



Annual review 2006



competency
commitment

integrity

innovativeness

competency

innovativeness
integrity

Vision

A society in which giving in a committed way is a recognized part of everyday life.

Mission

BCAF works to champion committed and effective giving in Bulgaria, enabled by a supportive legal framework. We contribute to the development of modern philanthropy and a strong not-for-profit sector by collaborating with:

- **business** to achieve its community goals
- **individuals** to make their giving simple and reliable
- **non-profit organisations** to increase their resources and effectiveness

Bulgarian Charities Aid Foundation (BCAF) has more than 11 years' experience of working with not-for-profit organisations. For that decade we have provided training, run grants competitions and undertaken consultations. We have also spent five intensive years introducing and promoting effective giving models among companies in Bulgaria.

We work for better public awareness about charity offering comprehensive information and analyses to givers, organisations, the government and the media.

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Introduction from the Executive Director



We are proud and delighted to present to you BCAF's Annual review 2006 – the year in which we stepped into the second decade of the Foundation in Bulgaria.

On the occasion of its 10 years anniversary BCAF hosted

an international conference with the participation of all CAF organisations. The conference gave Bulgarian non-profit organisations and companies the opportunity to share the experience of an international organisation, managing charity funds amounting to nearly EUR 2 milliard.

Who does Bulgarian Charities Aid support?

Nearly BGN 400,000 are the allocated donations. Yet, the results are to be seen beyond these numbers.

Committed to the development of effective giving, we do not merely raise and distribute funds for public benefit projects. Through examples and resources we also encourage the Bulgarian non-profits to address local givers.

Some four years ago we set ourselves a goal – to raise more money in Bulgaria than we raise from abroad; and to allocate to others – individuals and organisations – the more and more increasing amount of local donations.

For us 2006 was the year in which we stepped from raising awareness about effective forms of giving to practicing in this field.

The modest results at the beginning, the introduced by BCAF payroll giving, cause-related marketing and corporate projects' consultancy, grew out to significant once. During 2006 the Foundation signed contracts to manage more than BGN 330,000 in the form of donations from Bulgarian citizens and companies. This is an achievement, made by few Bulgarian organisations, in a country, where the funding from abroad still prevails. Other nearly BGN 60,500 were raised by organisations, which participated in our programs for training and support.

We confidently declared that giving is wonderful, not in principle but here in Bulgaria.

This goal we achieved with the monthly dose of trust from our payroll givers; with the curiosity, courage and partnership of our main corporate donors GLOBUL, Bulbank and Bulgarian-American Credit Bank; with the generous support of Trust for Civil Society in Central and Eastern Europe, Charles Stewart Mott Foundation and Charities Aid Foundation UK. And most of all due to the enthusiasm, patience and persistence of BCAF Team and Board, to which I would like to express my personal gratitude.

Sincerely yours,
Elitsa Barakova

Positive tendencies in philanthropy

In EU countries, which Bulgaria recently joined, communities increasingly insist on more serious social engagement of behalf of the business. Public pressure combined with the expectations of the market brought to the introduction of a new, integrated approach to making business and making good.

The 21st century began with the consent of business leaders that business has distinct contribution to the sustainable development, and that there is a necessity of new knowledge and focused efforts, a new approach and values, which combine in the concept of corporate social responsibility.

The good news is that this new concept elicits response among an increasing number of companies in Bulgaria, which search for better and more effective ways to show their engagement to the employees, the environment and to social problems.

Non-profit organisations are a real partner of socially engaged companies. They are expected to “promote ideas” and to be ready to cooperate with companies to reach sustainability in corporate projects. Companies are now searching for non-profit organisations with good reputation, substantial experience and resources to address important issues with good effect both for business and for the community.

Corporate social responsibility in Bulgaria is gradually growing on value. However, further efforts for better planning, implementation and evaluation of socially engaged programmes are needed. Business networks, non-profit organisations, media and the companies themselves should work to increase the available capacity for the implementation of long-term and effective socially engaged activities.

