



Annual review 2009

# Vision

*A society in which responsible giving 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:

- **businesses** to achieve their community investment goals
- **individuals** to make their giving simple and safe
- **non-profit organisations** to increase their resources and effectiveness

Bulgarian Charities Aid Foundation (BCAF) has over 14 years of experience in:

- **Developing** effective community investment models for responsible businesses in Bulgaria
- **Encouraging** individual giving through transparent and reliable mechanisms
- **Promoting** causes of Bulgarian non-profit organisations to donors and providing the necessary resources.
- **Informing** donors, organizations, the government and media about philanthropy in Bulgaria

BCAF is a member of the CAF International Network, which, during 2008-2009, distributed a record £372 million to charities in over 90 countries. The Network offices are based in UK, Russia, Bulgaria, South Africa, India, Australia, America and Brazil.

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# Introduction

2009 was difficult for us, for our colleagues and partners because of the significant impact of the global economic crisis. Despite all this, we were able to close the year with some non-negligible achievements that we can demonstrate.

In 2009 we managed to apply in practice our philosophy for fully integrating philanthropy in various activities of socially responsible companies - improving working climate through voluntary initiatives and donations from the workplace, as well as inclusion of customers and business partners in companies' social responsibility projects.

Working in partnership with the American Chamber of Commerce, we were promoting employee engagement through volunteer labor and payroll giving as an effective instrument for increasing the resources of various causes – with more than 1300 volunteers and over 600 payroll givers, we supported more than 15 charitable causes, projects and organizations.

We provided practical training to our partnering companies, inviting experienced professionals from Charities Aid Foundation UK.

Despite the financial crisis, the volume of attracted donations raised in Bulgaria has not been reduced - more than BGN 720,000 raised locally show us as a leading organization in the field of philanthropy.

In 2009 we commissioned a sociological research of trends in the attitudes of businesses and employees towards various initiatives including employees for support of public causes. This analysis would be the basis for our future projects, considering both companies and organizations.

We continued to support Bulgarian NGOs to promote their causes and to seek local funding. By re-granting individual and corporate donations we supported projects of 37 organizations.

During the year, BCAF worked with some substantial changes in management team and staff. We worked on improving our internal procedures and optimizing our work, and on expanding communication channels with our customers and partners.

We would like to cordially thank our colleagues for the hard work and support behind our results!

*Yana Rupereva*  
*Lyudmila Atanassova*



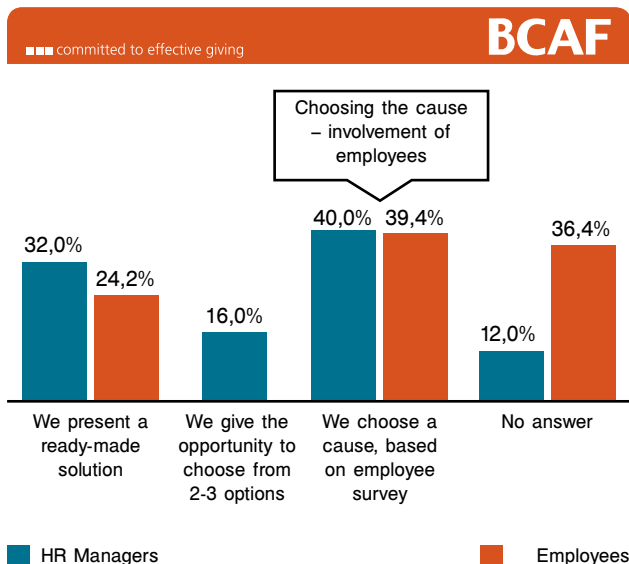
# Research and outreach

**Our aim: to support individuals, companies and non-profit organisations in their understanding of the giving environment in Bulgaria, the attitudes of major players and the actions others are taking in similar areas. This helps donors and NGOs to make informed decisions about their programme plans and building their capacity.**

In 2009 BCAF focused on developing employee community engagement, as well as media coverage of charitable and Corporate Social Responsibility (CSR) activities in Bulgaria.

## Employee Community Involvement Survey

Staff volunteering, fundraising in the workplace and other forms of employee engagement in social activities have become quite common in the country. In 2009 BCAF commissioned a survey in order to capture these processes.



This sociological research among 154 mid-sized and large companies in Bulgaria addressed both managers and employees. It shows that volunteering campaigns, even if still not large-scale, are becoming increasingly popular, and interest in this kind of activity is currently growing.

