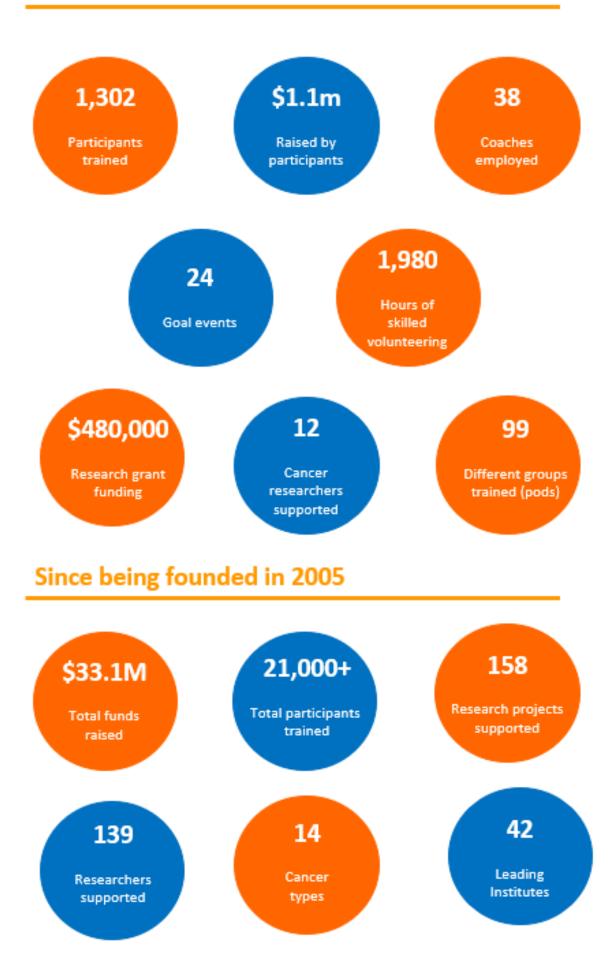


# ANNUAL REPORT 2022/23 Can Too Foundation Limited



#### **This Years Highlights**



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# ABOUT US

PAGE

Can Too Foundation is an independent charity committed to (i) funding cancer research, and (ii) health promotion, ie promoting the prevention and control of cancer and other diseases through improving mental and physical health.

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We offer professionally coached training programs in New South Wales and Queensland using qualified and experienced coaches, and supportive caring mentors, and team captains. Can Too trains across all sporting levels, from beginners to more experienced athletes, in structured training programs tailored to specific physical challenges such as running, ocean swims, trail walking and adventure challenges. Participants can also choose their own event as a Can Too Beyond program.

In return for professionally coached training programs, participants fundraise for cancer research by some of Australia's most brilliant, innovative early career researchers; and health promotion, particularly through exercise, which science increasingly shows can reduce cancer risk. Our vision is transforming lives – through improving health and wellbeing in the community and supporting the research, prevention, care, and control of cancer.

Professionally coached programs promote healthy lifestyles and aid in reducing the risk of one-third of cancers which are described as lifestyle-related. (refer <u>here</u>)

Fundraising commitments foster a culture of philanthropy and mutual support and participants that are passionate about giving back.

At Can Too, we believe everyone can achieve goals they once thought impossible. We believe life is what you make of it, that anything is possible, and if you're willing to take that first step, then you CAN TOO! We are proud of our impact, with



21,000+ People Coached

\$33,100,000+ Raised Since 2005

Take charge of your lifestyle. Reduce your risk of cancer. Fundraise for research. Join us now! Chair's Message

# BARBARA KING

Ilt's an exciting time to be in the Can Too community and I'm delighted to see the hard work and dedication of Can Too's staff, leaders and Board of Directors (Board) translating into increased engagement with all stakeholders, and growing revenue, while retaining Can Too's vibrant culture.

