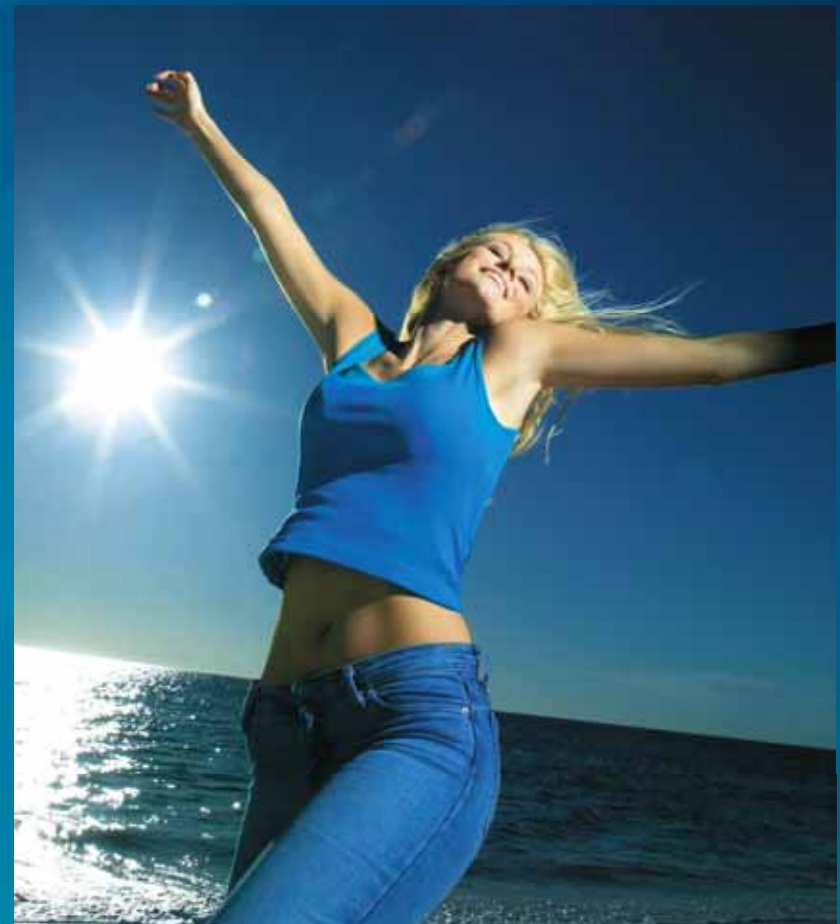


# Because everyone has a dream...

**Philanthropy -  
Measuring our outcomes**

**Jan Stewart  
Chief Executive Officer,  
Lotterywest**

**Second International Philanthropy  
Conference, Melbourne, October 2005**



# A Dream is Born

lotterywest



## Lotterywest – Our Origins

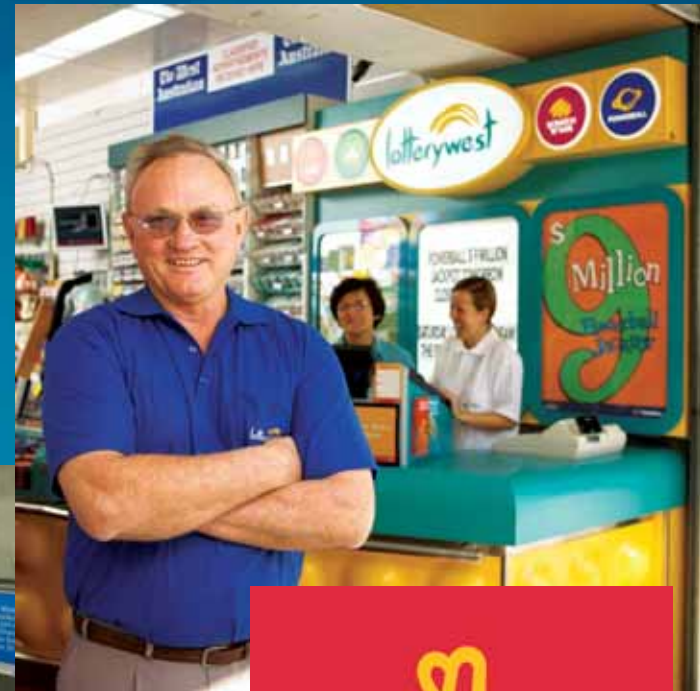
Established in 1933 to:

