

# ANNUAL REPORT 2015



*together we can make a difference®*

## ABOUT THE MCGRATH FOUNDATION

The McGrath Foundation raises money to place McGrath Breast Care Nurses in communities across Australia as well as increasing breast awareness in young people, particularly young women. This Annual Report highlights the activities and achievements of the McGrath Foundation for the year ended 30 June 2015 and presents the Financial Report for the Year in Review.



*together* we can make a difference®

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## MESSAGE FROM THE PRESIDENT

*2015 has been a big year for the McGrath Foundation. We are celebrating our Pink Decade and making life for families experiencing breast cancer just that little bit easier, with the support of specialised breast care nurses across the country.*

January marked the seventh year of the Sydney Pink Test, now the iconic centrepiece of the Cricket Australia and McGrath Foundation friendship. Fans from both sides united in a galvanising show of pink, expressing their support for the Foundation in a variety of ways. This year, pink beards were a popular choice!

A generous grant from the NSW Government was also announced at the Test, which, along with the support of our Corporate Partners, the Australian community and the Federal Government, goes a long way towards helping us realise our mission.

To think that we now have supported more than 100 breast care nurses in the community – which is growing all the time – just blows me away.

Not in a million years would we have dreamed that the Foundation would get to where it is today. It has been an amazing success story and the secret behind its success has been our wonderful, caring, passionate nurses and the incredible team we have at the McGrath Foundation, who work tirelessly to make a difference every day.

So too does the wider community. Through donations, hosting or attending community events, or purchasing a pink product that supports our cause, the enthusiastic and committed individuals that rally to support us continue to amaze me.

For me, the Foundation, and everything it stands for, is about hope. The vision we set ten years ago was that one day, every family experiencing breast cancer in Australia would have access to the support of a breast cancer nurse. My hope for the next ten years is that this dream is finally fully realised.

Together we can make a difference!

**Glenn McGrath AM**  
President and Co-Founder



## MESSAGE FROM THE CHAIRMAN



**With unwavering dedication McGrath Breast Care Nurses support patients and families experiencing breast cancer; it is extraordinary how far this vision has been able to extend across our country.**

We are incredibly proud of the work our nurses have provided to families and communities over the past ten years. I thank all of our wonderful nurses for their dedication and loving service. Since 2005, the McGrath Foundation has placed 105 McGrath Breast Care Nurses across Australia and supported more than 36,000 families through breast cancer.

By 2017 there will be a cumulative 200,000+ Australian women who have been previously diagnosed with breast cancer, who may require the further support of a breast care nurse. This surge of people living with breast cancer along with growing incidence rates, an ageing population and a rise in the number of patients each nurse in the community needs to serve is impacting demand for breast care nursing services, and we remain focused on shaping our strategy to address the widening gap between service and growing demand.

It costs over \$13m dollars per year to fund the current 105 McGrath Breast Care Nurses in the community, and we will continue to work in partnership with health services and the government to ensure patients and their loved ones dealing with breast cancer have access to the best specialised support – now and into the future.

The Foundation remains in a strong financial position. Our total income in 2015 was more than \$16.5m, up from more than \$13.3m in 2014. Throughout the year we have increased donor outreach and fundraising through campaigns, digital activations and appeals. Innovative initiatives including the McGrath Foundation Digital Cup demonstrate the Foundation's continued drive to embrace new income streams and find engaging ways to connect effectively with our supporters.

Our accomplishments have been made possible through the collaborative support of our Corporate Partners, individual philanthropic donors, the government and of course the overwhelming involvement and support of the community, to whom I express our sincere gratitude.

I also record the appreciation of our Board to our CEO, Petra Buchanan, and her team of wonderful and capable people – all of whom work tirelessly in the pursuit of our objectives to provide supportive care. Together, we are making a difference.