74% of the respondents interviewed declared that they would participate in volunteering campaigns organized by the company. Both managers and employees believe that engaging in a charitable cause outside immediate professional responsibilities is a positive practice.

## The major motivating factors:

- ▶ Coherent corporate CSR policies include aims and mechanisms for efficient employee community involvement. Good examples of employee engagement come from companies with overall well-developed CSR.
- ▶ Business associations play an important role – they communicate and promote good examples, resulting in employees' community engagement among their member companies being three times higher than among non-members.
- ▶ The "cause" is a strong motivator – for both employers and employees, which again confirms the need for Bulgarian NGOs to be more visible and to improve the promotion of their work and achievements.
- ▶ The future holds the potential for using employee community engagement as a tool for strengthening teams and creating a positive workplace culture – a topic for human resources (HR) specialists to discuss.

## The new BCAF website

In order to improve and streamline our communications, we re-launched our website <http://www.bcaf.bg>.

Besides giving structured information about our activities and ongoing campaigns, the new website features an online giving tool, daily-updated news section, newsletter and other reporting forms to increase transparency and promote positive practices.



# Supporting socially responsible companies

**Our aim: to help companies invest efficiently in society by providing advice and training and through designing and implementing community projects.**

Last year BCAF managed 229 027 BGN for corporate social responsibility programmes.

In 2009 BCAF worked with Mobiltel, Coca Cola, Kraft Foods Bulgaria, and Enel Cuore Foundation, among others.

## M-Tel ECO Grant

Corporate grantmaking programmes are a modern tool for active corporate contribution to social causes. For a second consecutive year M-Tel ran a competition for small, but valuable projects of non-profit organisations, this time for organisations acting in the field of environmental preservation. M-Tel Eco Grant had a budget of BGN 100 000 and addressed the theme of protecting the environment and raising public awareness of living and working in harmony with nature.

M-Tel supported 5 projects, providing funding for NGOs to do conservation work and protect endangered species with the involvement of local communities; inform farmers and food producers about the dangers of using genetically modified organisms; and raise awareness about the importance of protected territories.

## BCAF's role:

- ▶ Designing the programme, identifying its focus, objectives and procedures
- ▶ Inviting applications and consulting candidates
- ▶ Evaluating applicants and recommending a short list
- ▶ Awarding grants, monitoring projects and collecting reports
- ▶ Reporting to Mobiltel
- ▶ Being involved in Grant MTel Committee

## What was achieved:

- ▶ For the non-profit sector: independent funding, transparent competition
- ▶ For the donor Mobiltel: establishing a model, becoming a leader for corporate grantmaking, winning awards in business competitions.
- ▶ For the business community: an inspiring example



The Wildlife Rehabilitation and Breeding Centre Green Balkans, Stara Zagora was awarded BGN 19 388 to create of a fully equipped base for breeding Falco Naumanni.

**„Since the beginning of our partnership in 2008 Bulgarian Charities Aid Foundation has demonstrated full commitment and responsibility for their obligations. For a second consecutive year BCAF has been a competent and reliable partner for the implementation of M-Tel Grant and other corporate programmes, which makes us proud.“**

**Andreas Maierhofer  
Chief Executive Officer, M-Tel**

# Supporting socially responsible companies

## **Enel Cuore - support for elderly people in Iskritsa, Mednikarevo and Obruchishte**

The focus of the project was on improving the rural environment, and repairing and equipping community centre buildings and clubs for retired people from three villages in the Municipality of Gulubovo. The budget of this project was BGN 80 000.

### **BCAF's role:**

- ▶ Designing the programme, its objectives, and procedures
- ▶ Consulting the three municipalities and verifying their plans
- ▶ Awarding grants, monitoring projects and reviewing reports
- ▶ Reporting to Enel Cuore

### **What was achieved:**

- ▶ For the local communities: funding for under-resourced local needs
- ▶ For the company: a positive local image
- ▶ For the business community: an inspiring example.

## **Kraft Foods Bulgaria - managing grant applications**

In 2009 BCAF continued to provide consultancy to the company on applications for in-kind donations, submitted by various organisations and institutions. BCAF's experts reviewed over 20 applications, assessed their compatibility with the company's charitable policy.

