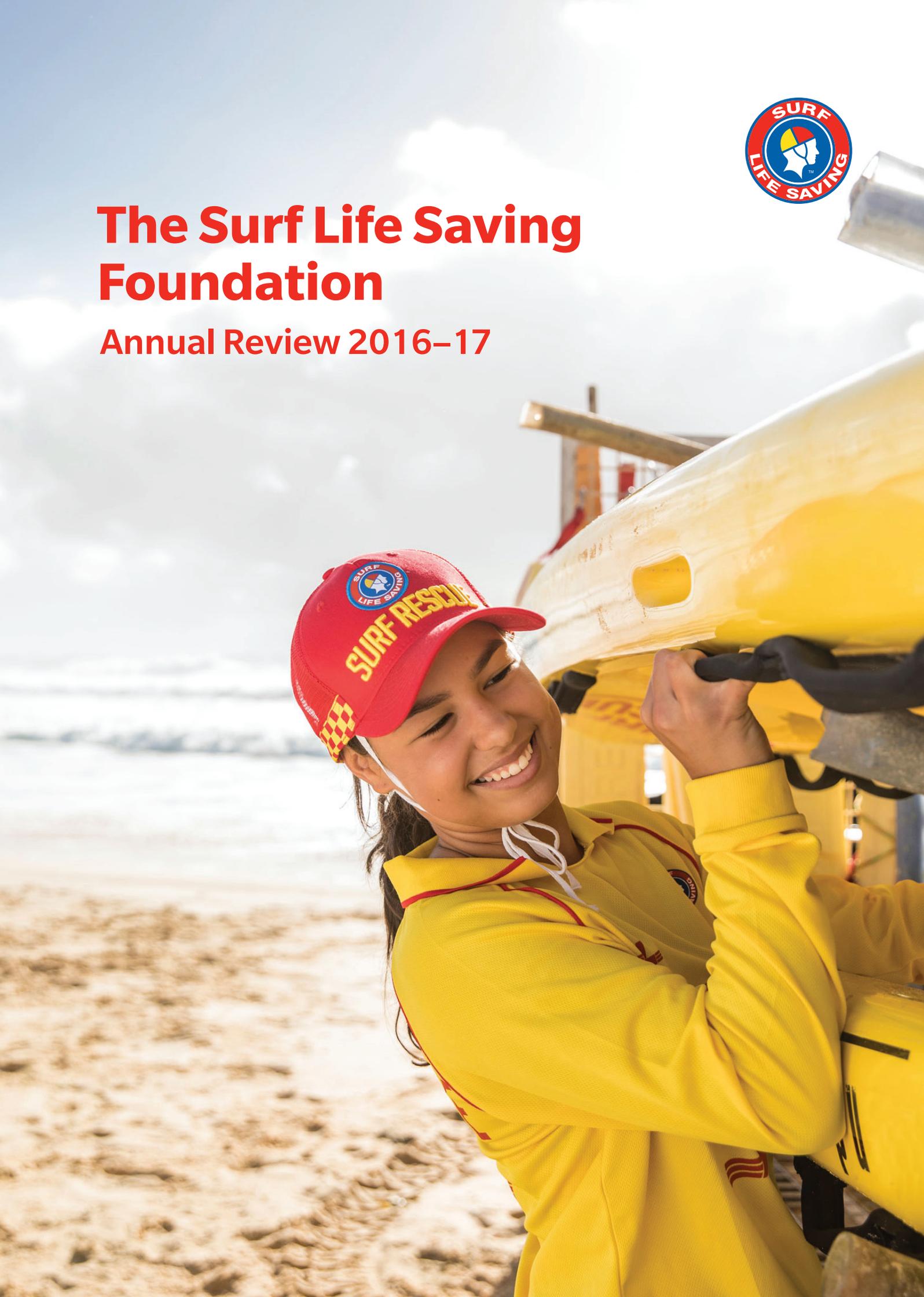




The Surf Life Saving Foundation

Annual Review 2016–17





Contents

Chairman & Executive Report	2
Board Of Directors	3
Our Aim	4
Our Contribution	4
How Funds Are Distributed	5
Philanthropic Activities	6
Commercial Activities	10
Surf Life Saving Rescue Fund	14
Financial Highlights	16



Chairman & Executive Report

It is often said that a day at the beach with family and friends is part of the Australian way of life; in our DNA. Enabling this way of life and woven into the fabric of our society, is the knowledge held by young and old, to “swim between the flags”. Our volunteer surf lifesavers around the country put their lives at risk every day to raise the red and yellow flags, and keep our beaches and communities safe.

This year, our amazing surf lifesavers performed 10,879 rescues, carried out 3,951,428 preventative actions, administered 108,044 first aid treatments and volunteered a total of 1.35M patrol hours (that’s the equivalent of more than 154 years!) and we salute each and every one of them.

The Surf Life Saving Foundation is proud to be part of this truly Australian movement and supports the selfless work of our surf lifesavers by partnering with our donors and lottery customers. We wish to acknowledge and thank our supporters whose generosity makes it possible to raise much-needed funds to save lives, create great Australians and build better communities.

In 2016/17 our fundraising efforts resulted in a contribution in excess of \$6.22M back to the movement for essential Surf Life Saving services, equipment and education. We now have more than 24,000 regular monthly supporters (our Guardians of the Surf) and our bequest program, Circle of Friends, continues to increase in membership with 514 members.

In addition, The Surf Life Saving Foundation’s Grant Seeking Unit (GSU) again exceeded targets by securing over \$5.30M funding for individual Surf Life Saving clubs and State Surf Life Saving entities across Australia. Our GSU team work hard to maintain their grassroots level support of Clubs, Branches and States and work collaboratively with them to achieve this significant result. You can read more about their vital work on page 9.

Our Lotteries loyalty program, The Champions Club, has continued to be a popular way for our supporters to take

part in the lottery program and now has over 47,000 active members. This program continues to go from strength to strength, with 22 lotteries being conducted in 2016/17, including 6 life changing house and land prize draws.

We’re proud of these achievements and we’re pleased to share some of the highlights which helped support our success. This year, we welcomed our new Head of Foundation, Melanie Thompson, who will steer The Surf Life Saving Foundation through its next period of success and who will lead the team in their commitment to support Surf Life Saving achieve its vision of zero preventable deaths in Australian waters.

Also contributing to our success, is the focus on innovative technology developments to provide a more convenient way for donors to support us and you will see many new digital initiatives in 2017/18, including exciting new electronic payment methods and a refreshed and more user-friendly website.

As always, high on our agenda is Governance, data integrity and our operational culture which is bound by our adherence to regulatory compliance and ethical standards. We maintain principles and standards as published by the Fundraising Institute of Australia (FIA). We also comply with both the Australian Charities and Not for Profit Commission (ACNC) and the Australian Institute of Company Directors’ Good Governance Principles and Guidance for Not-for-Profit Organisations. We have a focus on continued improvement and review our programs and activities to ensure we remain true to our donors and the movement we support.

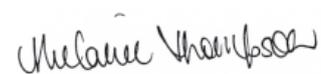
At the Foundation, our primary role is to help to ensure Surf Life Saving’s financial sustainability. We do this by engaging with the wider Australian community, and initiating and managing fundraising programs aimed at maximising funds available for the Surf Life Saving movement. We could not do this without the generosity of the community and we would like to thank our wonderful supporters for continuing to help keep this unique and essential service running.



Martin Walsh
Chairman
The Surf Life Saving Foundation



Melissa King
Chief Executive Officer
Surf Life Saving Australia



Melanie Thompson
Head of Foundation
Surf Life Saving Australia

Board of Directors



Martin Walsh

Chairman

Appointed 23 October 2012

Martin Walsh is the Chairman of The Surf Life Saving Foundation and an Independent Director of Surf Life Saving Australia. He is a member of Lorne SLSC and Life Member of Life Saving Victoria. He is also a previous Director of LSV. Professionally, Martin is a Non-Executive Director and Consultant. Previously a Partner of Deloitte and Ernst & Young, he is currently a Director of Hastings Funds Management Limited, the IOOF Superannuation entities, and the Royal Australian College of General Practitioners. He is a Fellow of the Institute of Chartered Accountants, a Fellow of the Governance Institute, and a Graduate Member of the Institute of Company Directors.