Some numbers:

- 72% of foreign companies and 79% of large companies (employing more than 100 people) have supported financially socially-responsible activities compared to an average of 44-50% for the smaller and local companies in the last year
- 78% of 1000 respondents have a positive attitude towards companies, which are giving money for charity
- 62% of the respondents believe that corporate social responsibility actually helps people in need
- 57% do not exactly know how companies use their charitable funds
- 60% of the respondents would not buy a product of a company, which pollutes the environment

Researches and analyses on philanthropy in Bulgaria

[Corporate Social Responsibility Within the Bulgarian Context](#), Baseline survey of the United Nations' Global Compact and the Bulgarian Charities Aid Foundation, Alpha Research, September-October 2006.

[“Tendencies of public attitudes and practices towards philanthropy in Bulgaria](#), National representative study among people of legal age in Bulgaria, commissioned by Bulgarian Charities Aid Foundation, Alpha Research, November 2006.

[“Philanthropy in Bulgaria in 2006](#), Analysis of Bulgarian Charities Aid Foundation, March 2007.

All researches and analyses have been published on www.bcaf.bg and www.bgblago.com (the website on philanthropy has new design and conception since 2006).

10 years BCAAF

Committed to Effective Giving International Conference

Committed to Effective Giving Conference

On the occasion of BCAAF 10th anniversary, we hosted an international conference dedicated to committed giving. More than 120 representatives of non-profit organisations and socially responsible companies attended the event.

For the first time for Bulgarian public the executive directors of CAF organisations around the globe presented their experience on philanthropy issues, which are relevant to the country.



The workshops:

- Russian corporate philanthropy and NPOs, CAF Russia
- Fundraising in US - opportunities for Bulgarian NPOs, CAF America
- Employee Volunteering in Southern Africa, CAF Southern Africa
- Cause Related Marketing, IDIS Brazil
- Giving Week in the UK, CAF UK
- Fundraising and actions in crisis, CAF India
- Corporate Community Engagement in Australia, CAF Australia
- www.bgblago.com – Bulgarian philanthropy info portal, BCAAF, Bulgaria

Committed to Effective Giving Awards



In June 2006 we announced the competition for the Committed to Effective Giving Awards. 24 applicants joined the competition for the most effective non-profit organisation. They showed their most significant achievements at an exhibition, which was a part of the conference. The competition criteria included good public image and mobilization of givers at local level.

First and second place have been nominated after a careful consideration of the applications by the honoured jury members: Krassimira Krasteva (NOVA TV) Vassil Dimitrov (Capital Newspaper), Irina Yordanova (CEIBG), Krassimir Ganchev (Board Member of BBLF) and Valia Chilova (Marketor).

First award and the amount of BGN 5,000 won the Association of Women with Cancer and Their Supporters – Varna. The second place and BGN 2,500 earned Doze of Love Association from Bourgas.

Mr. Ulrich Shubert, CEO of BNP Paribas handed the Audience award and 2,500, ensured by the bank to the young environmentalists from Green Balkans Association – Stara Zagora, who convincingly drew the attention of the audience.

Committed to effective giving

Partnerships for development of philanthropy

In 2006 BCAF had several successful partnerships with leading business associations and non-profit organisations in Bulgaria.

American Chamber of Commerce.

BCAF chairs the CSR committee within the American Chamber of Commerce since it was established in 2005.

In 2006, 6 meetings of the Committee with the active participation of 35 companies were held. A strategic plan for the philanthropic activities of the Chamber was adopted; a special issue of the AmCham magazine, devoted to charity, as well as a series of articles about the Committee activities was published.

In 2006 the AmCham charity activities were directed to help children with specific needs. Three parental organisations, namely We Exist Association – Sofia, Equality Association – Teteven, and Future for Children with Disabilities Association – Kazanlak – presented their needs and difficulties in front of 150 guests of the charity dinner on occasion of Thanksgiving Day, organized by the Chamber. The event raised BGN 10,500, designated for equipment of the rehabilitation and day-care centers.

Bulgarian Forum of Business Leaders (BBLF)

The successful partnership between BCAF and BBLF continued to develop in 2006 as well.

Cause-related marketing, on which promotion we have been thoroughly working for the last three years, was included as a new category in BBLF Responsible Business Awards.