## **Ernst & Young Bulgaria – managing donations from the company and its employees**

In 2009, E&Y supported Haskovo Home for children deprived of parental care and Razdol social institution for adults with psychiatric disabilities. BCAF provided advice, facilitated communication with beneficiaries, monitored fund distribution and provided compliance assistance in accordance with Bulgarian legislation.

## **Coca Cola HBC Bulgaria**

### **Project in Doganovo Social Home for Children, Deprived of Parental Care**

The project aims to support the individual development, education and social integration of children without parents. The company has chosen an individualized approach to every child's needs to ensure long-term and effective support for the children, investing in their potential. In 2009 the program, totaling BGN 10 000, was launched with the following activities:

- ▶ Qualification courses for children graduating from school.
- ▶ Sports/outdoor games and workshops, for children aged 7-16. Coaches were underprivileged students from the Olympics Club of the National Sports Academy.
- ▶ Repairs to one of the classrooms, used by 12 children.
- ▶ Volunteering – Coca Cola employees participated in 2 volunteering days, helping with painting, gardening, cleaning, etc.

### **BCAF's role:**

- ▶ Designing the programme, its objectives and procedures
- ▶ Recruiting professionals for sports activities
- ▶ Awarding grants, monitoring activities and reviewing reports
- ▶ Reporting to Coca Cola

### **What was achieved:**

- ▶ For the children: support tailored to their needs
- ▶ For the company: positive local impact, employee engagement



# Employee community engagement

**Our aim: to help employers utilize the potential of employee community engagement projects for both company and community benefit**

## Development of payroll giving and workplace volunteering

At BCAF we believe that employers can and should make an effort to support the philanthropic activities of their employees. The workplace presents a space where employees can be offered the opportunity to improve the quality and quantity of their giving. Through a corporate programme and policy, the company can ensure that employees are informed, involved and rewarded.

Employee community involvement can take many forms - from humanitarian support and voluntary labour through to financial support and professional advice.

Employers receive direct benefit from involving employees in community projects: From increasing morale and skills to leveraging employee resources and increasing its own corporate programmes.

Sometimes, in times of crisis, the involvement of employees is the only resource a company can contribute.

Even though the global financial crisis resulted in serious downsizing and freezing of CSR budgets, in 2009 we observed increasing interest in employee engagement activities, most notably employee volunteering.

## Employee volunteering

Your employees' time is a valuable resource

For the 2nd consecutive year, BCAF, in partnership with the American Chamber of commerce, organised the spring and autumn Volunteering Days.

Over 1300 employees from 49 companies took part in the two events in May and October, volunteering for over 30 projects in Sofia and other cities.

## The main types of activities included:

- ▶ Support to social institutions - volunteers helped to clean and refurbish open spaces and indoor facilities in daycare centres for children and young people with disabilities, childcare institutions, hospitals, institutions for elderly people – by painting, gardening, cleaning, and moving heavy furniture.;
- ▶ Joint activities with beneficiaries of the institutions – volunteers spent a day out with children and young people from institutions, carried out small excursions and games with young people from protected homes.
- ▶ Environmental activities – volunteers cleaned city gardens and lots, painted and refreshed benches and cages at Sofia Zoo – one of Sofia's main tourist attractions, and contributed to tourist infrastructure refurbishment in Vitosha Natural Park.
- ▶ Support to organizational activities of NPOs – some volunteers provided their expert advice on communication issues, public relations (PR) and web development.



**“The best thing about the AmCham – BCAF Volunteer Days is the kids who are out to help with their families... You must be the change you wish to see in the world.”**

**US Ambassador Nancy McEldowney**

# Employee community engagement

## More and More Payroll giving programme for all companies and causes

More and More is a highly customizable giving programme, as employers and employees can choose between a variety of social, environmental and educational projects or create one of their own.

BCAF's More and More initiative collects money through regular monthly donations deducted from the salaries of employees who want to participate.

In 2009 over BGN 80 000 was given by around 600 employees from 44 companies to various causes.

**The most supported causes:** medical treatment for children and the Get Ready to Succeed Scholarship programme.

New participants in More and More – in 2009, BCAF introduced some **new beneficiaries:**

- ▶ The orphanage in Novi Han village
- ▶ Social homes for elderly people
- ▶ SOS Kinderdorf

**„The moment you sign up, when you selflessly give away a part of your own earnings for people in need, is a moment that takes your breath away... there aren't many moments like this in life.“**

**Krassen Hinkov**  
The first payroll giver from Mobiltel

In 2009 **Mobiltel AD** employees donated the biggest sum in the initiative. They also represent the biggest number of employee-participants from one company.

