma Charity Challenges, trekking Mt

Everest, and the Larapinta Trail, which concludes a successful trial. In the coming years we will continue to increase these trips as a key community experience.

FITNESS PROGRAMS

This year saw record participation in our Learn to Ocean Swim programs; 24 percent growth from the previous season, along with an extremely successful pilot 5km swim program.

Community feedback from our survey supports the numbers on the ground that swimming is our most sought-after experience, recognising our position as market leader in adult ocean swimming education. To service our community's aspirations, we have planned expansions to our existing swim programs and will launch ocean swim training in South-East QLD.

Trial initiatives including Can Too Sing; competing programs such as triathlon, ocean swim, trail run, half and full marathons, and the complexity of our events calendar, has created challenges to efficiency.

Triathlon will take a season off to accommodate ocean swim growth, with training returning for summer 2020.

We continue to expand our Corporate Training offerings

with our first-ever Tough Mudder corporate program scheduled for late 2018.

PEOPLE & CULTURE

The legacy of what Annie Crawford founded is a culture of support that lives in the hearts of all our participants, passed on to new generations of Can Too'ers through volunteer leadership programs, and continuing to strengthen this culture will always be a priority of the Foundation.

THE YEAR AHEAD

In the coming year we will continue to rationalise operations, implement activities that increase participant acquisition and retention, bolstering our culture, and the experiences we offer, for the future of our community.

Thank you to the champions of cancer research, our active community who turn up to train – rain, hail or shine – and continue to come up with innovative ideas so they can continue fundraising, event after event, season after season. I never cease to be inspired by the tenacity, determination and commitment of our participants in working toward our goal of a cancer-free future.

Peter McLean
Chief Executive Officer

Investment in Research 2005 – 2018

We've always invested in the most promising research projects furthering innovation across all cancer types – resulting in at least 11 breakthroughs by cancer research alumni.

Associate Professor Phoebe Phillips, first funded by the Can Too Foundation in 2009, made a breakthrough in 2016 using nanotechnology to deliver treatment through drug-resistant scar tissue caused by pancreatic cancer. Phoebe is just one example of the long-term investment required to gain results, and the importance of investing in researchers in the formative stages of their career.



Blood Cancers

16 Research Grants



Bowel Cancer

8 Research Grants



Brain Cancer

9 Research Grants



Breast Cancer

28 Research Grants



Cancer Genetics & Biology

23 Research Grants



Cancer Prevention

2 Research Grants



Cancer Treatment

29 Research Grants



Childrens Cancers

5 Research Grants



Gynaecological Cancers

4 Research Grants



Lung Cancer

4 Research Grants



Pancreatic Cancer

13 Research Grants



Prostate Cancer

18 Research Grants



Rare Cancers

5 Research Grants



Skin Cancers

15 Research Grants

NB: Summary includes researchers working across multiple cancer types.

Our 2018 Cancer Researchers



Dr Angelica Merlot
Pancreatic Cancer

📍 University of Sydney



Dr Camille Guillerey
Blood Cancers

📍 QIMR Berghofer Medical Research Institute



Dr Fernando Guimaraes
Melanoma

📍 Walter and Eliza Hall Institute of Medical Research



Dr George Sharbeen
Pancreatic Cancer

📍 Lowy Cancer Research Centre



Dr Lauren Aoude
Melanoma

📍 University of Queensland



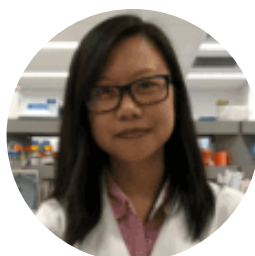
Dr Nicholas Fletcher
Breast Cancer

📍 University of Queensland



Dr Prahlad Raninga
Breast Cancer

📍 QIMR Berghofer Medical Research Institute



Dr Su Yin Lim
Breast Cancer

📍 QIMR Berghofer Medical Research Institute



Dr Sumit Sahni
Pancreatic Cancer

📍 University of Sydney



Dr Yuan Cao
Breast Cancer

📍 University of Melbourne



A/Prof Tao Liu
Neuroblastoma

📍 University of NSW



Prof Susan Ramus
Ovarian Cancer

📍 University of NSW

Board of Directors

Thank you to our skilled and diverse volunteer Board for maintaining strong governance and a strategic vision for the Can Too Foundation.

Risk & Finance Board Committee

- Andrea Tustin, Director / Committee Chair
- Sarv Girn, Director
- Simon Buckingham, Director
- Peter McLean, Chief Executive Officer
- Gary Trenaman, Finance Manager



Annie Crawford Immediate Past Chair

Council Member & Ambassador, Opportunity International. Bachelor of Arts Social Work, Sydney University. Graduate, Australian Institute of Company Directors (AICD). Member of the Order of Australia AM 2013. Business Women's Hall of Fame 2013. 100 Women of Influence 2012.