- Control illegal gambling
- Run a state authorised lottery
- Raise funds for Western Australia's health services and charities



## A Successful Commercial Lottery

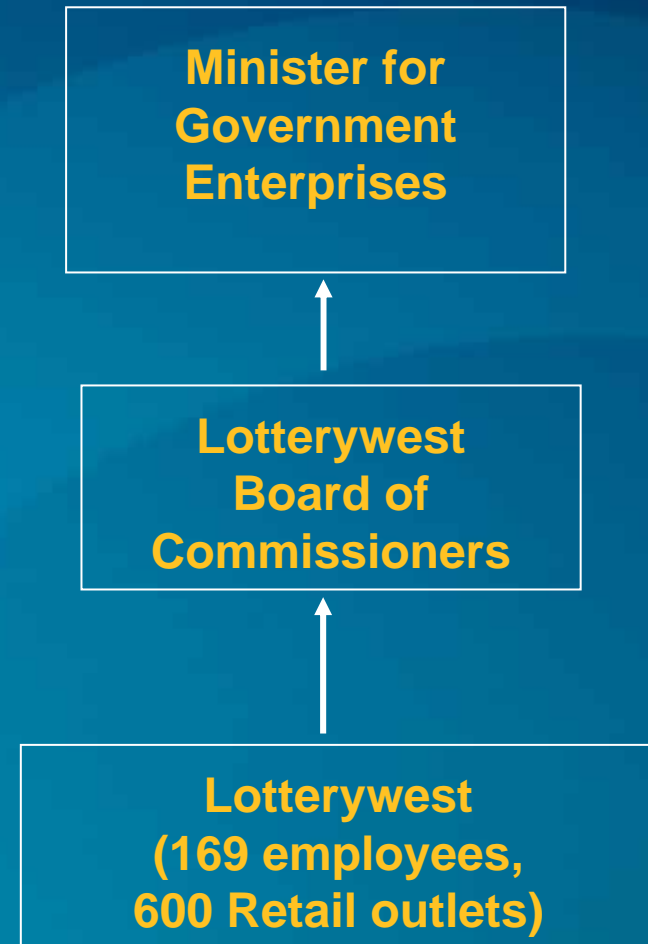
- \$520 million turnover
- Highest per capita lottery sales in Australia
- High level of public support





## An Agency of the WA State Government

- Full public sector operating standards
- Overseen by Government-appointed Board, reporting to Minister for Government Enterprises
- Grants recommended by Board
- All grants officially approved by Minister



# Our Community Support

Amounts returned as % of lottery sales\*:

<b>Hospitals:</b>	<b>16%</b>	<b>\$79m</b>
<b>Sports:</b>	<b>2%</b>	<b>\$10m</b>
<b>Arts:</b>	<b>2%</b>	<b>\$10m</b>
<b>Lotterywest</b>		
<b>Direct Grants**:</b>	<b>5-10%</b>	<b>\$65m</b>

\* In 2004/05

\*\* Approx 1,400 grants to charities and community groups



## Our Grant-Making Framework

### Eligibility

- Not-for-profit community organisations
- Local Government Authorities

### Grants provided for

- Charitable and/or benevolent purposes



## Our Grant-Making Principles

Our Goal:

To help build and improve the quality of life for the Western Australian community by

- **Being Responsive**
- **Being Developmental**
- **Balancing Needs**
- **Being Flexible**
- **Complementing, Not Owning**



## Our Grant Making Focus

- **Extend the Capacity of Not-For-Profit Organisations**
- **Strengthen Community Service Delivery**
- **Enhance Community Development Initiatives**
- **Value our State's Heritage (built and natural)**
- **Advance Participation in Community Life**