**John Conde AO**  
Chairman

## MESSAGE FROM THE CHIEF EXECUTIVE OFFICER

**Over the past 10 years, the McGrath Foundation has grown to become one of Australia's most respected and recognised charities. We currently rank in the top 10 of both the AMR Charity Reputation Index and the Not-for-Profit Innovation Index alongside organisations far larger in scale in both employees and income. To be positioned in this field highlights both the community's respect for the organisation and the scale of growth possible for the McGrath Foundation.**

The McGrath Foundation is not exactly your conventional charity. Our game-changer mentality has seen the traditional game of cricket morph into the Pink Test, the creation of a 'gold-standard' model of breast care nursing, and a unique model of community and corporate engagement. We have a reputation for doing things differently which has deeply resonated with the community, our Corporate Partners, individual donors and government; a reputation which has allowed us to grow the number of McGrath Breast Care Nurses from four in 2005, to 105 just one decade later.

This year we've focused on putting the building blocks in place to ensure our next decade is as successful as our first. The tenth year of the Foundation marks a period of evolution. A new five year strategic plan has been developed to ensure growth within the organisation that will achieve increased annual income, incremental growth from existing campaigns and fundraising and ultimately increased support for those impacted by breast cancer.

Innovation is key to our growth; embracing technology and employing commercial practices to create a dynamic and efficient approach that drives new fundraising streams and bolsters partnerships. This includes a commitment to research and understanding the ongoing need for breast care nurses, and the prioritisation of resources nationwide. E-learning and continued development programmes for McGrath Breast Care Nurses ensure they are at the forefront of breast care nursing, and underpin our commitment to assessing and bettering what and how we operate, while remaining true to our mission.

In the past 12 months we've placed five new nurses: three in WA - one in Narrogin and two in Perth; and two in NSW - in Macksville and Bankstown. One of the WA positions is a metastatic nurse, focused on those patients with secondary breast cancer, allowing us to provide this essential service on both the east and west coast of Australia for the first time.



Breast cancer affects women of all ages, so being breast aware is very important. Through our educational initiative, Curve Lurve, we continue to encourage regular self-examination and are targeting younger women with this important message.

Every breast cancer diagnosis is unique and no treatment or patient's experience is the same. The McGrath Foundation still has a big job ahead to fill the unmet need for more breast care nurses in communities across Australia and remains focused on building awareness for our nurses and the service they provide, as well as the ongoing need to raise funds to employ them.

**Petra Buchanan**  
Chief Executive Officer

# 1 IN 8 WOMEN

WILL BE DIAGNOSED  
WITH BREAST CANCER  
BEFORE 85\*

# BREAST CANCER

IS THE MOST COMMONLY  
DIAGNOSED CANCER  
IN WOMEN\*

# 145 MEN

ARE DIAGNOSED  
WITH BREAST  
CANCER EACH YEAR\*

## OUR VISION AND MISSION

IN ALL OF OUR WORK, OUR OVERARCHING VISION IS TO ENSURE EVERY FAMILY IN AUSTRALIA EXPERIENCING BREAST CANCER HAS ACCESS TO A DEDICATED BREAST CARE NURSE AND THE COMMUNITY HAS THE HIGHEST LEVEL OF BREAST AWARENESS AND KNOWLEDGE. OUR MISSION IS:

- TO RAISE MONEY TO PLACE MCGRATH BREAST CARE NURSES IN COMMUNITIES ACROSS AUSTRALIA
- INCREASING BREAST AWARENESS IN YOUNG PEOPLE, WITH A PARTICULAR EMPHASIS ON YOUNG WOMEN

\* Source: [www.canceraustralia.gov.au/affected-cancer/cancer-types/breast-cancer/breast-cancer-statistics](http://www.canceraustralia.gov.au/affected-cancer/cancer-types/breast-cancer/breast-cancer-statistics)

## OUR VALUES

Our eight values encapsulate what it means to be part of the McGrath Foundation.

### EIGHT ESSENTIAL VALUES

Passion	First-class staff with the drive to take charge and make a difference for people experiencing breast cancer and their families
Fun	An environment where we never lose sight of the lighter side of life and the importance of not taking ourselves too seriously
Friendship	Genuine care and support between people not only within the Foundation, but also among all of our friends (corporate, community, Government and celebrity) and right across the community
Integrity / Credibility	Responsible, trustworthy partners respected by all stakeholders
Respect	Positive relationships with our colleagues, friends and the communities in which we do business
Innovation	Innovative ideas celebrating life
Mutual Benefits	Financial success that rewards our charity, our employees and our partners
Accountability	Embraced responsibilities to report, explain, and be answerable for our actions and decisions, both internally and externally, through fair transparency in our operations



## OUR EDUCATIONAL INITIATIVE

Curve Lurve is aimed at increasing breast awareness in young people, with a particular focus on young women.