#### Strategy

The 2023 financial year has been a time of stabilisation and laying the foundations for sustainable growth. The Board has been mindful of the need to diversify income to combat the challenges facing the charity sector, and cost of living pressures generally which can make it harder for participants to fundraise. Directors have been pleased to support an additional strategic arm of the Foundation's overall strategy, focusing on marketing and fundraising, to drive revenue for cancer research and prevention, and income diversification. The strategic development process has been a good opportunity to review what sets Can Too apart and how it goes about its mission to transform lives - why we are here, what we do, how we do it and how we can measure impact.

A particular emphasis has been on ensuring participants and leaders (coaches, team captains, mentors) have a great experience, and on streamlining and strengthening communications with our stakeholders.

To deliver the strategy, investment in people to support Can Too's dual cancer research and cancer prevention (participant journey) mission - who are skilled and will put participant experience first - has been critical: CEO Paul Rose's team has grown and now has impressive bench strength for a charity of Can Too's size. The new strategy is already beginning to bear fruit and it is anticipated that the increase in staff costs will be offset by further revenue growth, which would feed into an increase in cancer research funding. Our staff are also critical to delivering excellent participant experience to help transform the lives of our community, and help ensure our participants are keen to continue their Can Too journey into other programs.



#### **Board activities**

The Board continues with directors Ben Buckingham, Jeffrey Cohn, Sarv Girn, Anke Timm and Andrea Tustin, and I am an honoured to continue into my second year as Board Chair. These Directors give their services pro bono (as does the Chair). They have significant expertise and experience in a wide range of areas, are engaged, diligent and values aligned, and I continue to learn from them and enjoy their congeniality. I am very much looking forward to continuing to work with them, and our outstanding CEO and team, as we transition our business model and refresh our processes.

In the coming year, Sarv will continue to chair the Audit & Risk Committee. Sarv's IT background has been invaluable on the Salesforce implementation project and advising on cyber security in particular, and we wish him well as he finalises his PhD in cyber governance for boards. In the last year, Sarv has led the streamlining of the risk management framework, with the expertise of Gavin Le Roux (Finance Manager), with a focus on participant safety and financial stability. Jeffrey will continue to chair the Research Committee, which oversees the identification and funding of early career cancer researchers. In the last year, the committee has, with the assistance of Dr Trish Dwight, reorientated the funding strategy to focus more on direct funding, including continuing to work with the Federal Government's Cancer Australia cancer research funding arm and the Children's Cancer Institute, rather than relying on other organisations to manage researcher funding for Can Too.

I want to thank Jeffrey Cohn for all he has done to develop and sustain the Can Too Circle, which has funded the key initiatives of Salesforce and our acquiring the significant expertise of Dr Trish Dwight to manage the research portfolio. The Can Too Circle provided an invaluable framework for donors, with funding focused on the sustainability of Can Too. This framework will be transitioning into the major gift donation platform, more on which will be made available in the coming year. In the meantime, the Board acknowledges and thanks Jeffrey and the Can Too Circle members for their great generosity.

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#### BARBARA KING

#### Thank you

I would personally like to thank Founder Annie Crawford and former Chair Simon Buckingham for their ongoing support, encouragement and wise advice. It is an enormous honour and privilege to be Chair of the Can Too Foundation Board, particularly at such an exciting time, and I have loved my first year and learned so much.

Making the impossible possible really is a team effort and I am immensely grateful to the Board, Paul Rose and whole team (including Gavin Le Roux as Company Secretary) for their collegiality, hard work and dedication; to the incredible young early career cancer researchers we fund, including with Cancer Australia; to our long-standing pod sponsors; to business supporters including law firm MinterEllison and auditors Pitcher Partners (both of whom have provided valuable pro bono support over many years); to the surf lifesaving clubs (Elouera, Bondi, Manly, Mona Vale) and Sydney Harbour Surf Club who support our water-based programs all summer; to everyone who has supported a participant by cheering them on and/or sponsoring them; to our Leaders - team captains, mentors, coaches - whose willing smiles and encouragement cheer us on, a critical link in the Can Too community who help keep its culture special and alive.