14 projects entered the contest in the category. First award won AstraZeneka for their programme to raise

awareness about breast cancer. McCann Erickson and Avon Cosmetics respectively were awarded second and third prize in this category. Member of the jury of the Annual Awards was BCAF Executive Director Elitsa Barakova.

Global Compact in Bulgaria

In April 2006 BCAF and the Global Compact in Bulgaria worked together to promote corporate social responsibility in Bulgaria.

Both organisations participated in the production of a baseline statistic survey on CSR, organized its public promotion and conducted training among member companies of the Global Compact.

The anthropologist Charalan Alexandrov developed the analytical part of the survey. The results and the analysis were presented in February 2007 at a discussion before more than 120 representatives of companies and institutions.

Bulgarian Donors Forum (BDF)

In 2006 BCAF joined a research on the understanding of philanthropy, initiated by BDF. Together we worked on the integrated mechanism for fundraising through short text messaging or Donation SMS (DMS).

Bulgarian Center for Not-For-Profit Law (BCNIL)

BCAF provided BCNIL with expertise for the development of Guidelines and an Application form for funding projects of public benefit NPOs. The accepted change in art, 8, par. from the Law on the State Budget of the Republic of Bulgaria for 2007 defined for the first time clear and detailed rules for application, evaluation and selection of non-profit projects, competing for funding.

Committed to effective giving

Corporate social responsibility

In 2006 we partnered to some of the biggest companies in Bulgaria in the implementation of their projects for corporate social responsibility.

We provided consultancy, needs and environment assessment, design of tailor-made CSR programmes, management and evaluation of the results.

Bulbank

In 2006 Bulbank continued to support the Home for children with no parental care “N.I. Vaptsarov” in Roman, which was flooded in 2005.

After the cause was promoted among the bank employees, over 200 people, working in different Bulbank offices around the country, joined the initiative. Their payroll donations were matched by the bank and the corporate foundation of UniCredit Group – Unidea. Within the project the amount of BGN 65,496 was provided



According to the information about the needs of the home, the necessary main products and materials, as well as school appliances, and tools for renovation and maintenance of the home were provided.

The programme will continue to render support in 2007 as well. We expect the employees of the united UniCredit Bulbank to join the programme.

The causes will correspond to the long-term engagement of the bank in the area of education and social care for disadvantaged children and elderly people.



GLOBUL

In 2006 GLOBUL donated its income from short text messages sent by clients of the company on Christmas (December 25, 2005). The amount of BGN 117,400 was designated for Listen to the Children's Dreams Programme of the company.

The programme started at the end of 2005 as a part of the long-term social engagement of GLOBUL. The main goal of the programme is to help children acquire communication skills, to express themselves freely, to believe in themselves and become good members of the society.

In 2006 the programme was implemented in homes for children without parental care in Blagoevgrad, Veliko Tarnovo and the special school in Elhovo.

A year later, after more than 750 hours of professional work with the children they speak freely about themselves, about their fears and dreams and they can be more adequate for the world of the adults.

At the end of 2006 the documentary “The Found Children” was filmed. The movie aims to promote the successful practices and positive results in the work with the children.

In 2007 there will be included two other homes in the programme, and the competent central and local institutions will be further engaged to ensure the future sustainability of the project.

The Listen to the Children's Dreams is implemented under the patronage of the Ministry of Labour and Social Policy.

Committed to effective giving

Corporate social responsibility

Bulgarian-American Credit Bank

In 2006 Bulgarian-American Credit Bank with the support of BCAF implemented I Know My Labour Rights project.

The project offered interactive training on labour rights to high-school students in Stara Zagora. The issues included in the training are not included in the regular educational curriculum.

11th grade students from nine schools in Stara Zagora participated in the project after a competition, conducted among all schools in town.

The project ended with a quiz between representatives of the best 5 schools. The teams showed their knowledge on labour rights and demonstrated ability to solve difficult cases.

Except theoretical knowledge, the students showed notable talent in acting. With the professional help of the actors from the Muppet theatre in Stara Zagora, the competition turned into a real performance.