The biggest match from an employer came from **UniCredit Bulbank** with their donation from Unidea Foundation.

The average monthly donation of a More and more participant in 2009 was over 10 BGN.

## What was achieved?

In 2009, More and More funds secured:

- ▶ medical treatment for 25 children
- ▶ funding for 13 NGOs to organize workshops in skills development for children and adults with disabilities; a festival and theatre performance involving disabled people; a project for "solidarity tourism"; a social integration camp; a school for guide-dogs; prevention of child abandonment in institutions
- ▶ leisure and free-time activities for elderly people in 2 social homes
- ▶ equipment, books and bicycles for 2 children's homes
- ▶ contribution to the scholarships programme (117 students were awarded a Get Ready to Succeed scholarship in 2009)

These diverse support activities have contributed to improving the quality of life of over 700 disadvantaged children and adults; provided support for their relatives; and raised awareness of their needs in communities in 15 locations.

## Festival of Miracles - "Choice" Association, Bansko

60 disabled people, members and supporters of 5 local non-profit organisations and institutions sang, danced and painted for fun, during the Festival of Miracles, funded by More and More. The event helped to raise awareness and overcome prejudices concerning disabled children and young people, which enables them to feel more included and to have fun with their peers.



# Employee community engagement

## 3 reasons for your company to join More and More

**Publicity** - your employees' activities, their donations and achievements are inspired by your company and associated with your brand.

**Good internal PR and impact on staff retention** – doing something good together is a great way to build teams who like their workplace and are happy that the company supports their personal giving choices.

**Joint resources** - together companies and employees can give more to community – give your employees the opportunity to support your company's social and environmental projects or match their choices – the impact will be greater!



In 2009 the joint resources of Unicredit Bulbank's employees and the Unidea Foundation supported several social projects:

- ▶ Providing 20 new bicycles for the Roman children's home
- ▶ Bulgarian Association for Neuromuscular Diseases organised a summer camp for disabled children in Varshets
- ▶ Two social homes for elderly people - in Russe and Svishtov - were able to organise holidays for their elderly residents to help them meet peers and enjoy themselves

## Employee community engagement conference - "Responsible Company – Responsible Employees" 2009

Our conference was held on December 3rd 2009, at the Metropolitan Hotel, Sofia. It was attended by 35 participants representing companies and NGOs.

The majority of participants came from the business sector, mainly PR and HR specialists. Business Associations also attended.



The conference was opened with a presentation of the research "Employee engagement in business corporate social responsibility programs", by Boryana Dimitrova, Director of Alpha research.

The conference featured an analysis from BCAF – "The reflections of economic crisis on workplace giving". Jeremy Bliss and James White from Charities Aid Foundation, UK attended the conference as guest speakers. They presented some real-life cases of corporate programs in the UK and good practices, potentially applicable in the Bulgarian environment.

After the conference, the UK speakers also participated in a workshop, led by Elitsa Barakova and Lyudmila Atanasova, which focused on CSR activities. In a practical way the participants were encouraged to discover the potential for developing their existing corporate programmes by engaging employees through workplace giving and volunteering.

# Supporting individual giving

## Our aim: to help individuals give easily and safely to good causes

People in Bulgaria often feel that giving is difficult and risky. Some say it is because of a lack of early days' philanthropic education, a lack of "good neighbor" initiatives available to participate in from an early age, or a lack of planned giving traditions. At BCAF we believe Bulgarians are generous, helping and open-minded. We help people make informed decisions as donors. We respect the fact that people are busy, so they need simpler ways to give and reliable information to keep on giving. With our More and More payroll giving programme, we target individuals at their workplace.

### Workplace giving

Every small donation counts:

600 people already give to their favorite causes every month with More and More.

### Want to get involved?

If you are newcomer to More and More, here is a sample list of projects you can choose to support with your colleagues:

- ▶ medical treatment for children
- ▶ scholarships for orphan students
- ▶ day care centres for children and young people with disabilities
- ▶ social projects for children or elderly people
- ▶ amateur arts projects
- ▶ prevention of child abandonment
- ▶ forest planting with local species
- ▶ purchase of land in protected territories
- ▶ separate waste collection of used office paper

### How does it work?

Ask your employer to introduce More and More at your company, so that you and your colleagues can give directly from your monthly salaries. All you have to do is sign the contract, choose which cause(s) to support and how much to give. The deductions authorized by you will then be made by your employer.