Peter George AM

Director

Appointed 18 October 2013

Peter has been GM Corporate Services at Surf Life Saving Australia for approximately seven years. Peter has extensive senior executive experience in project and financial management within the finance and not for profit industries, focusing on providing strategic insight into supply chain management and cost control. His 40 years' experience within the finance industry includes Westpac Banking Corporation (Westpac), Australian Guarantee Corporation and State Bank of South Australia. Peter has had a long and proud association with Surf Life Saving in Australia extending 50 years. During this time he has served the organisation as a Director (Lifesaving) for 12 years and chaired the Finance, Audit and Compliance Committee for 9 years.



Christine Hopton OAM

Director

Appointed 27 June 2014

Christine has an extensive media background having worked in the newspaper and television industries, public relations, marketing and communications for more than 30 years. Christine has been involved in Surf Life Saving for over 15 years, joining as a Nipper parent and holding positions on the Avalon Beach SLSC junior committee before gaining her Bronze Medallion in 2000. Christine received an OAM as part of the Governor-General's Australia Day Honours List in 2017 and is currently in her eighth term as President of Avalon Beach SLSC.



Graham Ford AM

Director

Appointed 22 May 2014

Graham was elected as President of SLSA in 2010. He brings to this role a wealth of Surf Life Saving knowledge, coupled with a strong business background. Graham is a life member of Bronte SLSC and President of the International Life Saving Federation and has held many senior roles at club, branch and national levels. In 2016 Graham was made a Member of the Order of Australia for his services to Surf Life Saving. Graham is a Fellow of the Australian Institute of Company Directors.

Our Aim

To contribute to the financial security and viability of the Surf Life Saving movement.

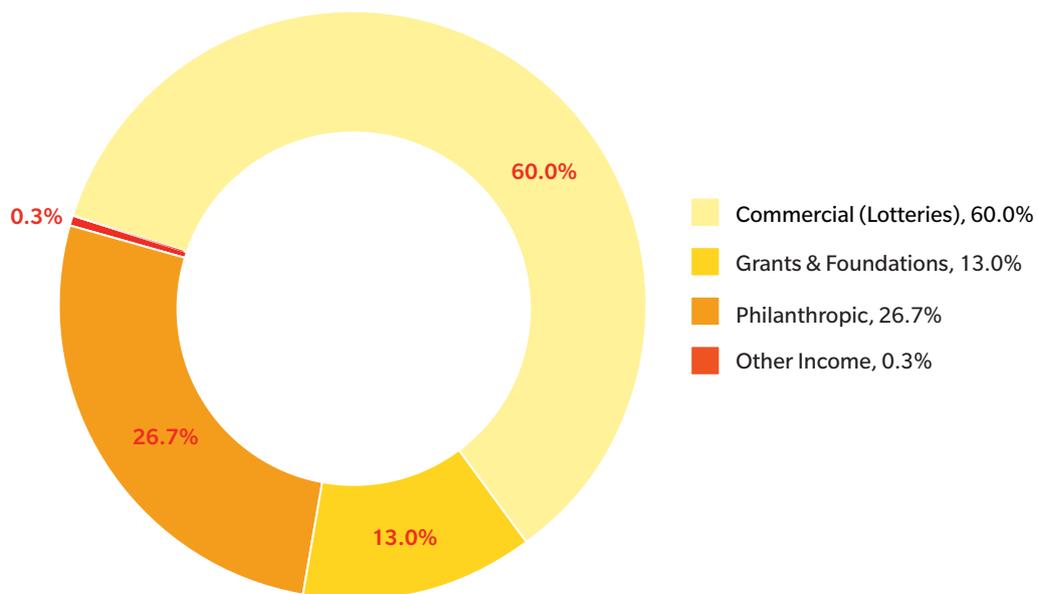
Our Contribution

The Surf Life Saving Foundation achieved consistent fundraising results in 2016/17.

Our fundraising efforts contributed \$11.52M to the Surf Life Saving movement.

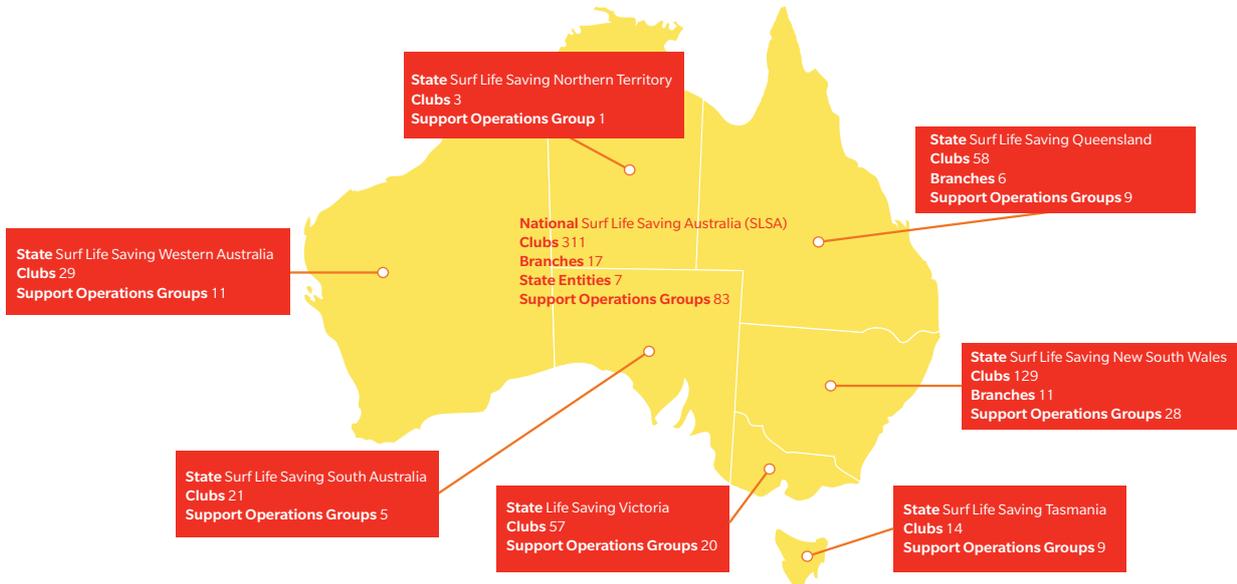
Of these funds, \$6.22M was available for distribution to Surf Life Saving entities and an additional \$5.30M was secured through successful grant applications in collaboration with Surf Life Saving States, Branches and Clubs.

The Surf Life Saving Foundation
Source of Funds Raised

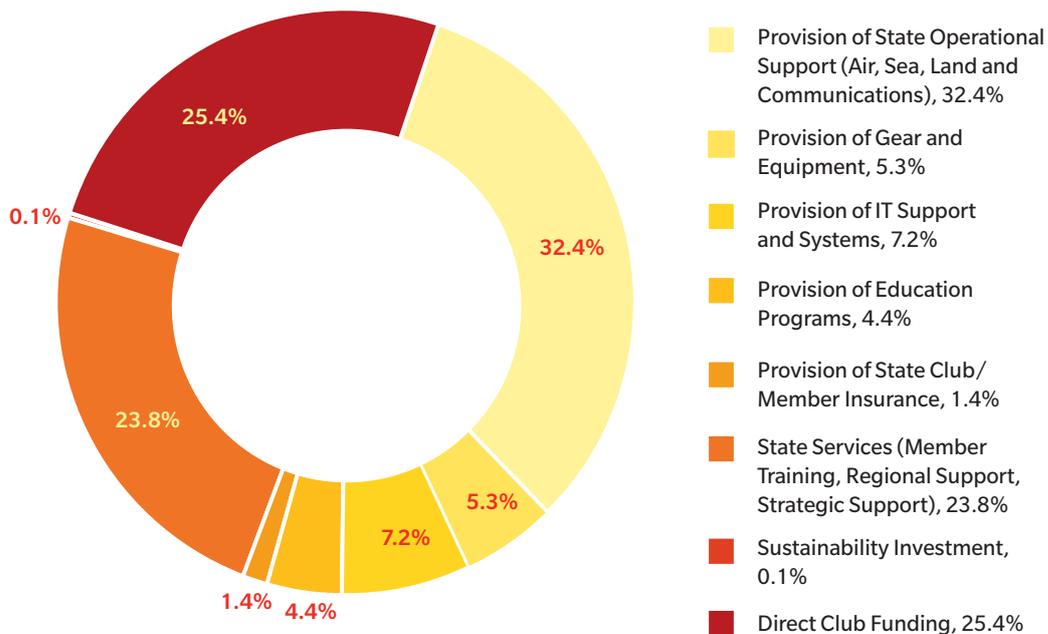


How Funds are Distributed

The Surf Life Saving Foundation distributes funds through Surf Life Saving Australia and the Surf Life Saving State entities. The map below shows the breadth and reach of our services throughout the country. The map also reveals where our funds are delivered to support the Surf Life Saving movement.