Kraft Foods Bulgaria

In line with the spheres of interest for the company, namely healthy lifestyle and psysical activity among young people, in 2006 Kraft Foods Bulgaria supported the sport and rehabilitation activities for the students of Sofia University on the occasion of the University's anniversary.

15,500 participants and guests of the 17 sport competitions received presents from the product line of the company. Equipment for the sports and rehabilitation center of the University was bought with the financial support of the company.



The project amounted to USD 11,200.

In 2007 we are to sign a contract for long-term partnership.

Avon Bulgaria

Avon Bulgaria approached us with the need of professional consultations for their current philanthropic activities.

BCAF experts analyzed Avon programme against Breast Cancer and came out with propositions for its more effective development in the future.

Kumerio Med

The company sponsored the medical check-ups for breast cancer of its female employees in the towns of Zlatitsa and Pirdop with the equipment, provided by Avon to the National Cancer Center. The medical examinations were logistically supported by BCAF.

Committed to effective giving

Giving is Wonderful



Giving is Wonderful is an Internet based platform, which offers the givers the possibility to donate easily and reliably to various causes and to non-profit organisations – an access a larger amount of potential givers.

Currently, Giving is Wonderful Platform offers three easy ways to give – online, via bank account and payroll giving.

A Magic Day for a Sick Child

With our first charity appeal under the motto A Magic Day for a Sick Child we drew public's attention to the isolation of children with specific needs.

Within three months – June-August 2006 – we raised BGN 3,570, which made it possible for 50 children to go out and enjoy traveling to distant places, sightseeing, riding horses, games, painting and rehabilitation.

Interpartners PR and Advertising Agency created pro bono the logo of Giving is Wonderful platform and NetInfo.BG AD provided free online advertising. Both companies were our partners in this initiative throughout 2006.

We received significant support for the promotion of the appeal. Capital and Dnevnik newspapers published 14 advertisings and Bulgarian National Radio broadcasted a radio spot, made pro bono by BGArt Studio.

BNP Paribas, Bulbank, Bulgarian American Credit Bank and Business Park Sofia circulated promotional flyers among their clients and employees.

Get Ready to Succeed

With our second charity appeal – Get Ready to Succeed – we supported 50 orphaned students with annual scholarships for excellent educational results. Our partners were the International Women's Club and Orphan Foundation.

For than two months – since November 6 till December 31, 2006 we managed to raise donations amounting to BGN 50,000.

Intracom Bulgaria, Kamor Foundation, NetInfo.BG AD, the International Women's Club, Care Bulgaria as well as individual givers participating in our More and More payroll giving programme and online givers provided the means.

Giving is Wonderful platform enjoyed great success in the first six months of its existence.

- The platform managed to raise BGN 53,750 in 2006
- The charity appeal had massive media coverage and engaged wide serious support from our partners.
- The visibility of the causes increases the volume of donations for the presented non-profit organisations.
- The platform is positively influencing on responsible giving attitudes, though the volume of the donations online is relatively low (less than 10%).

Committed to effective giving

More and More

More and More - our payroll giving programme – continued to develop as an easy and reliable way for giving and fundraising.

In 2006 a couple of companies used the programme to provide their employees not only with the possibility to give to various causes on their choice, but to support the charity policies of their companies.

Employees engagement

The employees of UniCredit Bulbank donated through More and More BGN 15,725 in 2006.

Their donations were matched by the bank and by UniCredit Unidea – the corporate foundation of Unidea. The three causes, with the employee's support were: the children from the home for children without parental care in Roman, scholarships for orphaned students and Bulgarian Association for Neuro-Muscle Disorders.

This way the bank employees become deeply engaged with the bank charity policy.

Resource mobilization

Our More and More payroll giving programme is an effective way for the non-profit organisations to ensure a constant flow of donations.

We have a lot of successful examples in this direction. In 2006 Community Fund – Stara Zagora raised BGN 2,708 from 210 givers monthly on average, Ravenstvo Association – Teteven raised BGN 4,702 from 320 givers and We Exist Association – Sofia ensured BGN 4,845 from 55 givers.



Our More and More payroll giving programme includes 20 causes. The amount of donations in 2006 is BGN 69,876 altogether. Both most popular causes remain medical care for sick children and scholarships for orphaned students.