### What we did together in 2009?

The more we become, the more diversity we have among causes we support!

In 2009 More and More distributed BGN 50,000 to activities of non-profit organisations and state institutions. Among them are children's institutions, day care centres for children and youngsters with disabilities, and homes for elderly people.

### "To share the horizon ... with friends" – a project of the „TOGETHER“ Foundation, Sofia

The project was a pilot initiative to introduce a unique concept to Bulgaria for social inclusion through "solidarity tourism" for people with physical disabilities. Within 6 months, the foundation had developed, tested and implemented a shuttle device for solidarity tourism that allowed 5 young people with physical disabilities to go to the mountains.

The project has shown people with disabilities and their families that it is quite possible to reach the mountain, to socialize and create new friendships and connections, as well as to engage with nature.



**Our pride: the pilot project has now become a large initiative supported by big donors! With More and More we "discover" the good causes!**

# Supporting individual giving

## SMS giving - unified SMS charity number DMS 17 777

DMS project is implemented by BCAF and the Bulgarian Donors Forum (BDF) which allows individuals to give to different causes by sending SMS. All participating campaigns get a key word, which they advertise to potential donors. By sending an SMS to 17 777 with a key word everyone can support the chosen cause. Beneficiaries get a minimum of BGN 0.90 of the cost of 1.20 incl. VAT from each SMS.

12 non-profit organisations, 57 individuals, 1 local government and 1 board of church trustees used this mechanism to raise funds in 2009, raising a total of 240 066 SMS. In 2009, active campaigns from 2008/09 received a total of BGN 288 561, 32.



Information on active and completed campaigns, progress, support and friends can be found at <http://www.dmsbg.com> - the website for the project.

### Most successful campaigns in 2009:

- ▶ Individual campaign – for the medical treatment of Emil Harizanov – 74 417 SMS.
- ▶ Sofia Municipality, Social Services Division – support to people in a coma-like state - 22 622 SMS.
- ▶ NPO campaign – Tomorrow for Everyone Foundation – building a support centre for people with cancer - 2 855 SMS

Project	BGN	Number of beneficiaries
DMS project – individual campaigns	195 832	50
More and More Treatment of Children Fund	14 700	22
More and More Citibank Fund	5 198	3
Get Ready to Succeed – Orphan Foundation Scholarship Fund	101 960	117
Give a Dream Appeal	1 097	1
Others	1 380	2

## Cause advisor

In addition to managing regular monthly donations, BCAF helps people make one-off donations to selected beneficiaries, implementing social, environmental and educational projects.

**Because “Giving is wonderful” we offer a variety of causes for individuals who want to share their giving with other people.**

You can learn about these organisations and projects on our website <http://www.bcaf.bg>.

You can also make direct online donations via debit or credit cards, or by bank transfer.

In 2009, for the fourth consecutive year, many individual donors and companies supported the Get Ready to Succeed appeal. A total of BGN 124 400 was raised, which secured 117 scholarships for talented students without parents.

For the first time BCAF promoted Don't Abandon Me – a project aimed at preventing children being left in institutions. The For Our Children Foundation's campaign raised BGN 2 486.80 with BCAF.



The **Children Between Cultures** initiative organized by Mila Bankova, a development practitioner in Peru, raised BGN 2 736. This is a project of informal education in cultural diversity for children in Bulgaria, and for development work in the Peruvian jungle.

# Supporting non-profit organisations

**Our aim: to help non-profit organisations develop their capacity and to facilitate their access to resources**

**BCAF's grantmaking - as an intermediary BCAF needs to fund reliable NPOs to implement donors' programmes**

BCAF presents Bulgarian non-profit organisations to its donors in the belief that NPOs play an important role in tackling the social problems which we face. Small or large-scale, each of our programmes involves active NPOs working to improve people's lives and communities' futures.

In 2009 BCAF regranted donations from companies and individuals in Bulgaria by identifying beneficiaries within donors' areas of interest. We organized 2 open grant competitions and 4 restricted competitions. In all cases, we ensure that the chosen beneficiary's legal status and proposed activities are charitable and correspond to the donation's purposes. Grants constituted 75% of our expenditure in 2009.

**More and More - grant competition for social projects, fund BGN 9 455**

Some of our payroll givers want BCAF to decide on the beneficiaries of their donations.