How Funds are utilised by State Surf Life Saving Entities*



*2015/16 Financial Year

Philanthropic Activities





The Surf Life Saving Foundation Philanthropic Activities

In the 2016/17 financial year we were pleased to have recorded 24,461 Guardians of the Surf in our regular monthly giving program. We also had 18,083 active donors who gave a total of 25,651 single donations.

We have seen an increase in the average gift across all national appeal campaigns in 2016/17 which has led to an increase in income for appeals both through renewing past support and acquiring new supporters.

The number of our lead supporters (those who give a gift of \$1,000 or greater) totalled 136 donors and their collective generosity exceeded \$310,836.

Regardless of donation channel or the dollar value, all of our donors are helping to fund vital programs and services that allow us to confidently plan ahead and invest in Surf Life Saving, to ensure that our volunteers can continue their vital community service now and into the future.

Be A Life Saver Fundraising Awareness Campaign

The *Be A Life Saver* campaign was developed in 2014 as part of a 5 year strategy to raise funds and create awareness of the Surf Life Saving movement as a community cause in need. It was developed following a significant market research program and was specifically designed to change the current perception of Surf Life Saving, from a community service that is admired, trusted and taken for granted to a community cause in need of and deserving public donations.

The first two years of this 5 year strategy anchored its focus in raising awareness of the organisation's need for donations.

Year 3 of the *Be A Life Saver* campaign was strategically designed to convert awareness to donations and was comprised of a digital strategy and a direct mail campaign. The strategy included the launch of a new website to deliver an enhanced online donation experience.

In terms of media value, outdoor was the highest performing channel with Surf Life Saving receiving over \$1.4M in media value through this channel.

The Facebook campaign reached over 1 million beachgoers nationally and had an above average click through rate of 0.43%.

Funds raised through the *Be A Life Saver* campaign totalled in excess of \$293,000.

Bequests

A Bequest to Surf Life Saving is an investment in the future, ensuring our beaches remain safe now and for generations to come.

In the 2016/17 financial year we have seen increased activity within the bequest program to arrange more group interactions amongst bequestors. We have also introduced newsletters and surveys to create more awareness.

The total number of known 'Circle of Friends' program members nationally, is 514. Many of those who wish to leave a gift in their Will continue to target their gifts to specific areas of interest, be it equipment, training or priority projects. It is encouraging to see the increased level of engagement.

The '10,000 Club' program encourages Surf Life Saving members to leave a minimum of either \$10,000 or 10% of their estate to their own Club. It was initiated as a way of focusing on Surf Life Saving Club members considering their own Club as a beneficiary in their Will. This initiative has been promoted during the 2016/17 year and is slowly gaining momentum.



Circle of Friends members Verena Sutter and Jan Celledon at one of our supporter functions.

Workplace Giving

Workplace Giving Programs allow employees to make regular tax deductible donations to charities of their choice. Historically, this has been managed predominantly through their employers' payroll system directly but increasingly organisations and individuals are making use of third parties to manage this.

Workplace Giving is a vital component of many corporate social responsibility and employee engagement programs. The number of companies actively participating in the Surf Life Saving Workplace Giving Program in the financial year 2016/2017 was 45. This is a 29% increase in the number of companies participating in our Workplace Giving Program from 2015/2016 to 2016/2017.

Approximately half of these companies match their employees' gifts. This doubles the impact made to our cause.

The largest contributor to Surf Life Saving through Workplace Giving in 2016/2017 was Event Hospitality Entertainment Limited (The Event Group), who's employees donated 11.7% of total Workplace Giving contributions to Surf Life Saving.

The Surf Life Saving Foundation continues to make use of this philanthropic program but will focus on the following for 2017/18:

- Working with third party organisations to maximise reach and awareness of our cause in a more efficient manner
- Increasing employee participation and engagement with our existing Workplace Giving partners through regular communications, updates and appeals
- Collaborating to deliver further value to Surf Life Saving's national and state partners through complementing our partnerships with Workplace Giving
- Increasing awareness of the corporate social responsibility and employee engagement benefits of Workplace Giving and Surf Life Saving to generate support from new companies

Grant Seeking Unit

The Grant Seeking Unit's work with Clubs and the State entities has seen a number of outstanding results this year with records achieved for Surf Life Saving Queensland, Surf Life Saving New South Wales, Life Saving Victoria, Surf Life Saving Tasmania, Surf Life Saving Northern Territory and Surf Life Saving Western Australia.

The GSU assisted Club and State entities to raise \$5.30M in grant funding with 372 grants lodged of which 86% represented assistance at a Club level.

The support provided by the States and the NT to their Clubs through the GSU continues to be valued by the volunteers, as is evidenced by the wonderful results seen this year. You can read about some of the GSU's great results below. A full table of grants received is provided on page 19.

Case Study: Gove Peninsula SLSC clubhouse development

Since the closure of the Gove Alumina Refinery, the presence of Gove Peninsula SLSC has become even more important to the region delivering valuable youth education programs, safety services and providing the community with an important social outlet. The Management Committee has worked tirelessly over the past 3 years to raise funding to redevelop the Clubhouse providing locals with critical infrastructure that will deliver whole of community outcomes. The new Clubhouse includes completion of a commercial grade kitchen to be used by local organisations to deliver professional training programs for youth in hospitality providing valuable skills training and employment opportunities. The Grant Seeking Unit has been working with the Club to obtain grant funding assisting to raise over \$480,000 through local and State grant opportunities. The Clubhouse redevelopment is underway with an anticipated official opening in February 2018.



Case Study: Anonymous Donor - Far Northern NSW Clubs

Surf Life Saving Clubs in Far Northern NSW have been very fortunate to receive regular funding from an anonymous donor since 2006. These funds have provided Clubs with valuable equipment such as Inflatable Rescue Boats, Patrol Trailers, Rescue Gear and Equipment and other essential items required to maximise the safety of the community on our beaches. The IMPACT this funding has had toward protecting and safeguarding the community over the past 10 years is immeasurable – the equipment required by Surf Life Saving Clubs to deliver services is often expensive and requires regular replacement due to the harsh conditions in which they operate. The funding provided by this very special donor has and will continue to have an immeasurable impact on the community ensuring our volunteers can focus on saving lives, developing great Australians and building community resilience.



The Surf Life Saving Clubs appreciate the grant writing support provided by their State body through the Grant Seeking Unit; the volunteers throughout Australia are dedicated members of the community committed to saving lives, developing youth and keeping the community safe when recreating along the coastline. The Foundation is honoured to work with the volunteer movement. The following extract from a thank you letter received from Sawtell SLSC echoes the thoughts of many of the volunteers.

"On behalf of Sawtell SLSC can I sincerely thank the SLS Foundation Grant Seeking Unit for their time, patience and expertise in preparing our Club's submission under the Facilities Grant Program.

Grant Murray, our Club member on our Building Committee, tasked with driving this submission speaks highly of the support of the Unit.

Without the GSU's efforts the Club, on its own, may not have met the deadlines required nor completed the submission in such a professional manner ensuring all requirements were met.

Many, many thanks once again. Bruce Macphail, Secretary."