In 2006 21 sick children and young people received financial help amounting to BGN 21,850 to cover their expenses during medical treatment abroad, for medicines and rehabilitation.

8 pupils and 5 students will receive scholarships in academic year 2006/2007. The scholarships are given for the period of 10 months and worth BGN 70 for the pupils and BGN 100 for the students per month.

The payroll donations destined for social care and environmental protection were used to encourage the efforts of several non-profit organisations working in both areas to raise funds from local givers.

Committed to effective giving

Training and consultancy

In 2006 we created an opportunity for 30 non-profit organisations to receive new knowledge and to put it into practice.

They made efforts for their organisational development and financial sustainability which would make them more effective in their direct work.

Consolidation and Growth

BCAF launched Consolidation and Growth Programme was funded by Unidea – UniCredit Foundation with EUR 32,000.

The main objective of the programme was to build the capacity of 12 relatively big and developed organisations to reach bigger financial and organisational sustainability in order to meet the opportunities and challenges coming from Bulgaria's EU accession.

The selected organisations work in the sphere of social care and economic development.

The programme provided to the organisations six trainings conducted by leading experts in their areas of work.

Training topics:

- Fiscal treatment of the NPO income;
- NPO marketing and communications;
- NPOs participation in the process of preparation and spending of municipal budgets;
- Public-private partnerships and the NPO role in them;
- Social contracting – review of existing practices in the country;
- Process selection, appointment and retaining of staff;
- Leadership styles, team development, motivation for work
- Time management
- The EU Structural and the Cohesion funds in Republic of Bulgaria and the role of NGOs in their absorption.

Besides trainings each organisation received 2 to 4 on-site consultations for organisational development support according to their current needs.

The following organisations took part in this project: Crime Prevention Fund IGA – Pazardzhik, Ekaterina Karavelova Association – Silistra, Every Child Foundation, Association for Pedagogical and Social Assistance for Children FICE Bulgaria, Social Activities and Practices Institute – Sofia, Regional Economic Development and Investment Agency – Kardzhali, Community Fund – Stara Zagora, Agency for Regional and Economic Development – Vratsa, Business Information and Consulting Center – Sandanski, Stara Planina Regional Association of Hospitals – Gabrovo, Open Door Center – Pleven, AGROLINK Association – Sofia.



Committed to effective giving

Training and consultancy

Optimistic Look at NPOs and Local Resources Programme

BCAF continued its work in Optimistic NPOs and Look at Local Resources, launching the second round in February 2006. The objective of the programme was to increase the number and efficiency of giving models at national and local level.

The following types of services were offered to the organisations from the second group – 3 customized 2-day training workshops, 2 short individual consultations after each training, 2 on-site consultation on the average in performing their tasks and on-going help-desk via phone and e-mails – for frequently asked questions or specific issues.

The programme was designed to provide training and assistance to the organisations in the following areas of organisational skills: Building and maintaining relations with individual and corporate donors, Fundraising methods, NPO marketing.

A Challenge fund was offered to the organisations.

The amount of funds BCAF granted to each organisation was specified according to developed and approved plan by each organisation:

- operational grants for promotion of the causes of the participating organisations – development of websites, printing of promotional materials, office equipment and transportation costs for meeting potential donors as well as for special events.
- matching grants to the donations raised by the organisations. The volume of the grants depended on the individual results, achieved by each organisation at the end of the programme. Payroll donations or regular corporate donations were matched in 2:1 ratio, single donations were matched in 1:1 ratio; and funds raised by special events – 0,5:1.

Participants in the programme

Ravenstvo Association – Teteven

operational and challenge grant – BGN 5,949; donations raised – BGN 4,902

The fundraising objectives they set was some 5,000 BGN to purchase special equipment for the kinesitherapy room. They succeeded in attracting more than 300 pay-roll givers with average monthly sum of donations BGN 390. Part of the pay-roll donations was tripled.

Bulgarian Society for Protection of Birds – Sofia

operational and challenge grant – BGN 2,340; donations raised – BGN 340

They had the objective to conduct educational activities in the area of environmental protection. They used the fund to produce promotional materials aimed at individual and corporate givers.