Research Board Committee

- Edith Hurt, Director / Committee Chair
- Anne Massey, Board Chair
- Simon Buckingham, Director
- Peter McLean, Chief Executive Officer



Anne Massey Chair (from 1 June) & Director

Master Connector, Benojo. Independent Chair, The CEO Institute. Non- Executive Director, InTouch Data Pty Ltd. Cert Executive Coach. Accredited DiSC Trainer. Member, Women Chiefs of Enterprise International.



Simon Buckingham Director

Currently Non-Executive Director, Vaxxilon AG. Senior Advisor / Consultant - Idorsia Ltd. BVSc (Hons), University of Sydney. Doctor of Philosophy (PhD), University of Melbourne. Graduate Management Qualification, AGSM. Graduate, AICD.



John du Vernet Director

Independent Technology and Marketing Consultant. Entrepreneur and Investor. Former Lecturer, Communications Council. Masters of Business (Marketing), UTS. BMgmt, University of Newcastle. Director, Northern Beaches Montessori Association. Part of the team that runs the Sohn Hearts and Mind investor conference and fund (ASX : HM1)



Sarv Girm Director

Chief Information Officer, Reserve Bank of Australia. Bachelor of Computer Science (Hons), University of London. Fellow, AICD. Non-Executive Director, Reserve Bank Health Society.



Avril Henry Director

Managing Director, AHAA. Fellow, CPA Australia. Senior Fellow, Finsia. Associate Fellow, AIM. Member, AICD. Member, AHRI. Senior advisor on cultural transformation, gender and diversity to Chief of Army (AUS), ACT Commissioner of Emergency Services, and Navy's People & Capability Committee.



Emma Hogan Director

Independent Consultant. Executive Program, Stanford University Graduate School of Business. Cert Executive Coaching, Institute of Coaching & Consulting Psychology. GradDipHR, Deakin University. Non-Executive Director, AIME. Founder, Rainbow Jane Foundation. Graduate, AICD.



Edith Hurt Director

Policy & Advocacy Manager, Royal Far West. Managing Director, International Link. Business Consultant, Executive Coach, Project & Change Manager. Senior Accredited Facilitator, beyondblue. Graduate, AICD. Executive Management, Deakin University. Master of HSM (Policy & Strategy), Charles Sturt University.



Sheila Bayliss Director

Division Director, Macquarie Group Limited. Solicitor (admitted in England and Wales). Bachelor of Laws (LLB Hons), University of Manchester.