Commercial Activities





Surf Life Saving Lotteries

The Surf Life Saving Foundation operates one of Australia's largest 'House and Land' lottery programs. It comprises six house lotteries, a loyalty program (our Champions Club, which awards daily prizes) and a number of smaller 'limited lotteries' for cash and gold bullion.

The revenue gained from our Lotteries programs remained steady compared to the previous year. The Champions Club continues to achieve growth with more than 47,000 members actively participating. In 2016/17 our Christmas Prize Home Lottery (Lottery 178) which generated significant interest and revenue, included \$200,000 gold bullion as part of the first prize.

This financial year saw a continued focus on the Champions Club Program with targeted campaigns aimed at increasing

the membership base whilst reducing our cost per lead. In addition, our customer retention program continues to build ongoing loyalty and we have recently undertaken qualitative and quantitative research with our Champions to better understand their needs, satisfaction level and purchasing motivations.

Digitalisation also remains a key priority for growth as we continuously review our advertising partnerships and improve the quality of our online content such as virtual tours, more winners' stories and website enhancements.

Our focus to improve the overall customer experience remains unchanged as does our objective to increase revenue and maintain our position as a competitive and attractive prize offering in the lotteries market.

Winner Stories



Prize Home Winner Lottery 179

It's definitely changed my life!

When Gabriele stepped through the front door of her brand new, waterfront home for the first time she struggled to fight back tears.

Like many of us, the mother of three had always dreamed of owning the perfect home but she never thought that day would actually come.

"When I got the phone call from Surf Life Saving Lotteries I didn't believe it," she said.

"I was just speechless. I thought no, this couldn't happen to me!"

Gabriele had won first prize in Lottery 179 - a luxurious Sunshine Coast home plus \$50,000 gold bullion, valued at a total of \$1,051,399.

"You never expect to get a phone call like that!

"Honestly, I had forgotten about the ticket. I bought a \$50 book of 70 tickets on the closing day of the draw.

"I thought... you know what, I'll just have a go."

Perhaps it was fate, or maybe it was just a lucky break, but the windfall couldn't have come at a better time for Gabriele.

"I'd been worrying about my future. Only an hour before I got the call I said to my partner, 'I'm going to be renting in retirement.'

"But now, I can look around this beautiful house and think I own all of this! It's not a holiday or a rental, it's my home..."

"And the whole house is so beautiful. It's so open and relaxing, I love it! It's 100 times better than the pictures show.

"It's just so nice not to have to worry about money.

"For the first time in my life I've woken up and not thought, 'I've got this bill to pay or that bill to pay, what am I going to do?'

"It's definitely changed my life!"

"If someone was thinking about buying a ticket I'd encourage them to do it. It's such a worthy cause. And you may not win this time or the next time, but there could be another time down the track where you do win."

We extend our heartfelt congratulations to Gabriele on her amazing win - thank you for supporting Surf Life Saving.



Prize Home Winner Lottery 177

The Dream of a Lifetime

Monday 17 October, 2016 will forever be a moment in time that changed the life of Mr P and his family from Baulkham Hills, NSW.

As the lucky winner of Lottery 177, Mr P won a luxury waterfront home on the Sunshine Coast and \$35,000 gold bullion bringing his total first prize to a cool \$1,033,540!

Mr P and his family recently sat down with Surf Life Saving Lotteries to share what happened on that amazing day.

“My Son-in-Law and I were working on a boat for a planned holiday next year. My home phone kept ringing several times and I was so focused on the job at hand, I thought just leave a message. 10:00pm that night I decided to check my email and saw a note from Surf Life Saving Lotteries. The email advised that I was the winner of Lottery 177! At first, I was sceptical but the email knew too much about my circumstances and tears of joys started to swell. I asked my son-in-law to visit the surflottery.com.au website and under results there it was

– Lottery 177 Winner Mr P from Baulkham Hills. Would you believe it still didn't seem real and it was only when an official representative spoke with me on Saturday morning that all my emotions really came out, including reactions from my family.

Mr P and his family will be celebrating Christmas in style at the home and plan to use it as a holiday getaway.

“I bought a ticket because I believe the cause is tremendous. When I was a kid I really wanted to be involved in the movement but lived in a country area and transportation was difficult. I believe everybody should be given the opportunity to learn how to swim and in addition understand beach safety. My advice for other supporters out there hoping to win a prize home is ‘have a go’. I never imagined in my wildest dreams that we would be blessed with this remarkable gift.”

Congratulations Mr P! We wish you and your family a bright future and sincere thanks for your support.

Full names withheld for privacy reasons.



Surf Life Saving Rescue Fund

The Surf Life Saving Rescue Fund (“Fund”) is a charitable investment scheme operated by The Surf Life Saving Foundation. The Fund can accept investments only on behalf of Surf Life Saving entities which are members of, or affiliated with, Surf Life Saving Australia.

The objective of the Fund is to maximise the net (after fees) earnings under management at an acceptable level of risk that protects the capital value of the investments. The Fund has two components: the Perpetuity component which includes funds held in trust by the Foundation in accordance with the terms of the Trust Deed of the Foundation Perpetuity Trust, and the Withdrawable component which includes funds directly invested by Surf Life Saving entities.

All of the monies in the Fund are pooled within three investment options (short-term, medium-term and long-term), all with their own distinct investment allocations. By pooling funds into these three investment options, the Fund is able to utilise large scale and specialised investment resources that would not otherwise be available to Surf Life Saving entities to maximise their net investment returns. The costs of administering the Fund are borne by the Foundation; the Foundation does not charge or retain any fees from the Fund.

An independent Investment Committee provides oversight and strategic advice on the effective investment of the Fund. One of our long standing committee members, Professor Robert Officer resigned from the Investment Committee in

June 2017. Professor Officer’s contribution to the Investment Committee is greatly appreciated. His position on the Investment Committee has been replaced by Mr Richard Balderstone.

As at 30 June 2017, the Fund had \$40.4M in funds under investment (2016: \$32.1 million). This balance consisted of \$17.2M in Perpetuity Funds and \$23.2M in Withdrawable Funds.

During the year, the Investment Committee undertook an Investment Manager review which involved an assessment of a number of investment firms that responded to the Foundation’s request for expression of interest. The outcome from this review was the selection of Macquarie Equities Limited as the new Investment Manager for the Surf Life Saving Rescue Fund to commence in the 2017/2018 financial year.

The Fund has continued to reduce its Management Expense Ratio (MER) to 0.47% for Long Term Fund (2016: 0.65%) and 0.38% for the Medium Term Fund (2016: 0.42%). Reducing the MER for the Fund contributes to the maximisation of net returns.

The 2 year performance returns for the Fund to 30 June 2017 were:

- Long Term Fund: 7.27%
- Medium Term Fund: 4.04%
- Cash Fund (Short Term): 2.04%

Investment Committee



Martin Walsh
B.Comm, FCA, GAICD, FGIA

Martin Walsh is the Chairman of The Surf Life Saving Foundation and an Independent Director of Surf Life Saving Australia. He is a member of Lorne SLSC and Life Member of Life Saving Victoria. He is also a previous Director of LSV. Professionally, Martin is a Non-Executive Director and Consultant. Previously a Partner of Deloitte and Ernst & Young, he is currently a Director of Hastings Funds Management Limited, the IOOF Superannuation entities, and the Royal Australian College of General Practitioners. He is a Fellow of the Institute of Chartered Accountants, a Fellow of the Governance Institute, and a Graduate Member of the Institute of Company Directors.



Ed Prendergast
BEcon, GradDipAppFin

Ed Prendergast is Co-manager of the Pengana Emerging Companies Fund which he established with Steve Black in 2004. He was previously a Director at Citigroup, and Head of the Small Companies research team. In total, Ed spent 10 years researching small companies for stockbrokers – primarily at Citigroup and ABN Amro, and was top-ranked by BRW in 2003 and 2004. Ed has a Bachelor of Economics from La Trobe University and a Graduate Diploma in Applied Finance (SIA).