Association of the Parks in Bulgaria – Sofia

operational and challenge grant – BGN 1,300; donations raised – BGN 1,000

Their objective is to increase the protected lands through purchasing private land with rare plant and animal species. They intend to use the raised funds as well as BCAF challenge fund to purchase land in order to prevent flooding in the area of Zemenski gorge due to the building of a water power station and to renovate the old river bed near Mindia village.

Kids of Ruse Foundation - Ruse

operational and challenge grant– BGN 3,000; donations raised – BGN 15,000

On September 25, 2006, Kids of Ruse Foundation purchased with the raised donations and gave to the child department of the local hospital an echo-graph HONDA HS-2000. Some 3,000 children yearly have medical examinations in the hospital.

Committed to effective giving

Training and consultancy

Izbor Association – Bansko

operational and challenge grant – BGN 2,200; donations raised – BGN 1,715

Their aim was to reconstruct and equip a room with a pottery and applied arts workshops for 20 children with and without disabilities. An exhibition of the products is to be organised in a shop in the centre of Bansko.

BALIZ Association – Pleven

operational and challenge grant – BGN 3,664; donations raised – BGN 2,682

The campaign aimed at organising of a traditional summer camp for the children, named “I want to be with my friends”. With the funds raised 55 children altogether and their parents went to this 5-days rehabilitation camp in Shipkovo village in August.

Eurozdrave Foundation - Sofia

operational and challenge grant – BGN 7,672; raised donations – BGN 9,706

With the support of local authorities the foundation organised meetings with local givers in Ihtiman, Plovdiv, Pleven, Veliko Tarnovo, Shumen and Targovishte-flooded regions in 2005. The aim was to raise funds for rehabilitation camps for chronically ill children from these regions and screening 2370 children in parallel. The funds were used for 10-days rehabilitation programme for 47 children in Pomorie.

Chitalishte Razvitie – Targovishte

operational and challenge grant - BGN 2,210; raised funds – BGN 1,080

The aim was to organise excursions around the country for socially disadvantaged children from the neighborhood. With the raised funds from local firms the chitalishte organised two 3-days excursions for 20 children – to Dryanovo, Gabrovo, Etara, Bozhentsi, Veliko Tarnovo, Varna, Balchik and Dobrich.

MS Society Bulgaria – Sofia

operational and challenge grant BGN 19,319; raised funds – BGN 3,160

Besides the 3 special events, the branch offices in Plovdiv and Varna organised fundraising street campaigns with volunteers to raise funds for reconstruction and maintenance of the rehabilitation centres for people, suffering from MS. The results were humble. Their efforts are now directed to long-term partnerships with pharmaceutical companies.

Association of Women with Cancer and Their Supporters - Varna

operational and challenge grant – BGN 6,200.; raised funds – BGN 9,200

The aim of the organisation was to establish a Donation Fund for the cancer patients in Varna region. On December 16th in the sky of Varna 1000 white balloons flew in a symbolic “hope flight” released in the sky by supporters of the cause. Over 60 current and future donors took part in the charitable dinner, that followed the event and the where the Fund was announced.



Committed to effective giving

Training and consultancy

[We Exist Association – Sofia](#)

operational and challenge grant – BGN 5,495;
raised funds – BGN 4,395

The association succeeded to secure monthly payroll donations of 400 BGN, from 55 individual givers from Actavis. They also raised funds from a charity auction of glass souvenirs. The reconstructed Daily centre for children with disabilities over 16 years in Sofia will be officially opened in May 2007 in Mladost district, Sofia.

[Future for the Children with Disabilities Association – Kazanlak](#)

operational and challenge grant – BGN 2,060; raised funds – BGN 3,080

The association secured regular monthly donations till the end of Jan 2007 for covering the salary of a social assistant for the children in the daily centre.

[Community Fund – Stara Zagora](#)

operational and challenge grant – BGN 4,894; raised funds – BGN 2,708

The Fund suggested to a corporate donor of theirs to join the pay-roll giving scheme. Over 200 individual donors joined the scheme with monthly donation for the cause of providing scholarships to talented children from their town. The campaign will continue in 2007, and there is an expectation that the number of givers will increase. The Fund awarded 5 scholarships to socially disadvantaged students.