### High School Programme

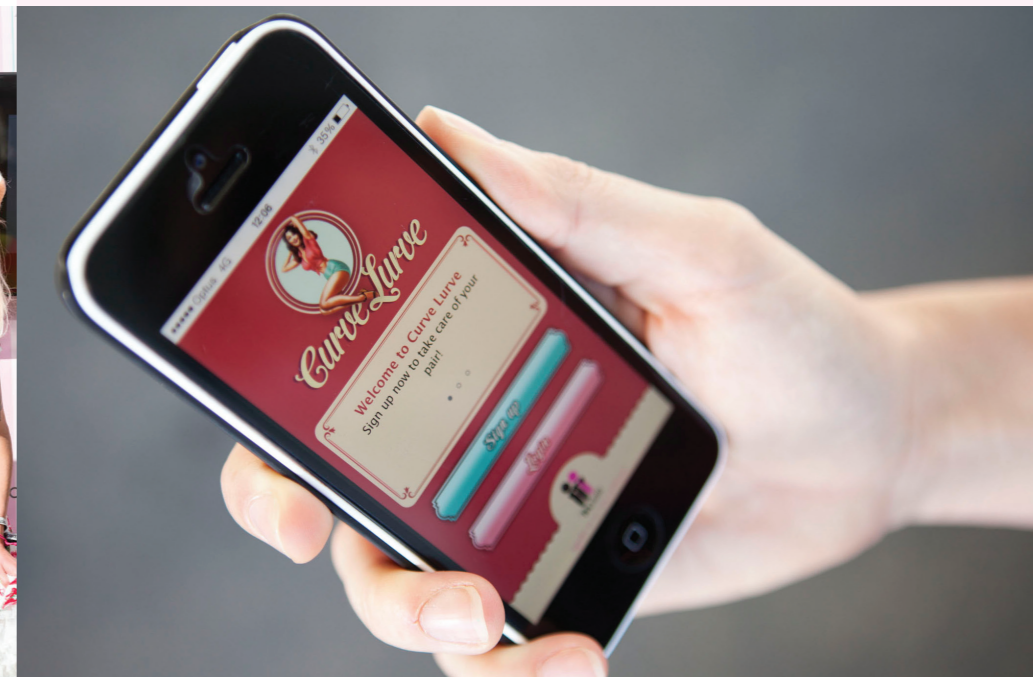
The McGrath Foundation's Breast Awareness Programme was developed with the intent of reaching young people early and creating generational change.

17 workshops were held in FY15 with high schools in NSW and TAS using Curve Lurve resources tailored for students from year 7-12. Additionally 295 high schools were added to the database via conferences and workshops allowing over 80,000 students potential access to the Curve Lurve resources.

### Reaching Young People with an Important Message

Curve Lurve had a presence at 26 events in FY15, travelling around Australia visiting major music festivals, community, cultural and sporting events and universities to interrupt and engage with young people in their native environments. Trained staff called 'Evas' delivered important messages about breast awareness at each activation, embodying a celebration of life, self awareness and health which carries through to the young people of today.

Highlights included Splendour in the Grass music festival in Byron Bay, Miss Muddy on the NSW Central Coast and the St Kilda Festival in Melbourne. We also visited nine universities in the ACT, QLD, NSW, SA and VIC, where students were encouraged to download the Curve Lurve App and share their experience via social media.



THIS YEAR THE CURVE LURVE APP WAS RELEASED FOR ANDROID AND HAS NOW BEEN DOWNLOADED OVER 6500 TIMES ACROSS IPHONE AND ANDROID DEVICES. THE APP EMPOWERS YOUNG PEOPLE TO BE BREAST AWARE WITH THREE EASY STEPS: LOOK, LURVE, LEARN. IT ALSO SETS A REMINDER TO TAKE THE TIME TO DO A SIMPLE MONTHLY BREAST CHECK.



## OUR MCGRATH BREAST CARE NURSES



Nurse Karen Miles & patient Suzanne Allen

We've reached a significant milestone for the Foundation this year – over a hundred McGraith Breast Care Nurses are now working in communities across Australia.