Professor Emeritus Robert Officer AM
BAGSc, MAgEc, MBA, PhD

Professor Emeritus, University of Melbourne (Professor of Finance at Melbourne Business School from 1986 to 2002). He is Chairman of Acorn Capital Ltd, Chairman of JF Capital Partners Pty Ltd, Chairman of Brookline Pty Ltd, and a board member of CP2 Pty Ltd. He is also on the board of the charitable trust The Colonial Foundation. Professor Officer chaired Commissions of Audit for the incoming Kennett and Howard governments.

Professor Officer has retired from the Investment Committee as at 30 June 2017.



Richard Balderstone

Richard has worked in the financial and investment markets for 35 years. He was a founding partner and director of JCP Investment Partners, a specialist investment management organisation with over \$6 billion in funds under management. Previously, Richard was a Director of ABN AMRO (and BZW) for over 10 years. He was a Director of the Australian Rail Track Corporation and a Trustee Director of the Commonwealth Public Service Superannuation Schemes (CSS/PSS) between 1998 and 2004. Richard is a Trustee/Director of several charitable organisations including the Baker Foundation, Olivia Newton-John Cancer Research Institute and the Lord Mayor's Charitable Foundation.

Financial Highlights



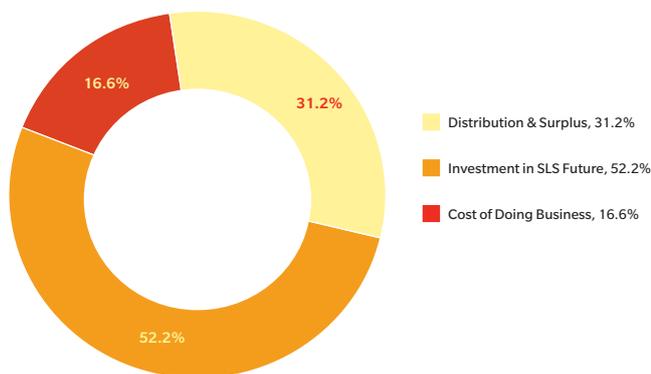
How We Manage Our Revenue

- The Surf Life Saving Foundation operates multiple and diverse programs through both philanthropic and commercial activities to secure support for the movement.
- Total revenues combined, including grants of \$5.30M, totalled \$40,909,772. The revenue mix was Philanthropic 26.7%, Grants 13.0%, Commercial 60.0% and Other Income 0.3%.

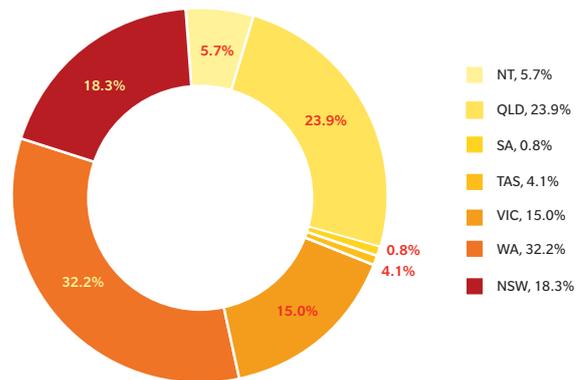
Philanthropic Activities - Revenues

- The Surf Life Saving Foundation’s Philanthropic revenue saw solid growth of 13.3% this financial year compared to last year.

Philanthropic Activities - Revenues



Grant Seeking Unit - Revenues by State Entity

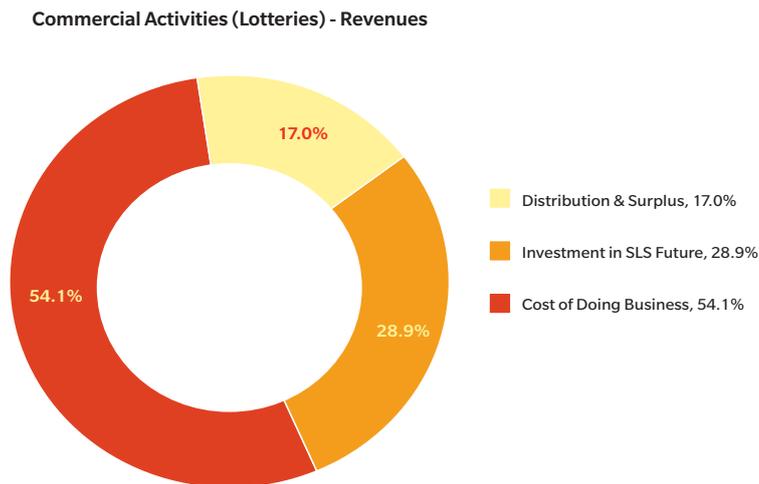


- **Distributions and Surpluses:** This includes funds directly allocated to Surf Life Saving entities and totals 31.2% of our philanthropic revenues.
- **Investment in SLS Future:** To deliver our aim of contributing to the financial security and viability of the Surf Life Saving movement, these funds are allocated to building advocacy and creating an ongoing supporter base (28.9%), community safety and awareness programs (21.6%) and revenue generation programs for Surf Life Saving entities (1.7%) which total 52.2% of our total philanthropic revenues.
- **Cost of Doing Business:** Direct fundraising costs comprised expenditure for the purposes of fundraising (10.9%) and Admin & IT (5.7%). These combined amounts totalled 16.6% of our philanthropic revenues.

The figures noted above are based on figures included in the audited financial statements of The Surf Life Saving Foundation for 2016/2017, in addition to revenue of \$5.30M secured through efforts of the Grant Seeking Unit in collaboration with Surf Life Saving States, Branches and Clubs.

Commercial Activities (Lotteries) - Revenues

- The Surf Life Saving Foundation operated 22 lotteries in 2016/17 which sold thousands of tickets to our valued supporters. People entered draws to win prizes ranging from house and land packages to cars and cash.



- Distributions & Surpluses:** This includes funds directly allocated to Surf Life Saving entities and total 17.0% of our commercial revenues.
- Investment in SLS Future:** To deliver our aim of contributing to the financial security and viability of the Surf Life Saving movement, these funds are allocated to building advocacy and create an ongoing supporter base through data acquisition (9.2%), and community safety and awareness programs (19.7%) which contribute 28.9% toward our commercial revenues.
- Cost of Doing Business:** This is the commercial component of our business. Therefore, our investment in prizes is significant to successfully operate a program of this nature. 28.5% of funds are allocated to lottery prizes to support our ever-growing commercial activities. The remaining expenditure is used for administration, IT and fundraising activity equalling 25.6% which makes a total of 54.1% of commercial revenues.

The figures noted above are based on figures included in the audited financial statements of The Surf Life Saving Foundation for 2016/2017.