**BARBARA KING** Chair, Can Too Foundation And finally to you, each and every participant, who challenge yourselves to fundraise; who challenge yourselves to get out the back through big surf, to run that bit further, to brave snow in Mongolia; to turn up in sun, rain and cold, dark winter mornings, transforming your lives and leveraging that effort to give others hope that a cancer cure will come – we see you and what it takes, and we are so proud of you.

On behalf of the Board, to you all, a heartfelt thank you.





# RUNAWAY HALF MARATHON'23

GOAL EVENT 14 MAY 2023



In presenting this annual report it marks my first complete year proudly leading Can Too Foundation. Undeniably it has been a year of learning for me, and readjustment for the organisation as we come to terms with several post covid legacy issues that have impacted us.

Despite the headwinds of the past, we are starting to witness green shoots thanks to the hard work and commitment of the team. For the first time since 2019 participant numbers were higher than the prior year. In total 1,302 members of our amazing community swam, ran, paddled, and trekked their way to raising over \$1m via peer-to-peer fundraising. Revenue from peer-to-peer challenges and goal events remain our number one source of fundraising. This financial year, funds raised by participants equalled 83% of the Foundations total revenue. Despite a shortfall to budget, total revenue was up 8.5% versus prior year, the first year on year growth in several years.

# PAUL ROSE

In May 2022 we celebrated the achievement of \$25m funds raised by our participants since inception. This financial year I can confirm that Can Too Foundation has surpassed \$33m in funds raised since inception when taking into consideration all sources of revenue.

The Can Too community continues to inspire! Thank you to so many for embracing the Can Too culture and believing that together we can make the impossible possible. Despite the incredible efforts of so many, we have unfortunately seen a recent trend in the increased percentage of participants who didn't achieve their minimum fundraising pledge. During this financial year that number went as high as 20% or 1 in 5 participants. Whilst we understand the currently difficult social and economic circumstances, a shortfall in pledged fundraising places significant pressure on the Foundation to honour its contractual research grant agreements.



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#### PAUL ROSE

More importantly, it denies future funding for early career cancer research in Australia and the potential for advances in the prevention, care, and control of cancer. Can Too Foundation does not want people with cancer to miss out on potential new treatments or cures because a breakthrough idea wasn't given the support it deserved.

Thanks to your support Can Too Foundation has provided funding to 12 early career cancer researchers in 2022/23 across several research areas including breast cancer (2), brain cancer (2), immunotherapy (2), lymphoma, myeloma, prostate cancer, pancreatic cancer, melanoma, and pancreatic cancer. In several instances these projects remain currently ongoing.

This year we recognised and celebrated 114 people into the Can Too Foundation Hall of Fame program, where we acknowledge the enormous contribution and support of individuals in our community for every \$5,000 that they raise. We also continue to boast a community-wide Net Promoter Score of +77.2 (on a scale of -100 to +100), showing participants ongoing high satisfaction with Can Too.

As part of our income diversification strategy Can Too initiated its inaugural Learn to Surf Ski program in partnership with Sydney Harbour Surf Club. In total 110 people participated across two programs in Mosman and Rose Bay culminating in a 10km challenge event, whilst in the process raising more than \$88,000. This is almost enough to fund one full time early career cancer researched for a year.

The entire charity sector is experiencing high levels of uncertainty and an unprecedented number of challenges. In 2022 alone, 25% of all not-for-profit organisations delivered a deficit, with a further 35% delivering somewhere between 0%-5% surplus. In recognising that Can Too Foundation is not immune from these challenges, the Board of Can Too Foundation has approved an incremental investment strategy to ensure the long-term viability, growth, and sustainability of the Foundation. Three priority areas for investment are marketing, people, systems.

#### Marketing

We believe strongly that Can Too Foundation is uniquely positioned to help people smash the barriers to a longer, healthier life – for themselves, and people with cancer. The strength of our community can make those things that we thought were impossible, possible.