We've placed five new nurses in FY15, three of which are in WA; one in Narrogin, in the Wheatbelt region and two in Perth. In NSW, we've placed a nurse in Macksville to the north and Bankstown in South West Sydney. One of the WA positions is a metastatic nurse, focused on those patients with secondary breast cancer, allowing us to provide this essential service on both the east and west coast of Australia for the first time.

We continue to work closely with all state and territory health departments, as well as nominated area health services, to determine locations for additional McGraith Breast Care Nurses including priority areas requiring service. Ongoing professional development is a continued focus for our McGraith Breast Care Nurses, as well as the wider breast care nursing profession.

### Communication in Secondary Breast Cancer

This year "Communication in Secondary Breast Cancer" was the focus of the McGraith Foundation Workshop Series in five capital cities, with the aim to enhance the knowledge, skills and confidence of breast care nurses in their supportive care roles of patients with secondary breast cancer and their families. From our survey of over 200 attendees we found almost 90 per cent regularly work with patients with secondary breast cancer.

### Life after Cancer – from Recovery to Resilience

This unique conference brought together both health professionals and cancer survivors from across Australia to discuss important issues regarding the ongoing care of people experiencing cancer, and was attended by 35 McGraith Breast Care Nurses in February this year in SA.

### Expanding the Possibilities for Breast Cancer Care

The National Breast Care Nurse Conference joined the Cancer Nurses Society of Australia (CNSA) for the first time this year at the CNSA 18th Winter Congress in Perth. "Expanding the Possibilities for Breast Cancer Care" was a symposium held prior to the conference which aimed to highlight the historical role of breast cancer nursing, exploring the future directions and opportunities for breast care nurses working within the Australian healthcare system. Importantly, patient perspectives were incorporated into the discussion, allowing for the exploration of unmet needs of patients with breast cancer. Two of our nurses were invited to present and 70 of our nurses attended the symposium.



Sharon Driessen, patient

### Scholarships

We awarded three scholarships to breast care nurses to complete the Graduate Certificate in Breast Cancer Nursing from the Australian College of Nursing. 2014 scholarship recipient Yana Jones, a clinical nurse in oncology at Ipswich Hospital, said; "I have thoroughly enjoyed the postgraduate studies and believe it has significantly improved my capacity to effectively contribute to, support and educate the multi-disciplinary team, ultimately resulting in improved patient outcomes."

### Looking to the Future

In the new financial year we will be announcing the results of a ten month study, conducted in FY15, which maps current disease prevalence against resources to identify key gaps and priority areas requiring service. This research will allow us to plan for the needs of patients and their families now and into the future, ensuring those experiencing breast cancer have access to the best specialised care.



Nurse Tracey Beattie with patient Giovanna & sister Marina

## In Their Words

"My McGraith Breast Care Nurse, Tracey, has been with me for over two years. Throughout this whole rollercoaster she has been my rock – my confidante, my library, my hero. I couldn't do this without her."

ANNETTE ZUYDAM  
Burnie, Tasmania

"It's a gift having a McGraith Breast Care Nurse. My first time with breast cancer I did it by myself, and it took way longer to clear everything: my head, my body, my health. She has been instrumental in helping me to understand what's going on, the choices I have and the services and things which can help me."

SHARON DRIESSEN  
Crib Point, Victoria

"The ability to have education and support in a compassionate manner during a time of turmoil and medical intervention is sometimes limited in a rural community, but through the McGraith Foundation, I can fulfil this need and hopefully reduce the burden of isolation felt by many."

DIANNE GREEN  
McGrath Breast Care Nurse,  
Parkes

"When women are diagnosed with breast cancer they are thrown into a time of crisis – it's not just them, but their family as well. They are often given a huge amount of information in a very short period of time. A breast care nurse helps to unravel all that."

KAREN MILES  
McGrath Breast Care Nurse,  
Ipswich



## OUR FUNDRAISING HIGHLIGHTS

Every day, the Australian public supports the McGrath Foundation by making donations, hosting or attending community events or purchasing a pink product that supports our cause. Working together with the community, we continue to make a difference to the lives of people experiencing breast cancer across the country.