## Our Grant Making Approach - Simplicity and Flexibility

- Simple submission-based application process
- Respond to needs as identified by the community
- Encourage 'the new'
- Encourage applicants to talk to us before applying



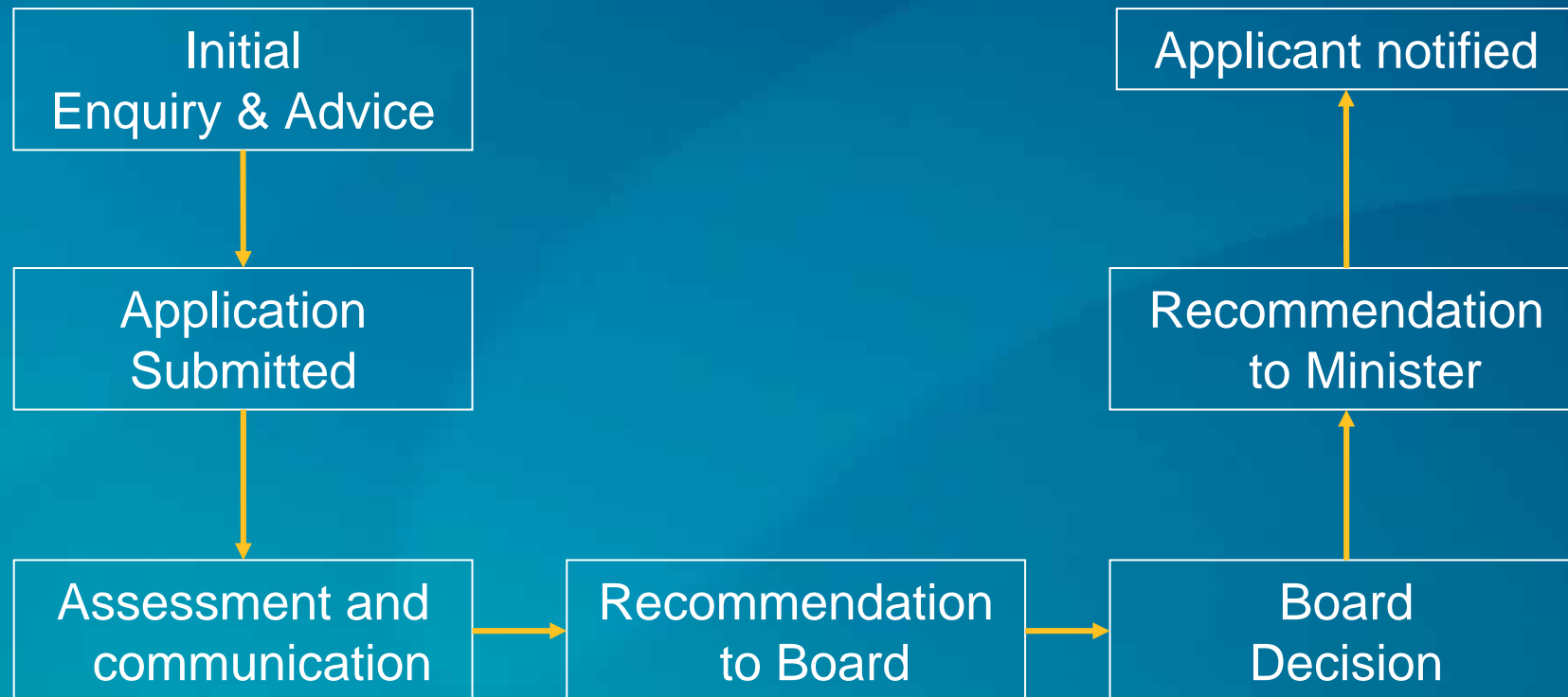
# Our Grants Record

In 2004/05:

- 1372 applications
- 10,000 organisations on our database
- Grants range from \$1000 to \$6 million
- \$65 million approved
- 92% applicants successful