That's why Can Too Foundation has committed to a record level of marketing investment to introduce awareness of the Foundation to new audiences, whilst continuing to engage our existing community in more meaningful ways.

#### PAUL ROSE

#### People

Over the last 12 months Can Too Foundation has invested in expanding business capacity and developing the teams' capability, resulting in the significantly improved bench strength of our team. Organisational redesign, clarity in roles and responsibilities, and fresh and exciting thinking from new team members are a few of the many changes that have taken place.

#### Systems

The implementation of an upgraded CRM platform, Salesforce, will allow Can Too Foundation to work smarter and more efficiently. Future phase 2 enhancements will provide the business with an even more powerful marketing tool.

#### Closing

I wish to extend my deepest thanks to our inspiring coaches, team captains, mentors, champions, donors, fundraisers, and supporters. Thank you for going above and beyond and for the amazing support you give to each other. To our team of dedicated staff and our engaged and active Board thank you for all that you do.



We will achieve our goals together. Through participation, connection, a shared purpose, the encouragement of others, increased physical activity, and the satisfaction of making a positive difference to an important cause.

As long as cancer continues to take lives and health, Can Too Foundation will keep challenging it.

Thank you.





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Autosports Group

**Baja Projects** 







**BeachLife Physio** 

Blue Transport Solutions **Catfish Athletic Apparel** 

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Dr Michael Finkelstein Dental Excellence

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Dr Mark's **HyGenie**®

Dr Mark's HyGenie



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sydney harbour

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# 29 JANUARY 2023 **THE BIG SWM** SUMMER SWIM PROGRAM GOAL EVENT

PAGE 12 nvestment n (ancer

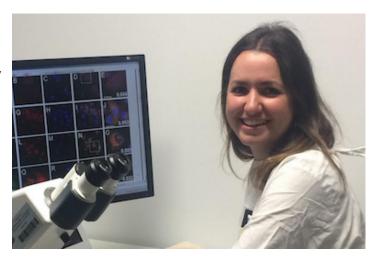
#### 12 RESEARCHERS IN 2023

Fundraising by Can Too Foundation's dedicated community has funded the research of 12 promising cancer research projects nationally.

Our beneficiary partners for this year were:

- Children's Cancer Institute,
- Hudson Medical Research Institute,
- Cancer Council NSW, and
- Cancer Australia.

All research grants were reviewed by the National Health & Medical Research Council (NHMRC), an Australian government agency that is a key driver of medical research in Australia.



Every passing year brings new medications, trials, and fresh hope for those fighting to stay alive. Our donations fund the research necessary for these amazing breakthroughs. With every step I take, I remember why I am doing this, and think of the people that are going through cancer treatments, who would give anything to feel well enough to walk around the block, let alone run it.

Renee Cathcart, Can Too Hall of Famer

220+ years of cancer research since 2005

# funded Researchers



**Dr Zeyad Nassar** The University of Adelaide Targeting fatty acid oxidation, a novel approach for prostate cancer treatment.



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Dr Arutha Kulasinghe

Queensland University of Technology Use cutting-edge spatial genomics and advanced imaging approaches to characterise the tumour microenvironment of non-small cell lung cancer.



**Dr Dongmei Tong** Hudson Institue of Medial Research Identifying biomarkers for stomach lymphoma.



Dr Yolanda Colino-Sanguino

Children's Cancer Institute

Modelling epigenetic reprograming as immunotherapy for metastatic breast cancer.

#### RESEARCHERS



Ass. Professor David Ziegler

Children's Cancer Institute

Therapeutic approach to treat aggressive paediatric brain tumours.



**Dr James Wilmott** 

University of Sydney, Melanoma Institute

Developing a simple test to ensure advanced melanoma patients get the right drug for their disease.



**Dr Paul Timpson** Garvan Institute of Medical Research

Targeting pancreatic cancer vulnerabilities.



Dr Belamy Cheung Children's Cancer Institute Investigating ways to prevent aggressive childhood cancers.