There were over 470 community events held across Australia on behalf of the McGrath Foundation in FY15 which raised over \$1.7m. These events ranged from girls nights to sporting events and everything in between, allowing communities to get involved and support us in whichever way they like. We rely on this support to achieve our mission and are incredibly grateful for every effort made to fundraise for us each year.

## DARE TO DREAM

Tom Hudson and Pete Fletcher crossed the North Atlantic Ocean from New York to the UK this year, rowing unassisted over 3,000 nautical miles to support the McGrath Foundation. The journey spanned 98 days, 14 hours and 44 minutes under challenging conditions including extreme weather, food rationing and damage to their gear and boat. We are incredibly proud of Tom and Pete, and thank them for their tremendous dedication to our cause which raised over \$15,000.

Photography below: Gary Matuschka, Treloar Roses.



### A Special way to Leave a Lasting Legacy

Each year we are touched by the generosity of those individuals who choose to leave a gift in their Will to the McGrath Foundation and make a difference beyond their lifetime. In FY15 over \$350,000 was donated from gifts in Wills. These planned gifts are essential to ensure the McGrath Foundation can carry out its work into the future.

We honour the memory of those who leave a legacy gift:

- Jean Nock
- Susan Anne Warnes
- Barry Reginald Bray
- Rosemary Goode Mahoney
- Hilary May Farr
- Robyn Heather Pooley
- Margaret Milton Watkinson

*My beautiful Mum Shirley, who recently passed, looked forward to Jane McGrath Day at the Sydney Pink Test every year to remember Jane, loved ones lost, and those living with breast cancer.*

*In January 2009 my Mum was devastated when her special friend of 45 years, Norma, lost her battle with breast cancer, and she planted a Jane McGrath Rose in memory in her beloved garden. Earlier this year Mum, with her beautiful Jane McGrath scarf, and me with my McGrath pink cap, watched the cricket and shed some tears and some laughter at the glorious pink outfits on what was to be our last Jane McGrath Day together.*

*My Mum loved to buy family and friends special gifts, especially anything where proceeds went towards the McGrath Foundation. It was only fitting that my Mum left a donation in her Will to the McGrath Foundation. It is a lovely legacy and Mum's generosity will go towards funding a much needed breast care nurse.*

**Robyn D. Kennon**

### Philanthropic Contributions - Mr Basil Sellers

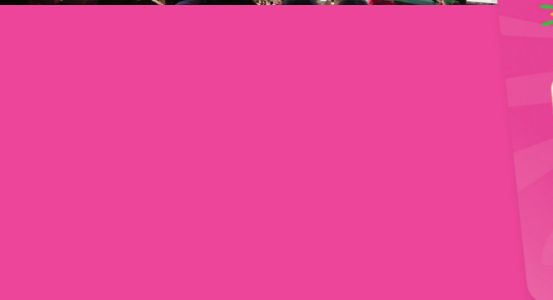
The McGrath Foundation is fortunate to have the support of philanthropic individuals who fund dedicated McGrath Breast Care Nurse positions. Mr Basil Sellers was first involved with the Foundation through his personal friendship with Glenn and Jane McGrath, and has been supporting the McGrath Foundation since 2008. Initially Basil provided funding to establish three new McGrath Breast Care Nurse positions in South Australia, his home state, known as the "McGrath Sellers Breast Care Nurses" - these were among the first dedicated roles created nationally. Basil currently funds the McGrath Sellers Breast Care Nurse position in Whyalla, South Australia and also supports our breast awareness education programme 'Curve Lurve'.



Show Your Support



**5c** WILL BE DONATED TO THE **McGRATH FOUNDATION** when a specially marked 'Mount Franklin' 600ml is purchased from a participating BP store\* during October 2015.



## OUR CORPORATE PARTNERS

We're proud to work with many businesses and brands from a wide range of industries which have a true commitment to helping us place McGrath Breast Care Nurses in communities across Australia, as well as increasing breast awareness in young people.

In FY15, over \$3.2m was contributed by our Corporate Partners through a range of initiatives. These range from event sponsorships to activations, donations from the sale of pink products to funding for dedicated McGrath Breast Care Nurse placements.