[Community Fund – Gabrovo](#)

challenge grant – BGN 2,000; raised funds – BGN 2,000

In partnership with YMCA – Gabrovo and with the raised donations the Community Fund organized 6-day adventure camp in Uzana in the Balkan mountain for 44 children aged between 6 and 12 and 15 volunteers aged 16-18.

[Bulgarian Centre for Not-For-Profit Law and the Optimistic Look Programme.](#)

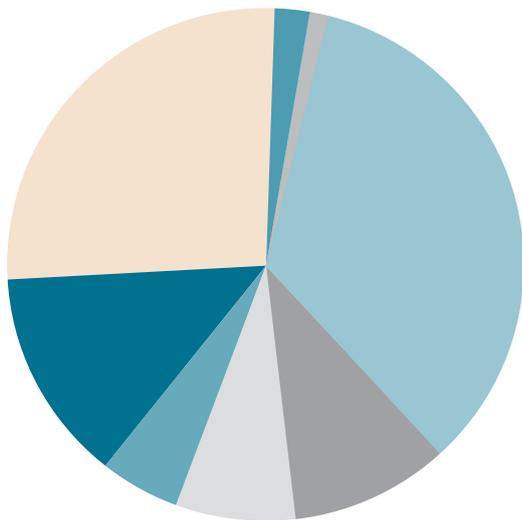
Within the frame of the programme, BCAF and BCNL announced a call for small grants, aiming to encourage partnership and dialogue between NPOs and local authorities, through development of municipal strategies and regulations.

Five small grants were awarded to Pazardzhik Municipality, Tundzha Municipality, the Association of Parents of Children with Cerebral Paralysis – Varna, Partners Association – Samokov, and NPOs Club in Targovishte. Each of the grants was about BGN 2,000.



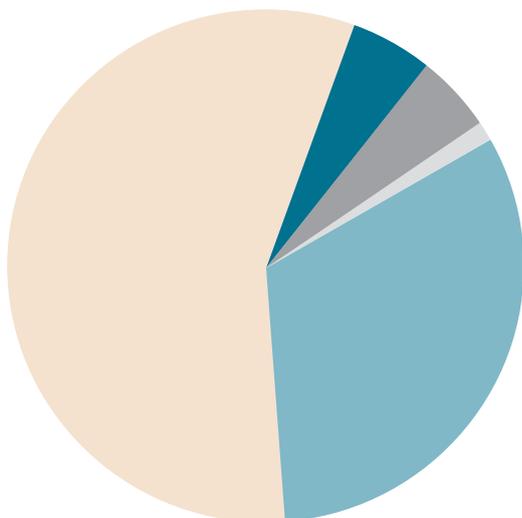
Financial statement

Sources of income



- CEE Trust for Civil Society (35,03%)
- MOTT Foundation (10,21%)
- Charities Aid Foundation (7,55%)
- UNIDEA Foundation (4,91%)
- Corporate projects (13,52%)
- Individual and corporate donations (27,06%)
- For profit activities (1,21%)
- Interest (0,46%)

Distribution of expenditure



- Salaries (4,39%)
- Office costs (rent, consumables, communications) (5,72%)
- Organisational development (0,82%)
- Programme costs (32,30%)
- Grants and donations (56,76%)