#### RESEARCHERS



Dr Vasilios Panagopoulos University of Adelaide

Targeted inhibition of myeloperoxidase



**Dr Joshua Tobin** University of Quensland

The role of lipids in the immune fitness of cells in follicular lymphoma



**Dr Holly Holliday** Children's Cancer Institute

Increasing understanding Diffuse Midline Glioma and developing treatment strategies.



Ass. Professor David Gallego Ortega University of Technology, Sydney Breast cancer research

To view funded researchers from previous years, please visit our website at:

Can Too.org.au/researchers

The Research Committee met three times in 2022/23 and included a change in the composition of the members following the retirement of Simon Buckingham as both Chair of the Board and Research Committee. As of June 2023, the committee consisted of the following members:

Jeffrey Cohn (Chair) Barbara King Edith Hurt Paul Rose

Both the appointment of a new Committee Chair and the inclusion of the CEO as a sitting member provided the committee with a unique opportunity to reset and refresh the foundations thinking and approach towards cancer research investment. A generous donation from a member of the Can Too Circle enabled the Foundation to appoint a Research Program Coordinator. The 10 hours per week position held by Dr Trish Dwight delivers a mix of both paid and pro bono service. The role was developed to assist in the ongoing development and coordination of The Can Too Foundation research programs. Its aims include:

- To draw awareness to the Can Too community and beyond of the meaningful impact that the Foundations funding support is having on early career cancer research in Australia
- Assist in the development of a research framework that supports Can Too Foundation research objectives
- The establishment, monitoring, and reporting of research programs.
- Building strong working relationships with institutes, beneficiary partners, and researchers (past and present)

#### THE RESEARCH COMMITTEE

Throughout what has been a very busy year, the Committee has focused on the two key goals:

1.Evolving the research framework to support the objectives of the Foundation's research program more effectively. Key activities included:

- Revision and development of Strategy, Policy and Procedures documentation to capture the goals, rules for decision-making, and processes for implementation of the Foundation's research program (including establishing documentation to support the expansion of the direct partnership with research institutes mechanism for funding early-career cancer researchers).
- Monitored reporting requirements for currently funded researchers and followed up with funding partners when required.
- Involvement in the Federal Government's 2023 Cancer Australia PdCCRS grant review process to identify 2024 funded researchers.
- Investigating options for research database to support the research program (i.e., enable efficient tracking of grants and reporting of research outcomes).
- Recommended modifications to contractual agreements (when renewing) to better meet Can Too Foundation expectations.

2.Increase the visibility and awareness of the Foundation's role in supporting cancer research and early-career cancer researchers through communication with funding partners, researchers, and the public. Key activities included:

 Establishing a communication plan (based on cancer awareness dates) for the regular (monthly) promotion of past and present Can Too Foundationfunded researchers (included social media posts and feature articles.

#### THE RESEARCH COMMITTEE

- Virtual presentation and laboratory tour with current (Dr Holly Holliday) and immediate past (Dr Emmy Flueren) researchers at Children's Cancer Institute
   live event co-hosted by Can Too Foundation and Children's Cancer Institute Australia, and then shared on social media.
- Continued to foster existing funding partnerships (with a particular focus on Cancer Australia, Children's Cancer Institute Australia, Hudson Institute Medical Research, Cancer Council NSW) and investigate potential future partners (i.e., St Vincents Institute, University of Newcastle).
- Engaged with currently funded researchers (i.e., Dr Holly Holliday [CCIA], Dr Vasilios Panagopoulos [CA], Dr Joshua Tobin [CA], Dr Arutha Kalasinghe [CA], Dr Yolanda Colino Sanguino [CA], Professor David Ziegler [CCNSW], Dr James Wilmott [CCNSW]) and shared their research (through social media and feature articles) with the broader community.
- Tracking publications of past and present researchers (a way of assessing Can Too Foundation's contribution towards its primary goal of 'supporting Australia's most talented and promising early-career cancer researchers) – enabling them to develop track records and leadership skills in the early phase of their careers, and thereby setting them up for long-term success in a highly competitive research environment'.