### Major Partners in FY15

- BP
- Coca-Cola Amatil
- Novo Foods
- IGA
- I-MED Network
- Inghams
- Kumho Tyre
- Fonterra
- Books and Gifts Direct
- AA Holdings
- Community First Credit Union

### Summer of Cricket

The Sydney Pink Test has become the iconic centrepiece of the Cricket Australia and McGrath Foundation friendship. Each year the Sydney Cricket Ground turns a sea of pink on Jane McGrath Day, with fans from both sides uniting to remember Jane and support her legacy in the McGrath Foundation. Cricket Australia's community action program Cricket Cares has a variety of cricket initiatives relating to the Pink Test, such as Pink Stumps Day each February, where local communities host their own game of cricket for our cause.

### Nurse Sponsorships

It costs \$380,000 to fund a McGrath Breast Care Nurse for three years. Corporate Partners play a vital role sponsoring a dedicated McGrath Breast Care Nurse position, allowing us to provide this service to more communities across Australia. This significant contribution is honoured with our partners name for the duration of the three year sponsorship. Mount Franklin, IGA, Inghams and Fonterra were our Corporate Partners who made a commitment to funding a McGrath Breast Care Nurse position in FY15.

## DIRECTORS' REPORT



**Mr John Conde AO**  
Chairman  
Independent Non-Executive Director

John provides pro-bono support to the Board by drawing on his wealth of experience at board level with public, private and not-for-profit organisations. John is currently the Chairman of Bupa Australia, Cooper Energy Limited, President of the (Commonwealth) Remuneration Tribunal and Deputy Chairman of Whitehaven Coal Limited. He is a Director of Dexus and Chairman of the Australian Olympic Committee (NSW) Fundraising Committee. He has been a Director since 23 April 2012 and was appointed Chairman on the 20 September 2013.



**Mr Ken Moran**  
Independent Non-Executive Director

Ken provides pro-bono support as a Director, offering his wealth of experience in healthcare. Ken had a career spanning 34 years with Pfizer Inc and was the former regional President of Northern Europe branch of Pfizer prior to his retirement in April 2004. Ken has been a Director since 26 February 2008 and member of the Finance, Audit and Operations Committee.



**Mr Glenn McGrath AM**  
President  
Non-Executive Director

Glenn is co-founder of the McGrath Foundation and provides pro-bono support as Director, as well as donating his time at many Foundation events throughout the year. Glenn has had a successful professional cricket career spanning 14 years, and has been Director since 20 November 2007 and President since 20 September 2013.



**Mr Peter Tracey**  
Independent Non-Executive Director

Pete is a pro-bono Director, supporting the Board with his valuable experience as a qualified Chartered Accountant. Pete has been a member of the Institute of Chartered Accountants since 1996, and is a Partner at Trace Business Advisors and Chartered Accountants. As both a close family friend and advisor he played an integral role in establishing the Foundation. Pete has been a Director since 2 August 2005 and Chairman of the Finance, Audit and Operations Committee.



**Mrs Tracy Bevan**  
Ambassador  
Executive Director

Tracy helped set up the McGrath Foundation following her best friend Jane McGrath's diagnosis and experience with breast cancer and remains one of the driving forces behind the McGrath Foundation. In her current role as Ambassador and Director, Tracy spends a great deal of her time travelling around the country speaking at different events to raise awareness about the vital role the McGrath Foundation plays while encouraging all women to be breast aware. Tracy was nominated for Australia of the Year in 2012, and also an Australia Day Ambassador in 2015. Tracy has been a Director since 11 December 2008.



**Mr Terence Brown**  
Independent Non-Executive Director

Terry is a pro-bono Director, and provides support to the Board with his experience in Law. Terry has been a practicing lawyer for over 30 years, and as both a close family friend and advisor he played an integral role in establishing the Foundation. Terry has been a Director since 2 August 2005 and Chairman of the Risk Management Committee.





## CONCISE FINANCIALS



The principal activities of the Foundation during the financial year were raising funds to provide the services of McGrath Breast Care Nurses across Australia and increase breast awareness in young people, with a particular emphasis on young women.