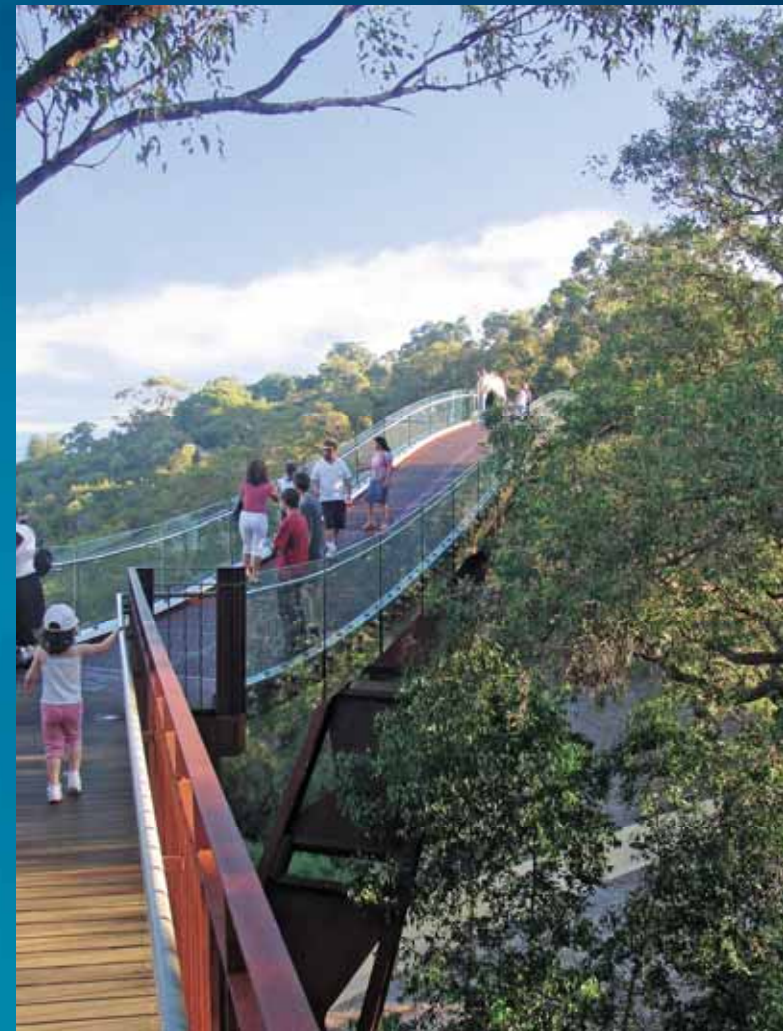


## Our Grant Application Process



## Evaluation – Our Key Tools

- Regular analysis of our in-house database
- Annual survey of grant customers – 95% overall approval rating
- Periodic external evaluation eg Office of Auditor General
- Regular reviews of our business processes (eg our web presence, quality assurance)



## More on our Reviews

- Annual reviews to ensure policy framework remains aligned with community priorities.
- Past reviews include:
  - **Social and Economic Impact Assessment of Lotteries Commission Grants (1996)**
  - **Medical Research Symposium (1997 and planned for 2006)**
  - **Aboriginal (Indigenous) Grants (2001/ 02)**
  - **Information Technology Grants (2003)**
  - **Seniors Grants (2001– 02)**
  - **Lotteries House Grants (1997 and 2003/04)**
  - **Disability Equipment Grants (2001/ 02)**
  - **Review of our Grant Making Framework (1999 and 2003/04)**

# A Case Study: The Association for the Blind - \$16 – 20M comprehensive redevelopment project



## 4 year Pre-application planning

- Consumer survey & consultations
- Service evaluation
- Strategic plan
- Environmental scan

## Application

- Project proposal
- Further planning
- Involvement of other agencies

## Payment

- Subject to reports against Project Plan



# A Dream is Realised

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## In the words of Aristotle.....

“To give away money is an easy matter and in any man’s power. But to decide to whom to give it, and how large, and when, and for what purpose and how, is neither in every man’s power nor an easy matter.” — **Aristotle** (384-322 B.C.)



# Thankyou

[www.lotterywest.wa.gov.au](http://www.lotterywest.wa.gov.au)