At the end of 2008 BCAF organized a competition for the Social Activities Fund - five non-profit organisations were awarded funds and implemented their projects in 2009.

MORE AND MORE GRANTS Social Activities Fund	budget BGN	Paid in 2009
"Autism" Association	2 000	2 000
Association of People with Disabilities "We all want change", Sevlievo	1 855	185
"Future for the children with disabilities" Association, Kazanlak	2 000	200
Foundation "TOGETHER", Sofia	1 900	190
Association "Choice" - Bansko	1 097	170

**„Future for the children with disabilities“ Association, Kazanlak**

After six months of rehearsals, the children got on stage and performed „The cat, who saved the world“ (SuperCat)-part of the project “Invisible child”.



**„The children are so real and so organic, and most of all - so unique and picturesque\*, that all the theatrical effect I sought out was achieved only by letting them express themselves and not by asking them to pretend. The effect was invigorating both for the participants and the public.“**

**Maria Doneva, scriptwriter**

**Other More and More grants 2009:**

More and More grants 2009	BGN
Social Activities Fund (5 NPOs)	2 745
Board of Trustees Silistra Children Home	2 098,31
And "We Exist" Association	4 529
"Ravenstvo" Association, Teteven	660
"St Nikolay" Church Board of Trustees, Novi Han	1 360
Junior Achievement Bulgaria	201,10
Neuromuscular Deceases Association	2 881,58
"Caritas" Bulgaria	1 800
"Eyes on 4 Paws" Foundation	350
SOS Kinderdorf	360
Roman Children Home	3 272
Mezdra Children Home	350
Svishtov Home for Elderly people	1 300
Russe Home for Elderly people	1 300
"For our Children" Foundation	451,80

# Supporting non-profit organisations

## M-Tel ECO Grant - grants competition for eco-projects, fund BGN 100 000

For the first time a corporate donor opened a call for projects for environmental non-profit organisations. With an expert support from EcoObshtnost Foundation and the Association of Natural Parks, 5 eco-projects were selected and implemented in 2009.

M-Tel ECO Grant 2009	BGN
Final payments to grantees from 2008 programme	18 875.73
Public Environmental Centre for Sustainable Development, Varna	12 000
Future for Our Native Place, Belogradchik	11 440
Green Balkans, Stara Zagora	15 510
Bulgarian Association for Birds Protection	14 365
Bikerea Association	16 165.22

**The white-headed duck** – a focus of the preservation work of the “Voice and sight for endangered birds” project of the Bulgarian association for the protection of birds, office Burgas.



The project was awarded BGN 17 956 to help preserve two symbolic Bulgarian birds – the Egyptian vulture and the White-headed duck.

## Other grants made in 2009:

Beneficiary	BGN	Project
Vidrare Home for children with mental disorders	11 734.98	Eva Mayer STIHL
Village of Iskritsa municipality	11 896.00	Enel Cuore
Village of Mednikarevo municipality	14 724.00	Enel Cuore
Village of Obruchiste municipality	29 380.00	Enel Cuore
Scholarships for National Sports Academy	3 200.00	Coca Cola
“Agapedia” Foundation	5 765.00	Thanksgiving
Protected Home Foundation	5 841.00	Thanksgiving
“Samaritans” Association, Stara Zagora	1 948.00	Thanksgiving
“Step for Bulgaria” Foundation	5 000.00	Thanksgiving
PULS Foundation, Pernik	70.00	volunteering
Konstantsa Liapcheva Home for Children	79.00	volunteering
“Balkans” Association	180.00	volunteering
“For Our Children” Foundation	2 000.00	Don't abandon me
“St Mina” Children Home	1 555.00	TCS
“And we Exist” Association	95.00	TCS
“Agapedia” Foundation	285.00	TCS
Durvenitsa Home for Elderly People	165.00	TCS
Day-care center “Faith, hope, love”	510.00	TCS
“For our children” Foundation	2 225.00	TCS
Vitosha natural park	45.00	TCS
“Konstantsa Liapcheva” Social home for children	50.00	TCS
Community foundation Stara Zagora	2 490.00	TCS
“Biodiversity” Foundation	676.10	TCS
Social home “Detelina”, Pleven	575.00	TCS
Social home “Nadejda”, Russe	280.00	TCS
Svishtov home for elderly people	410.00	TCS
Sofia Municipality	66 762,62	DMS Project
Church Board of Trustees	447,37	DMS Project
“For Our Children” Foundation	4 871,69	DMS Project
National Fan Club “Levski”	1 043,29	DMS Project
“Biodiversity” Foundation	179,06	DMS Project
“Tomorrow for Everyone” Foundation	13 969,77	DMS Project
Community Foundation Stara Zagora	148,37	DMS Project
“Workshop for Civil Initiatives” Foundation	5 249,70	DMS Project
Association for protection of mariners	57,40	DMS Project