### Objectives of the Foundation

The Foundation's short and long term objectives are to:

- Increase the awareness of breast cancer in the Australian community
- Develop and implement strategies to facilitate the employment or engagement of appropriately qualified breast care nurses servicing hospitals, health care agencies and communities throughout Australia, including provision of funding for this purpose
- Undertake fundraising activities and the procurement of donations and contributions from the public for the purpose of promoting or supporting the fulfilment of the objectives of the Foundation.

### Strategy for Achieving These Objectives

The Foundation intends to achieve these objectives through:

- Community fundraising events including but not limited to sporting events
- Partnerships with corporate entities
- Sale of goods and branded merchandise
- Implementing breast awareness education programmes in schools and the community
- Liaising with government at all levels

### Performance Measures

The Foundation measures performance through monthly monitoring and oversight to:

- Assess the cost effectiveness of fundraising activities
- Assess control over the Foundation's administrative and other indirect costs
- Ensure that funds raised are directed effectively to the employment and engagement of appropriately qualified breast care nurses and breast awareness education programmes
- Assess the number of Australian families experiencing breast cancer who are supported by a Breast Care Nurse and the extent of such assistance.

### Operating Results

The operating surplus of the Foundation for the financial year amounted to \$3,070,131 (2014: \$1,564,962).

## STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 30 JUNE 2015

	Notes	2015 \$	2014 \$
<b>INCOME</b>			
Revenue	4.1	16,502,193	13,337,289
<b>EXPENSES</b>			
<b>Programme Expenses</b>			
Foundation funded Breast Care Nurses programme expenses	4.2	4,838,380	4,317,975
Government funded Breast Care Nurse Initiative expenses	4.2	4,546,108	3,646,414
Education programme expenses		614,536	565,229
<b>Total programme expenses</b>		<b>9,999,024</b>	<b>8,529,618</b>
<b>Non-Programme Expenses</b>			
Cost of sales - merchandise		136,783	220,810
Fundraising and marketing expenses		2,730,605	2,672,548
General and administration expenses		1,275,587	1,065,321
<b>Total non-programme expenses</b>		<b>4,142,974</b>	<b>3,958,679</b>
<b>Total expenses</b>		<b>14,141,998</b>	<b>12,488,297</b>
Finance income	4.1	709,936	715,970
<b>Net surplus for the year</b>	4.5	<b>3,070,131</b>	<b>1,564,962</b>
<b>Other comprehensive income for the year</b>		<b>-</b>	<b>-</b>
<b>Total comprehensive income for the year</b>		<b>3,070,131</b>	<b>1,564,962</b>

## STATEMENT OF FINANCIAL POSITION YEAR ENDED 30 JUNE 2015

	Notes	2015 \$	2014 \$
<b>CURRENT ASSETS</b>			
Cash and cash equivalents	5.1	2,305,357	2,448,042
Investments	5.2	21,355,367	18,691,639
Trade and other receivables	5.3	816,293	757,585
Prepayments		88,787	33,452
Inventories	5.4	50,697	81,338
Other Financial Assets		186,931	180,261
<b>Total Current Assets</b>		<b>24,803,432</b>	<b>22,192,317</b>
<b>NON-CURRENT ASSETS</b>			
Property, plant & equipment	5.6	210,945	219,573
Intangible Assets - Computer software	5.7	329,014	22,439
<b>Total Non-Current Assets</b>		<b>539,959</b>	<b>242,012</b>
<b>Total Assets</b>		<b>25,343,391</b>	<b>22,434,329</b>
<b>CURRENT LIABILITIES</b>			
Trade and other payables	5.5	855,781	1,081,533
Employee benefits		96,481	127,936
Provisions		22,828	21,996
Deferred income	4.3	1,126,781	1,027,615
<b>Total Current Liabilities</b>		<b>2,101,871</b>	<b>2,259,080</b>
<b>NON-CURRENT LIABILITIES</b>			
Employee benefits		31,718	35,578
<b>Total Non-Current Liabilities</b>		<b>31,718</b>	<b>35,578</b>
<b>Total Liabilities</b>		<b>2,133,589</b>	<b>2,294,658</b>
<b>Net Assets</b>		<b>23,209,802</b>	<b>20,139,671</b>
<b>EQUITY</b>			
Accumulated surpluses		23,209,802	20,139,671
<b>TOTAL EQUITY</b>		<b>23,209,802</b>	<b>20,139,671</b>

## STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 30 JUNE 2015

	Notes	2015 \$	2014 \$
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>			
Donations received		4,146,829	1,338,910
Sale of merchandise		434,275	475,906
Proceeds from fundraising		4,157,165	4,697,688
Proceeds from corporate friendships		3,503,509	3,442,144
Proceeds from grants		5,112,800	4,756,000
Payments to suppliers and employees		(15,192,674)	(12,548,930)
Interest received from cash accounts		63,515	29,585
<b>Net cash provided by operating activities</b>		<b>2,225,419</b>	<b>2,191,303</b>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>			
Interest received from investments		687,581	517,397
Payments for investments		(2,663,729)	(2,393,243)
Payments for property, plant & equipment		(74,394)	(194,823)
Payments for intangible assets		(317,562)	(18,722)
<b>Net cash (used in) investing activities</b>		<b>(2,368,104)</b>	<b>(2,089,391)</b>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>			
Net (decrease)/increase in cash held		(142,685)	101,912
Cash and cash equivalents at the beginning of the financial year		2,448,042	2,346,130
<b>Cash and cash equivalents at the end of the financial year</b>	5.1	<b>2,305,357</b>	<b>2,448,042</b>

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

	2015 \$	2014 \$
<b>RESULTS OF DONATIONS, FUNDRAISING, AND CORPORATE FRIENDSHIPS ("FUNDRAISING APPEALS")</b>		
Gross income from fundraising appeals	11,554,644	9,270,584
Less: direct costs of fundraising appeals	(806,129)	(733,171)
<b>Net surplus obtained from fundraising appeals</b>	<b>10,748,515</b>	<b>8,537,413</b>
<b>APPLICATION OF NET SURPLUS OBTAINED FROM FUNDRAISING APPEALS</b>		
Indirect costs of fundraising appeals	1,924,475	1,939,377
Foundation funded Breast Care Nurse programme expenses	4,838,380	4,317,975
Education programme expenses	614,536	565,229
General and administration expenses	1,275,587	1,065,321
<b>Net expenditure (excluding government grant expenses and merchandise cost)</b>	<b>8,652,978</b>	<b>7,887,902</b>
<b>Net (deficit)/surplus after net surplus from fundraising appeals</b>	<b>2,095,537</b>	<b>649,511</b>
<b>THE NET SURPLUS FOR THE YEAR WAS FUNDED FROM NET SURPLUS AFTER EXPENDITURE FROM FUNDRAISING APPEALS AND THE FOLLOWING SOURCES</b>		
Government grant income	4,546,108	3,646,414
Government grant expenses	(4,546,108)	(3,646,414)
Interest received	709,936	715,970
Merchandise income	337,022	411,351
Merchandise costs of sale	(136,783)	(220,810)
Other income	64,419	8,940
	<b>974,594</b>	<b>915,451</b>
<b>Surplus for the year</b>	<b>3,070,131</b>	<b>1,564,962</b>

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

	2015 \$	2015 %	2014 \$	2014 %
<b>COMPARISONS OF CERTAIN MONETARY FIGURES AND PERCENTAGES</b>				
Direct cost of fundraising appeals / Gross income from fundraising appeals	<u>806,129</u> 11,554,644	7.0	<u>733,171</u> 9,270,584	7.9
Net surplus obtained from fundraising appeals / Gross income from fundraising appeals	<u>10,748,515</u> 11,554,644	93.0	<u>8,537,413</u> 9,270,584	92.1
Total cost of services provided (total programme expenses per P/L) / Total expenditure (excluding Fundraising and marketing expenses and Costs of sale per P/L)	<u>9,999,024</u> 11,274,610	88.7	<u>8,529,618</u> 9,594,938	88.9
Total cost of services provided (total programme expenses per P/L) / Total income received (total revenue per P/L)	<u>9,999,024</u> 16,502,193	60.6	<u>8,529,618</u> 13,337,289	64.0

The total cost of services provided over total income received ratio relates to spend in the current financial year and does not take into account funds that have been received and invested to cover the following 2 years of contracted funding for all current nurse positions. For further information on the total amount invested and its purpose please see Note 5.2 Investments.



*together* we can make a difference®

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