Financial statement

Balance sheet

December 2006

ASSETS			LIABILITIES		
SECTIONS, GROUPS, ITEMS	in thousands BGN		SECTIONS, GROUPS, ITEMS	in thousands BGN	
	Current year	Previous year		Current year	Previous year
A	1	2	A	1	2
A NON-CURRENT ASSETS			A SHAREHOLDER'S EQUITY		
I Non-current tangible assets			I Capital	10	10
1 Land			II Reserves		
2 Buildings			1 Revaluation reserve		
3 Plant and equipment	8	8	2 Special reserves, including:		
4 Vehicles			- general reserves	(5)	6
5 Other tangible fixed assets			- other reserves	37	31
6 Expenditure for acquisition and liquidation of tangible fixed assets			Total for group II	32	37
Total for group I	8	8	TOTAL FOR SECTION A:	42	47
TOTAL FOR SECTION A:	8	8			
B CURRENT ASSETS			C CURRENT LIABILITIES		
I Inventories			I Current payables		
1 Raw materials			1 Payables to suppliers and advances from clients		
2 Other current assets			2 Payables to financial institutions		
Total for group I			3 Payables on trade loans		
II Current receivables			4 Taxes payable	1	3
1 Trade receivables and advances to suppliers		7	6 Payables to personnel		9
2 Court payables awarded			7 Payables for social security funds		2
3 Other current receivables	11		8 Other current payables		
Total for group II	11	7	Total for group I	1	14
III Current financial assets			II Deferred income	182	230
IV Cash and cash equivalents			TOTAL FOR SECTION C:	183	244
1 Cash in hand	2	24			
2 Cash at bank	43	78			
3 Blocked cash	161	174			
4 Cash equivalents					
Total for group IV	206	276			
V Deferred expenses					
TOTAL FOR SECTION B:	217	283			
TOTAL ASSETS (A+B)	225	291	TOTAL EQUITY AND LIABILITIES (A+B+C)	225	291
C OFF-BALANCE SHEET ASSETS	41	41	D OFF-BALANCE SHEET LIABILITIES	41	41

Financial statement

Profit and loss statement for not-for-profit activities, December 2006

CLASSIFICATION OF EXPENSES			thousand BGN		CLASSIFICATION OF INCOME			thousand BGN	
	Current year	Previous year		Current year	Previous year		Current year	Previous year	
A	1	2	A	1	2				
A. ACTIVITY EXPENSES			I. INCOME ACTIVITIES						
I. Expenses classified as defianed activity			A. Income from defined business activities						
1 Donations	129	73	1 Income from donations under special conditions	511	258				
2 Other expenses			2 Income from donations without special conditions	129	73				
Total for section A :	129	73	3 Membership income						
B. Administrative expenses	511	257	4 Other income						
Total for group I	640	330	Total for group I	640	331				
II. Financial expenses			III Financial income						
3 Interest expenses			5 Interest income	6	9				
4 Loss on dealing with financial assets and derivates			6 Income from investments						
5 Foreign exchange loss	31	17	7 Profit on dealing with financial assets and derivates						
6 Other financial expenses		1	8 Foreign exchange gain	20	39				
Total for group II	31	18	9 Other financial income						
IV. LOSS OF OPERATING BUSINESS			Total for group II	26	48				
V. TOTAL EXPENSES	671	348	VI. PROFIT OF OPERATING BUSINESS ACTIVITIES						
VI. RESULT		31	V. TOTAL INCOME	666	379				
TOTAL (V + VI)	671	379	TOTAL (V + VI)	5					
			INCOME ACTIVITIES	671	379				

Profit and loss statement for profit activities, December 2005

CLASSIFICATION OF EXPENSES			thousand BGN		CLASSIFICATION OF INCOME			thousand BGN	
	Current year	Previous year		Current year	Previous year		Current year	Previous year	
A Core Business Expenses			A Core Business Income						
I Expenses classified by economic type			I Net Income from sales of:						
1 Raw materials expenses			1 Finished goods						
2 Hired services/ subcontractors	8	1	2 Goods						
3 Depreciation and amortization			3 Services	8	12				
4 Wages and salaries		6	4 matrial and non-material assets, rent						
5 National insurance/ social security		5	5 Other						
6 Other expenses, including: - impairmentof assets - provisions			Total for group I	8	12				
Total for group I	8	12	II Income from financing including from the government						
B Total of Core Business (I + II + III)	8	12	B Total Core Business Income (I + II + III)	8	12				
C Profit of Core Business			C Loss of Core Business						
IV Extraordinary Expenses			IV Extraordinary Income						
D Total Expenses (B+IV)	8	12	D Total Income (B + IV)	8	12				
F Net Profit (E-V)			F Net loss (E + V)						
TOTAL (D + V + F)	8	12	Всичко (Г+ E)	8	12				

Team

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