Table of Grants received to 30 June 2017

Funding Body & Grant Program	Applicant Entity	Project Details	Granted (\$)
NEW SOUTH WALES			
NSW S&R Local Sport Grants Program Community Sport Subsidy	Batemans Bay SLSC	Program: Seahorse Nippers - Beach Wheelchair	5,000
Cancer Institute NSW Sponsorship Proposal	SLSNSW	Program: Beach to Bush Program	50,000
Private Foundation Anonymous Donor	Far North SLSNSW Clubs	Equipment: Emergency Search & Rescue	150,000
The Sport AUS Hall of Fame Scholarship & Mentoring Program	Shelly Beach SLSC	Misc: Individual Lifesaving Scholarship: Bradley Woodward	5,000
NSW Community Building Partnership	SLS Sydney Northern Beaches	Facility: Training Education Room Flooring Upgrade	15,559
NSW Community Building Partnership	Collaroy SLSC	Facility: Upgrade Public & Member Amenities	40,000
Central Coast Council NSW Stronger Communities	Soldiers Beach SLSC	Facility: Technology Upgrade	15,695
Wyong Central Coast Council Community Matching Fund	Soldiers Beach SLSC	Equipment: 4X4 Patrol & Beach Access Vehicle	20,342
NSW S&R Local Sport Grants Program Community Sport Event	Shelly Beach SLSC	Event: Beachletics Carnival	5,000
NSW S&R Local Sport Grants Program Community Sport Event	Freshwater SLSC	Event: Australia Day Community Celebration	5,000
NSW S&R Local Sport Grants Program Sport Access	Bulli SLSC	Event: 2017 NSW Lifesaving State Champs	5,000
DSS Strengthening Communities Volunteer Grants	Evans Head-Casino SLSC	Equipment: Training Equipment & Radio w/ Loud Hailer	1,987
DSS Strengthening Communities Volunteer Grants	Warilla-Barrack Point SLSC	Equipment: Computer Equipment for Youth Development Programs	5,000
NSW S&R Surf Club Facility Program	Sawtell SLSC	Facility: Patrol Operations Facility	293,490
NSW S&R Surf Club Facility Program	Warilla-Barrack Point SLSC	Facility: Expansion & Renovation of Education/ Training Room & Amenities	350,000
NORTHERN TERRITORY			
NT Dept. of Business CBF Small Grants Program	Mindil Beach SLSC	Facility: Upgrade Secure Storage Facilities	3,410
Rio Tinto East Arnhem Region Community Development Fund	Gove Peninsula SLSC	Facility: Club Commercial Kitchen	75,000
NT CBF Small Community Grants	Gove Peninsula SLSC	Equipment: Drone for Surveillance Trial	3,100
NT S&R Facility & Capital Equipment Grants Program	Gove Peninsula SLSC	Facility: Education & Training Room	100,000
NT Disaster Resilience Emergency Volunteer Fund	SLSNT	Program: Offshore Rescue Boat & Emergency Care Training for Volunteers	20,000
NT Dept. of Business Immediate Works Stimulus Package	Gove Peninsula SLSC	Facility: Cyclone Damaged Fence Repairs, Crocodile Tower Repairs, First Aid Room & Bathroom Upgrade	100,000
QUEENSLAND			
OLGR Gambling Community Benefit Fund	Coolum Beach SLSC	Equipment: IRB	19,820
AUS Government Stronger Communities Programme	Mackay SLSC	Facility: Refurbishment of Patrol & First Aid Room	5,165
AUS Government Stronger Communities Programme	Point Danger Branch SLS	Equipment: Shade Tents	6,500
AUS Government Stronger Communities Programme	Hervey Bay SLSC	Facility: Kitchen Upgrade & Shaded Outdoor Area	5,455
AUS Government Stronger Communities Programme	SLSQ	Program: Little Rippers Challenged Youth Program Equipment	5,000
Gold Coast City Council Community Grants	SLSQ	Program: Beach Safe Airport Education Program	80,000
Gold Coast City Council Community Grants	SLSQ South Coast Branch	Program: Safe City Project	260,000
AUS Government Stronger Communities Programme	Emu Park SLSC	Facility: Rewiring Rescue Equipment & Training Room	7,218
AUS Government Stronger Communities Programme	Yeppoon SLSC	Facility: Education & Training Room	20,000
Port of Brisbane Community Grant	Point Lookout SLSC	Equipment: First Responder Emergency Equipment	4,723
OLGR Gambling Community Benefit Fund	Tweed Heads & Coolangatta SLSC	Equipment: IRB, Motors & Rescue Boards	31,999
OLGR Gambling Community Benefit Fund	Hervey Bay SLSC	Equipment: Outboard Motor & PFDs	8,347

Funding Body & Grant Program	Applicant Entity	Project Details	Granted (\$)
OLGR Gambling Community Benefit Fund	SLSQ North Barrier Branch	Equipment: IRB, Motor & Fuel Cell	20,130
OLGR Gambling Community Benefit Fund	Yeppoon SLSC	Facility: Solar Panels	29,248
OLGR Gambling Community Benefit Fund	Eimeo SLSC	Facility: Solar Panels	14,999
Sibelco Pty Ltd Straddie Sand Mining Community Fund	Point Lookout SLSC	Facility: Clubhouse Renovation - Removal of Asbestos	30,000
Bundaberg Regional Council Community Grants Program	Bundaberg SLSC	Program: Come & Try Day	2,287
Cazaly's Community Fund	Cairns SLSC	Equipment: Youth Programs	4,300
Sunshine Coast Council Community Grants Program Major Rd	Mudjimba SLSC	Equipment: Trailer for Youth Programs	4,326
The Honda Foundation	North QLD Branch SL	Equipment: First Aid Training	2,590
OLGR Gambling Community Benefit Fund	Elliott Heads SLSC	Equipment: IRB	12,600
OLGR Gambling Community Benefit Fund	North QLD Branch SL	Facility: Mezzanine Floor Upgrade	30,125
OLGR Gambling Community Benefit Fund	Mackay SLSC	Facility: Roof Restoration - Preventative Storm Damage	31,818
OLGR Gambling Community Benefit Fund	SLSQ South Coast Branch	Facility: Upgrade - Toilet & Kitchen	28,890
QLD Dept. of NPSR Get Going Clubs	Bundaberg SLSC	Equipment: Boards & Skis for Training in Youth Programs	7,500
QLD Dept. of NPSR Get Going Clubs	Alexandra Headland SLSC	Program: Seahorse Nippers - Equipment	6,818
OLGR Gambling Community Benefit Fund	Port Douglas SLSC	Facility: Solar Hot Water & Security Screens	10,370
OLGR Gambling Community Benefit Fund	Point Lookout SLSC	Equipment: IRB & Motors	22,029
QLD Dept. of NPSR Get Going Clubs	Palm Beach SLSC	Equipment: Nipper Boards	7,500
QLD Dept. of NPSR Get Going Clubs	Mudjimba SLSC	Equipment: Nipper Boogie Boards & Foamies	6,720
QLD Dept. of NPSR Get Going Clubs	Cairns SLSC	Equipment: Double Skis & Paddles	5,268
QLD Dept. of NPSR Get Going Clubs	SLSQ South Coast Branch	Misc: Strategic Plan - Education & Training	6,020
QLD Dept. of NPSR Get Going Clubs	Coolum Beach SLSC	Program: Youth Surf Sports - Boards, Paddling Coach, Mentoring	7,500
QLD Dept. of NPSR Get Going Clubs	Eimeo SLSC	Equipment: Surf Skis	7,500
QLD Dept. of NPSR Get Going Clubs	North QLD Branch SL	Program: Youth Development Camp - Equipment	6,368
QLD Dept. of NPSR Get Going Clubs	Dicky Beach SLSC	Equipment: Racing Boards	7,500
QLD Dept. of NPSR Get Playing Places & Spaces	Palm Beach SLSC	Facility: New Amenities - Disabled Toilets	100,000
QLD Dept. of NPSR Get Playing Places & Spaces	Rainbow Beach SLSC	Facility: Training & Education Rooms	100,000
Livingstone Shire Council Keppel Bay Sailing Club Inverness Yeppoon Community Grants Scheme	Yeppoon SLSC	Facility: CCTV Security System	4,983
Sunshine Coast Council Community Grants Program Minor Rd	Mudjimba SLSC	Equipment: Paddleboards	1,818
Sunshine Coast Council Community Grants Program Minor Rd	Coolum Beach SLSC	Equipment: First Aid & Training	1,818
Bundaberg Regional Council Community Grants Program	Moore Park SLSC	Program: Seahorse Nippers - Equipment	3,325
Gladstone Ports Corporation- Community Investment Fund	Bundaberg SLSC	Program: Seahorse Nippers (Pilot) - Equipment	9,000
Unitywater Community Sponsorship Program	SLSQ	Program: Little Lifesaving Legends	7,700
DSS Strengthening Communities Volunteer Grants	Coolangatta SLSC	Equipment: First Aid & Training	5,000
The Redland Foundation Ian McDougall Memorial Grants	Point Lookout SLSC	Program: Surf Experience - Schools Program	4,980
DSS Strengthening Communities Volunteer Grants	Palm Beach SLSC	Equipment: Loud Hailer & Fuel Cabinet	3,185
DSS Strengthening Communities Volunteer Grants	Mudjimba SLSC	Misc: Police Checks & Bronze Medallion Training	3,000
QLD Gov Community Sustainability Action Grants - Conservation	Port Douglas SLSC	Facility: Solar System	9,637
OLGR Gambling Community Benefit Fund	Rainbow Beach SLSC	Equipment: Kitchen Appliances	35,000