## JEFFREY COHN

Chair, Can Too Research Committee



In 2023, Can Too's Audit & Risk Committee consisted of the following members:

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#### Sarv Girn (Chair), Andrea Tustin, Victoria Turner, Paul Rose

The Board Chair attends meetings as an observer. The aim of the committee is to oversee the health and safety of participants, staff and other stakeholders, and provide oversight of Can Too's financial reporting, audit and risk management matters. The Committee met 4 times during the 2022/23 financial year.

#### **Financial Auditing**

We're continuously looking for ways to improve our processes to ensure that they're efficient, and that we're demonstrating the best practice to responsibly direct funds to Australian cancer research. One of the ways we did this was through hiring highly experienced and independent external auditors who provided a thorough audit of Can Too's financial systems and internal controls. The audit was unqualified, as it has been every year. We once again want to thank Pitcher Partners for their pro-bono support.

#### **Managing Risk**

Over the year we refined our Risk Framework in light of best practice risk management

> **SARV GIRN** Chair, Audit and Risk Committee

practices seen, and lessons learnt during the Covid period, where Can Too had to adapt many of its processes. The new framework and associated risks indicators, allows more streamlined monitoring of operational and financial risks across participants, donors and other stakeholders. We have remained committed to adopting a strategic, consistent, and structured organisation-wide approach to risk management. The new approach allows management and the Board to better track and respond to risks in a timely manner.

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Can Too is fully compliant with the state Charitable Fundraising licences and has maintained a Registered Charity Tick, which gives reassurance to the public that the charity is transparent and accountable, and listed on the ACNC Charity Register. Can Too's filings to the ACNC are up to date and can be viewed online: www.cantoo.org.au/acnc



