

18th August 2022

Gaming and Wagering Commission of Western Australia
P.O. Box 6119
EAST PERTH WA 6892

Letter of Support for FIA Members – Professional Fundraisers Fee

Fundraising Institute Australia (FIA) has been made aware of this review by concerned Organisational and Supplier Members of the FIA.

FIA is Australia's national peak body for the \$12.5 billion Fundraising sector. We are an industry body with nearly 4000 Members who are charities, not for profits, suppliers of fundraising services and individual fundraising professionals. FIA, among other activities, champions and facilitates best practice fundraising with a self-regulatory Code of conduct for the industry. The FIA Code commits all Members to adhere to high standards of ethical conduct and Members are required to undergo the Code training. As a function of the Code, our mystery shopping of Members combined with our complaints handling mechanism further eliminates poor behaviour in the industry. The Code ultimately raises the standard of conduct across the fundraising sector, going beyond the requirements of government regulation. FIA also plays an important role in engaging regulators on behalf of its Members by representing their interests to governmental authorities and bodies.

We note that the Gaming and Wagering Commission of Western Australia is reviewing its policy around fees charged by professional fundraisers in assisting organisations to conduct standard lotteries. Lotteries are an important fundraising strategy of several FIA Members across Australia, thus, the conduct of lotteries by FIA Members comes within FIA's self-regulatory remit.

The FIA Code sets standards of practice on several aspects of fundraising including fundraising supplier relationships. Defining a percentage outcome for professional fundraisers that assist in the conduct of raffles is not reflective of contemporary best practice and does not align with the best interest of the industry. FIA is of the position that fundraising supplier costs should be as agreed between the parties, and reflective of market conditions and fair market value for services provided.

FIA supports any regulatory changes to improve the effectiveness of raffles as a fundraising strategy for charities or all sizes. The FIA opposes any increases to minimum percentage of proceeds that must go to the permit holding organization for a standard lottery. FIA believes there are better methods of regulating fundraising raffles, charities and their suppliers. The current regulated amount is already a barrier to market entry for many charities and any increase could adversely drive poor industry behaviour by prompting aggressive marketing strategies to the detriment of the community.

FIA maintains that instilling high standards of ethical and transparent behaviour in conducting lotteries should be the substance of regulatory efforts at all levels from government regulation to industry self-

regulation. FIA Membership and by implication compliance with the FIA Code of conduct commits professional fundraisers to best practice, high standards of ethics, and fairness in their activities including the management of a standard raffle.