Funding Body & Grant Program	Applicant Entity	Project Details	Granted (\$)
DSS Strengthening Communities Volunteer Grants	Northcliffe SLSC	Equipment: iPad, First Aid Freezer, IRB Trailer & Loud Hailer	3,645
OLGR Gambling Community Benefit Fund	Point Danger Branch SLS	Facility: Roof Replacement	24,013
OLGR Gambling Community Benefit Fund	Mudjimba SLSC	Equipment: Laptops, Skis & Boards for Patrols	30,196
OLGR Gambling Community Benefit Fund	Broadbeach SLSC	Facility: Mezzanine Upgrade Storage Expansion	20,000
OLGR Gambling Community Benefit Fund	Etty Bay SLSC	Facility: 900 Litre Pump Well	35,000
OLGR Gambling Community Benefit Fund	Emu Park SLSC	Facility: External Balcony Handrails	35,000
Brisbane City Council Lord Mayor's City Hall & King George Square Community Service Obligation Funding	SLSQ	Event: Summer Surf Girl	10,148
Cairns Regional Council Community Development Grant	Cairns SLSC	Equipment: Furniture for Education & Training Room	4,000
John Villiers Trust	SLSQ	Program: Indigenous Youth Education Program Pilot	29,945
Cancer Council QLD SunSmart Shade Initiative	Port Douglas SLSC	Equipment: Portable Shade Marquees for Youth Members	660
Cancer Council QLD SunSmart Shade Initiative	Palm Beach SLSC	Equipment: Portable Shade Marquees for Youth Members	825
Gympie Regional Council Community Assistance Program	Rainbow Beach SLSC	Facility: Training Room Fit Out	3,000
CQ University Mackay Community Grant	Eimeo SLSC	Event: Youth Fun Day - Entry to Fun Park	1,000
Cory Charitable Foundation	SLSQ	Equipment: Helmets & PFDs	9,750
QLD Gov S&R Disaster Recovery Program	Eimeo SLSC	Disaster Recovery: Repair to Rock wall - TCD	5,500
SOUTH AUSTRALIA			
SA Office of Recreation & Sport Active Club Program	Chiton Rocks SLSC	Facility: Clubhouse Project Wall & Ceiling Safety	9,650
Coca Cola Amatil Keep AUS Beautiful Beverage Container Recycling Grants	SLSSA	Program: Eco Surf Program - Building Next Generation Coast Custodians out of Junior Members	19,936
SA Health Office for the Ageing Community Grants	SLSSA	Program: Community Swim Program to Reduce Drowning Deaths in SA	5,000
SA Office of Recreation & Sport Active Club Program	Glenelg SLSC	Equipment: Boards for Training, Competition & Rescues	4,400
SA Office of Recreation & Sport Active Club Program	Aldinga Bay SLSC	Equipment: Ergo Rowing Machines	3,300
TASMANIA			
Clarence City Council Community Support Grants	Clifton Beach SLSC	Equipment: Nipper Boards	1,500
TCF Community Infrastructure Rd Targeted	Penguin SLSC	Facility: Community Recreation Park & Playground	48,830
Harcourts Foundation AUS Community Grants	Launceston LSC	Disaster Recovery: Replacement Rescue Boards	2,590
TAS Natural Disaster Assistance for Not for Profit Organisations	Launceston LSC	Disaster Recovery: Roof Replacement & Rescue Boards	2,000
TAS Natural Disaster Assistance for Sports & Recreation Clubs Quick Response Grants	Scamander SLSC	Disaster Recovery: Replacement of Flood Damaged Equipment	2,000
TAS S&R Minor Grants Program	Launceston LSC	Equipment: 3/4 Length Rescue Board	2,718
Harcourts Foundation AUS Community Grants	Ulverstone SLSC	Equipment: Uniforms - Patrols	2,640
RACT Community Fund	Launceston LSC	Equipment: Defibrillator	1,500
DSS Strengthening Communities Volunteer Grants	St Helens Marine Rescue	Equipment: Defibrillator, PFD & Radios for Patrols	3,691
DSS Strengthening Communities Volunteer Grants	Wynyard VMR	Equipment: IT Equipment for Patrols & Fuel Reimbursement for Members w/ a Disability	3,775
DSS Strengthening Communities Volunteer Grants	Somerset SLSC	Equipment: Chairs for Training Room & Fuel for Volunteers	5,000
Allport Bequest	SLST	Program: Aquatic Inclusion Program for People w/ a Disability	8,900
TAS Dept. of State Growth Community Infrastructure Fund Minor Grants	Launceston LSC	Disaster Recovery: New Gear & Equipment Storage Facility	46,049
TAS Dept. of Premier & Cabinet Multicultural Grants Program	SLST	Program: On The Same Wave - Equipment & Costs	10,000

Funding Body & Grant Program	Applicant Entity	Project Details	Granted (\$)
TAS Dept. of State Growth Community Infrastructure Fund Minor Grants	Port Sorell SLSC	Disaster Recovery: Flood Mitigation Work - Raise Ground Level & Install Storm Water Pits	25,000
RACT Community Fund	Ulverstone SLSC	Equipment: ATV	1,000
TCF Medium	SLST	Program: State Flood Rescue - Equipment & Training	50,000
VICTORIA			
Danks Trust Annie Danks Trust	LSV	Program: OWLE P-4: Hume, Maribyrnong, Greater Geelong & Brimbank (EOI: 31/7/15; FS: 5/2/16)	13,975
Pacific Hydro 2016 Sustainable Communities Fund	Port Fairy SLSC	Equipment: Furniture & AV Equipment	6,600
Golden Plains Shire Community Grants Program	LSV	Program: SOS: Golden Plains Shire	3,950
VicHealth Active Club Grants	Brighton LSC	Equipment: Nipper Boards	3,000
VIC S&R Sporting Club Grants Program	Brighton LSC	Equipment: Uniforms, Shirts & Caps for Nipper Competitions	909
S&R VIC Athlete Pathway Travel Grants Program	Brighton LSC	Event: IRB Team - Lorne Carnival	750
S&R VIC Athlete Pathway Travel Grants Program	Brighton LSC	Event: IRB Team - Travel to the Aussies	750
S&R VIC Athlete Pathway Travel Grants Program	Half Moon Bay LS&SC	Event: Surf Ski Team - Avoca Carnival	750
S&R VIC Athlete Pathway Travel Grants Program	Half Moon Bay LS&SC	Event: Surf Ski Team- State Titles	750
City of Greater Dandenong Community Support Grants Program	LSV	Program: OWLE 3-12: City of Greater Dandenong	1,600
EMV Bushfire Mitigation Grants Programme	Kennett River SLSC	Facility: Bushfire Mitigation Program	25,550
VICT Community Investment Fund	LSV	Program: OWLE P-12: City of Port Phillip & City of Hobsons Bay	10,000
Hobsons Bay City Council Quick Response Grants 2016	Williamstown S&LSC	Program: Community Surf Sports - Surf Ski	5,000
EMV VESEP 2016-2017	Mildura LSC	Equipment: ATV	12,341
EMV VESEP 2016-2017	SLS Lakes Entrance	Equipment: 4WD Vehicle	43,278
Inner North Community Foundation Pathways to Employment Grants	LSV	Program: CALD Employment Program: City of Greater Dandenong	15,000
Borough of Queenscliffe Community Grants	Point Lonsdale SLSC	Equipment: Rash Vests for Nipper Programs	2,000
nib Foundation Community Grants	LSV	Program: CALD Water Safety, Social Inclusion: City of Brimbank & City of Greater Dandenong	15,760
VIC Dept. of Justice Community Safety Fund	Anglesea SLSC	Facility: Upgrade Lighting at Clubhouse	9,091
VIC Dept. of Justice Community Safety Fund	Hampton LSC	Facility: Upgrade Security Measures at Clubhouse	5,080
VIC Dept. of Justice Community Safety Fund	Seaspray SLSC	Facility: Upgrade Security Measures at Clubhouse	5,770
City of Yarra Annual Grants	LSV	Program: Grey Medallion: City of Yarra	4,866
Glenelg Shire Council Community Grants	Portland SLSC	Equipment: Surf Skis & Paddle	2,000
VIC S&R Sporting Club Grants Program 2017	Portland SLSC	Equipment: Hi Viz Vests - Water Safety Officers	910
Pacific Hydro 2016 Sustainable Communities Fund	Portland SLSC	Equipment: Surf Boat	6,600
VIC S&R Sporting Club Grants Program 2017	SLS Lakes Entrance	Equipment: Uniforms for Junior Members	1,000
VIC S&R Sporting Club Grants Program 2017	Port Fairy SLSC	Equipment : First Aid	910
VIC S&R Sporting Club Grants Program 2017	Mildura LSC	Program: Member Training (Trainer & Assessor)	1,200
VIC S&R Sporting Club Grants Program 2017	Altona LSC	Program: Ocean Water Swimming Courses for Volunteers	2,000
VIC S&R Sporting Club Grants Program 2017	Point Lonsdale SLSC	Program: Female Coaching Clinic	2,000
VIC S&R Sporting Club Grants Program 2017	Portland SLSC	Program: Surf Boat Training Accreditation	182
VIC S&R Sporting Club Grants Program 2017	Port Fairy SLSC	Program: Member Training	1,770
Mildura Rural City Council Recreation Facilities Upgrade Grants Program	Mildura LSC	Facility: Upgrade of Clubhouse Security Screens	5,627
HMS Trust Community One Off Grants	LSV	Program: Virtual Excursion Project; State Wide	30,000
VicHealth Active Club Grants 2016-2017	Aspendale LSC	Equipment: Starfish Nippers - Equipment	2,906
Queenscliff Point Lonsdale Community Enterprise Grant Scheme	Point Lonsdale SLSC	Equipment: Nipper Boards	3,500