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oar

Barbara King Chair, Non-Executive, Director



Ben Buckingham Non-Executive Director



irectors

Andrea Tustin Non-Executive Director



Sarv Girn Non-Executive Director & Chair, Audit & Risk Committee



Anke Timm Non-Executive Director



Jeffrey Cohn Non-Executive Director & Chair, Research Committee



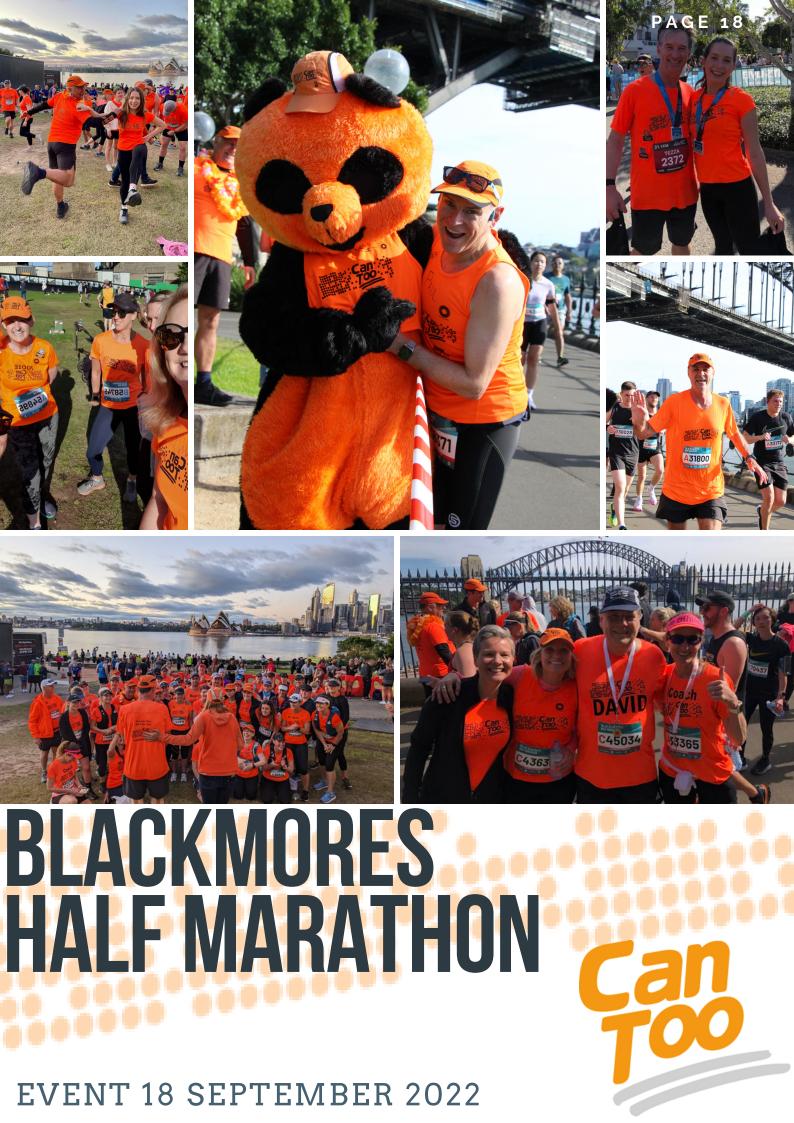
Richard Evans Non-Executive Director



Victoria Turner Non-Executive Director



Gavin Le Roux Company Secretary



Can Too's people are its heart and soul and the reason we do what we do, and how we do it.

PAGE

#### Welcome

We were delighted to have Ben Buckingham join the Board last year. He brings a diverse skillset in law, finance, management consulting and IT, and a huge heart. A passionate and long-standing Can Tooer, we greatly value his considered counsel and collaborative spirit.

In terms of staff, Directors have been very pleased with the expertise and spirit brought by Conchita Casteight (Head of Marketing/Fundraising), Robby Gee (Programs Co-Ordinator), Lisa Polyblank (Office Manager) and more recently Kate Cooper (Strategic Programs Manager).

A generous donation from the Can Too Circle allowed us to recruit Dr Trish Dwight, a researcher and science writer, to assist with the vital work of collating the database of research data and managing our critical funding relationships. She has written many of the research-related posts you may have seen more of in the last year, which have been very well received.

#### Farewell

As we welcome new team members, so we say a fond farewell and big thank you to those who have stepped down in the last year.

From the Board, Richard Evans and Victoria Turner resigned at the last AGM and we thank them particularly for their expertise, fearless advice and engagement in fundraising and marketing respectively.

#### **PEOPLE NEWS**

I would also like to recognise the very significant contribution of Edith Hurt, who was one of the first Directors of the Can Too Foundation around a decade ago and has remained a passionate Can Tooer. Edith's integrity, hard work and wisdom has been invaluable and in her role as a member of the Research Investment Committee helped bring our research funding expertise inhouse and fortify our research investment governance.

From the office team, Claire Moulsher and Celeste Buckingham have started new businesses out of Sydney and the Board wishes them every success.

You will all be greatly missed but we hope to continue to see you in orange!

#### Vale

 Our Can Too community was deeply saddened by the passing of three very special Can Too leaders, Georgie Crawford-Smith (staff member and Inner West & Kirribilli run pod), Peter Signorelli (Kirribilli run pod) and Louise Santos (Bondi ocean swim): all committed and valued leaders who epitomised the spirit and values of Can Too. We honour their contribution and memory every time we connect to challenge ourselves and transform lives. The Walk for Georgie held in October and El Camino trek were a reminder of how extraordinary our community and our community leaders are.