Andrea Tustin Director & Treasurer

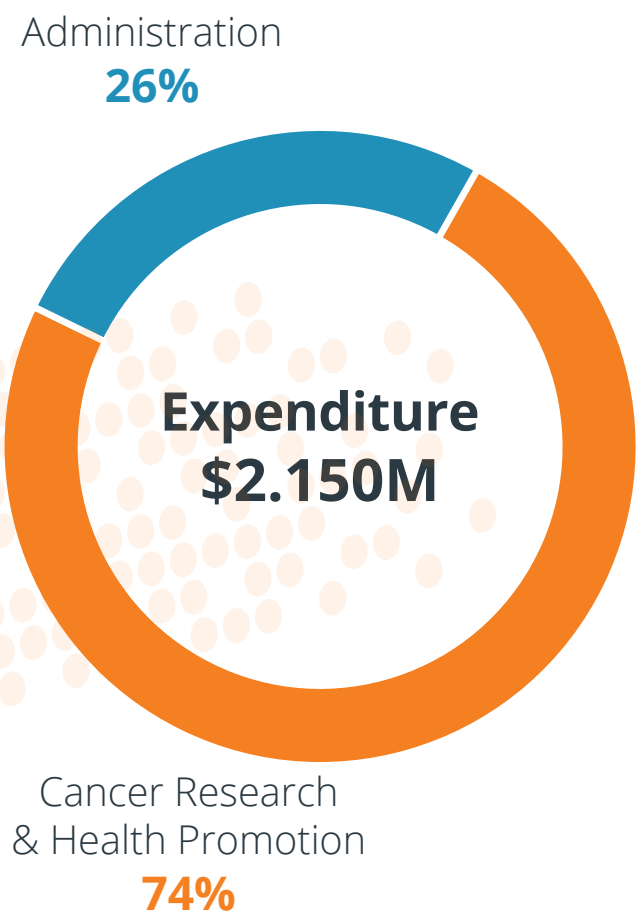
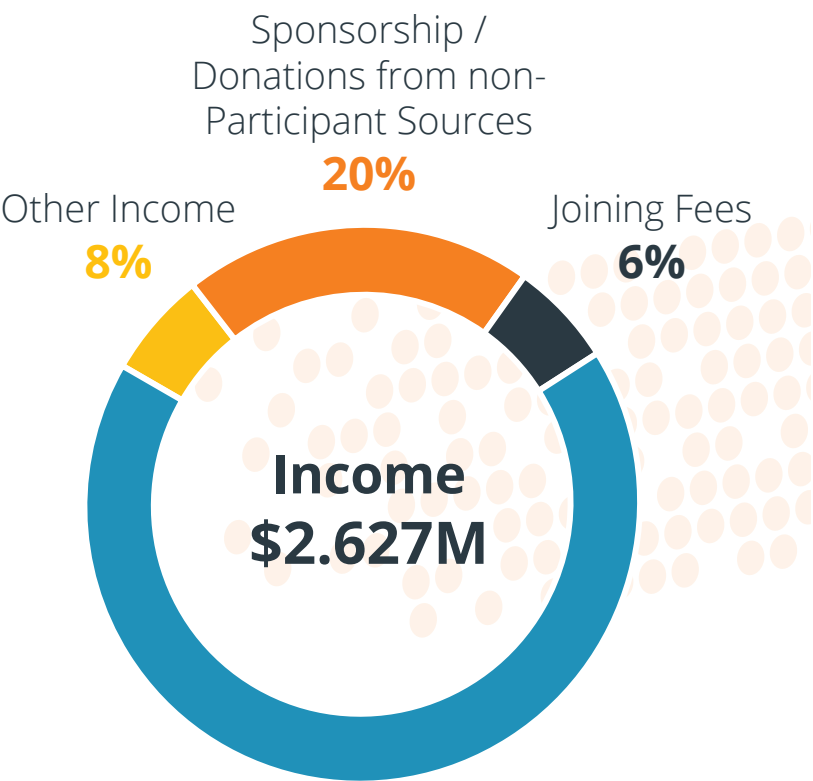
Chief Financial Officer, Southern Cross Care (NSW & ACT). Bachelor of Commerce, University of South Africa. Graduate, AICD. Non-Executive Director, Take 3. Member, CPA Australia. Cert III & IV Fitness.

Financial Statements

Can Too Foundation, in its third full financial year, has paid or provisioned funding for at least 10 innovative cancer research projects.

The strong result is the product of enthusiastic fundraising support by Can Too program participants, a number of generous Pod Sponsors and tight internal expenditure controls.

Accumulated surplus has grown steadily again this financial year following a Board led strategy to financial stability and sustainable income from future interest earnings. We are grateful for the pro bono expertise provided by our legal partners, MinterEllison, and our audit partners, Pitcher Partners.



Can Too Foundation has transformed lives through its two primary strategic goals of improving health and wellbeing in the community and supporting the research, prevention, care and control of cancer.

Can Too Foundation is debt free and maintains sufficient working capital by managing the timing of cancer research funding. The financial accounts are overseen by a dedicated volunteer Board and independent, external auditors.

Statement of Income & Expenditure for the Year Ended 30 June 2018

	2018	2017
Income	\$	\$
Participant Source Donations	1,738,643	1,873,512
Sponsorship/Donations from non-Participant Sources	523,221	627,475
Joining Fees	163,424	170,454
Other Income	201,673	155,848
Total Income	2,626,961	2,827,289
Expenditure	\$	\$
Cancer Research Donations	899,222	984,465
Coaching	201,291	273,070
Health Promotion Salaries	258,180	345,940
Other Health Promotion	236,368	298,509
Administration Salaries	411,266	263,204
Other Administration	143,312	130,308
Total Expenditure	2,149,639	2,295,496
Surplus	477,322	531,793

Statement of Financial Position as at 30 June 2018

	2018	2017
Assets	\$	\$
Cash and Equivalents	1,784,771	1,652,065
Receivables	100,582	68,771
Inventory	73,721	88,765
Total Assets	1,959,073	1,809,601
Liabilities	\$	\$
Provision for Cancer Research	369,095	658,580
Provisions for Employee Benefits	54,102	41,076
Payables	-1,273	18,844
Other	-19,414	12,795
Total Liabilities	402,510	731,295
Accumulated Surplus	1,542,383	1,065,061



Company details

ACN 169 310 696 • ABN 53 169 310 696

13127.17 (VIC) • CFN 23442 (NSW) • CH2618 (QLD) • L 19000833 (ACT) • 22039 (WA)

Can Too Foundation is a public company limited by guarantee.

CAN TOO FOUNDATION

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