Funding Body & Grant Program	Applicant Entity	Project Details	Granted (\$)
Surf Coast Shire Small Grants	Jan Juc SLSC	Equipment: Nipper Boards	1,000
ASC Women Leaders in Sport 2017 Organisation Leadership Development Grants	LSV	Program: Master Class for Female Members to Develop Leadership Skills: Port Melbourne	20,000
VIC Dept. of Health & Human Services Community Shade Grants	Half Moon Bay SLSC	Equipment: Hats, Sunscreen, Shade Tents for Youth Members	2,922
City of Greater Geelong Community Grants Program	Ocean Grove SLSC	Equipment: Swim Cans for Youth Training & Competition	2,000
The Andrews Foundation	LSV	Program: SOS Aquatic Safety Program for Disabled Youth in Bass Coast Shire	8,500
VIC National Youth Week 2017 Grant Program	LSV	Event: Youth Lifesaver Event in Western Metropolitan Region	2,000
EMV Emergency Services Volunteer Sustainability Grants Program	Mallacoota SLSC	Equipment: IRB & Motor	21,551
EMV Emergency Services Volunteer Sustainability Grants Program	Half Moon Bay SLSC	Equipment: IRB	13,000
EMV Emergency Services Volunteer Sustainability Grants Program	Cape Paterson SLSC	Equipment: IRB & Motor	18,407
EMV Emergency Services Volunteer Sustainability Grants Program	Altona LSC	Equipment: Various Patrol Equipment	15,803
EMV Emergency Services Volunteer Sustainability Grants Program	Venus Bay SLSC	Facility: Security System Access Control to Doors	11,499
EMV Emergency Services Volunteer Sustainability Grants Program	Hampton LSC	Equipment: IRB Hull, Motor, Tubes & Boards for Rescues	23,212
EMV Emergency Services Volunteer Sustainability Grants Program	Brighton LSC	Equipment: Mobile Patrol Trailer & Boards	9,776
EMV Emergency Services Volunteer Sustainability Grants Program	Black Rock LSC	Equipment: IRB & Trailer	22,859
EMV Emergency Services Volunteer Sustainability Grants Program	Port Campbell SLSC	Facility: Expansion of Club Storage Facilities	19,050
EMV Emergency Services Volunteer Sustainability Grants Program	Carrum SLSC	Equipment: IRB & Trailer	22,150
EMV Emergency Services Volunteer Sustainability Grants Program	SLS Lakes Entrance	Equipment: Rescue Boards & IRB	23,359
EMV Emergency Services Volunteer Sustainability Grants Program	Portland SLSC	Facility: Realignment of Radio Room	26,364
EMV Emergency Services Volunteer Sustainability Grants Program	Anglesea SLSC	Equipment: IT Training Equipment to Patrol Beach & Assist During Localised Emergencies	22,942
VIC S&R Sporting Club Grants Program 2017	Cape Paterson SLSC	Equipment: Nipper Boards	994
VIC S&R Sporting Club Grants Program 2017	Frankston LSC	Equipment: Nipper Flags	806
VIC S&R Sporting Club Grants Program 2017	Half Moon Bay LS&SC	Misc: Website Upgrade	4,049
EMV Emergency Services Volunteer Sustainability Grants Program	Frankston LSC	Equipment: IRB Hull, Rescue Boards & Portable Shade Marquee	31,331
EMV Emergency Services Volunteer Sustainability Grants Program	Woodside Beach SLSC	Equipment: Rescue Boards & Defibrillator	13,522
EMV Emergency Services Volunteer Sustainability Grants Program	Apollo Bay SLSC	Equipment: Rescue Boards, IRB Trailer, Outboard Motor Trolleys, Loud Hailers w/ Sirens, Radio Harnesses, Sets of Swim Fins, Oxygen Resus Kit	14,318
Murrindindi Shire Council Community Grants	LSV	Program: SOS: Murrindindi Shire	3,875
EMV Emergency Services Volunteer Sustainability Grants Program	Waratah Beach SLSC	Facility: New Facility for Marine Rescue Base & Storage	91,284
VicHealth Active Club Grants	Barwon Heads/13th Beach SLSC	Equipment: Female IRB Racing - PFDs	2,583
Moonee Valley City Council Biannual Grants	LSV	Program: OWLE P-12: City of Moonee Valley	12,660
Hobsons Bay City Council Quick Response Grants	Altona LSC	Program: Training Workshops for Junior Coaches & Age Managers	4,300
The Telematics Trust Small Grant Rd	LSV	Program: Emergency Care Education - VR Excursions Pilot	50,000

Funding Body & Grant Program	Applicant Entity	Project Details	Granted (\$)
DFAT Council for AUS Arab Relations Grants	LSV	Program: Bahrain Lifesaving & Sport Development Program	20,000
VICT Community Investment Fund	LSV	Program: OWLE P-4: Port Phillip & Hobsons Bay	9,660
City of Wodonga Community Impact Partnership Grants	LSV	Program: OWLE P-12: City of Wodonga	4,031
WESTERN AUSTRALIA			
AUS Gov Dept. of Infrastructure & Regional Development	Port Bouvard SLSC	Facility: Second Story Development	1,100,000
City of Subiaco Community Grants	SLSWA	Program: Beach SAFE Aquatic Education, First Aid & Emergency Preparedness	5,000
Royalties for Regions Grants Program Peel Development Commission	Port Bouvard SLSC	Facility: Second Story Development	300,000
Royalties for Regions Kimberley Regional Grants Scheme in Sport Grants 2017 Organisation Leadership Development Grants	Broome SLSC	Facility: WA North West Training Facility	300,000
Stockland Community Grants Program	Quinns-Mindarie SLSC	Equipment: Nipper Equipment	1,000
Total			5,300,004

From the team at The Surf Life Saving Foundation, *thank you!*





Contact Us



The Surf Life Saving Foundation
ABN 47 945 812 553, ACN 159 849 591

Street: 190 Montpelier Road, Bowen Hills, QLD 4006
Mail: GPO Box 9950, Brisbane QLD 4001
Phone: 1800 642 925 **Fax:** 1800 782 020
Email: foundation@slsfoundation.com.au
Web: www.slsfoundation.com.au

Philanthropic - Enquiries 1800 642 925

Guardians of the Surf
Bequests
Workplace Giving
Grant Seeking Unit

www.slsfoundation.com.au

Commercial - Enquiries 1800 642 999

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