### BARBARA KING

**Board Chair** 







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Lisa Polyblank **Kirsty Panting** Office Manager Digital Marketing Coordinator

**Kate Cooper Programs Manager** 

**Robby Gee** Core Programs Manager



**Penny Nolton Coaching Manager** 





Amy Bridle **Robin Nicholls** QLD Program Manager Emerging Programs Manager Head of Marketing and

Conchita Casteigt Fundraising



Kirk Zhao **Book Keeper** 



**Gavin Le Roux** Finance Manager & **Company Secretary** 

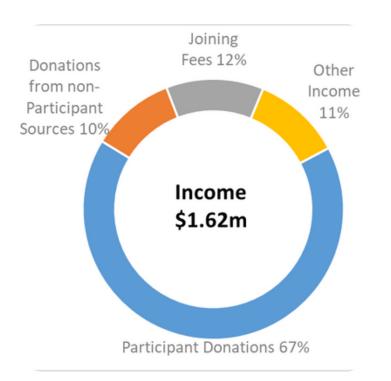


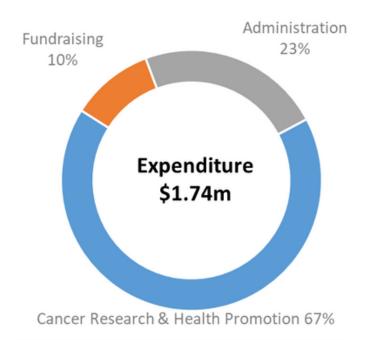
Paul Rose **Chief Executive Officer** 

### *financial*

atements FY 22/23

After two difficult financial years due to the impacts of Covid-19 FY2023 we saw a 8.5% increase in revenue in FY2023 to \$1.62m, driven largely by a 17% increase in peer-to-peer fundraising which was up to \$1.08m and remains Can Too's most important source of revenue making up 67% of income. Expenses have increased by \$200k compared to last year mainly due to Can Too's investment in people and recruitment.





Can Too Foundation has continued to transform 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. Cancer research donations were made to 12 cancer researchers in 2023, an increase from the previous year.

Can Too Foundation is debt free and maintains sufficient working capital by managing the timing of cancer research funding.

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#### FINANCIAL STATEMENTS

Statement of Financial Position as at 30 June	2023	2022
Assets		
Cash and Equivalents	604,866	458,078
Investments	1,345,753	1,400,254
Receivables	26,274	4,529
Inventory	1,485	45,356
Lease	77,960	118,640
Other	86,822	40,852
Total Assets	2,143,160	2,067,709
Liabilities		
Provision for Cancer Research	343,445	229,000
Lease	88,000	128,768
Provisions for Employee Benefits	79,088	92,319
Payables	40,455	15,372
Other	84,452	43,093
Total Liabilities	635,440	508,551
Accumulated Surplus	1,507,720	1,559,157

Statement of Income & Expenditure for the Year Ended	2023	2022
Income	\$	\$
Participant Source Donations	1,077,374	918,854
Sponsorship/Donations from non-Participant Sources	168,825	150,011
Joining Fees	195,637	203,953
Other Income	177,845	219,398
Total Income	1,619,681	1,492,215
Expenditure		
Cancer Research Donations	478,646	450,000
Health Promotion Salaries	371,979	389,581
Other Health Promotion	316,106	266,656
Administration Salaries	252,368	180,315
Other Administration	197,307	144,557

 Fundraising Salaries
 126,251
 77,277

 Total Expenditure
 1,742,657
 1,508,386

Can Too Foundation holds a diversified investment portfolio with JBWere, in accordance with a Boardapproved investment policy, which provides interest income and is retained as a contingency and risk mitigant, particularly while the updated strategy is being implemented.

The financial accounts are overseen by a dedicated volunteer Board, with extra scrutiny being given by the Board's Audit & Risk Committee. Can Too has independent, external auditors.

A special thank you to Pitcher Partners who have provided pro bono audit services for 9 years, with 2023 being their last year. We look forward to welcoming Prosperity as our new auditors for FY2024.



## GAVIN LE ROUX

Finance Manager, Can Too Foundation



#### ACN:

169 310 696

#### **ABN:**

53 169 310 696

#### **Charitable Fundraising Licences:**

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

Can Too Foundation Limited is a public company limited by guarantee.

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Email: info@cantoo.org.au Website: www.cantoo.org.au