# Supporting non-profit organisations

**Fundraising Support** – Assistance to organizations seeking independent local funding.

BCAF helps organisations benefit from a base of donors who give directly to them. These organisations are our fundraising partners.

BCAF and our fundraising partners commit to jointly attract payroll givers and one-off corporate and individual supporters.

Orphan Foundation, And We Exist Association and Radoy Ralin Foundation were among BCAF's 22 fundraising partners for 2009.

## Get Ready to Succeed Scholarship program

BCAF's partnership with Orphan Foundation has a history of more than 8 years. After some project work together we identified the issue of education for talented orphan children and young people as our joint cause.



Annually the cause receives contributions from the “More and More” payroll giving project, and from corporate and individual donations. The Foundation of International Women's Club has become a regular supporter.

Last year, two supporters launched named scholarships within the programme: Tony Alexandrova scholarships (provided by Bulgarian-American Society) and the legacy scholarship fund of Aneta Atanasova.

**United for the reform in the childcare system** – Partnership with the Association for pedagogical and social assistance for children - FICE-Bulgaria

In 2008-2009 FICE-Bulgaria and BCAF implemented a joint project aiming to increase FICE members' capacity for effective partnership with local governments and institutions, and local childcare NGOs in four municipalities.



Working together FICE and BCAF matched expertise in social work and service delivery, as well as strategic planning and facilitation of group processes.

The work included the establishment and training of local teams with the participation of interested local institutions and organisations in Veliko Tarnovo, Dobrich, Stara Zagora and Varna.

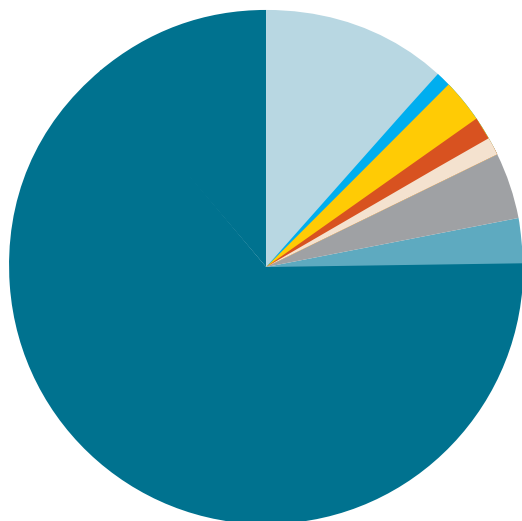
The project partners acquired valuable experience of the difficult path to coordinated actions of local stakeholders in the process of implementing the delayed reforms and de-institutionalization in the system for children at risk.

BCAF's responsibilities within this project included experts participating in the development of training materials, conducting the training and developing the project's web site.

**Our achievements: the municipality teams of Varna and Stara Zagora are more motivated and better prepared to produce municipal strategies to support families at risk, based on their understanding of the necessity to assess their clients' needs.**

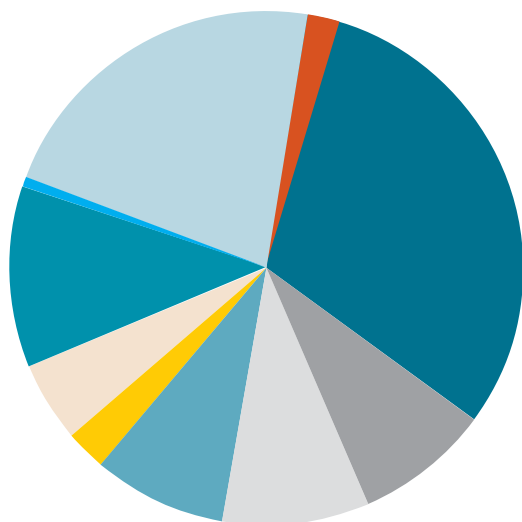
# Financial report

## Distribution of expenditure



- Team Development (0,50%)
- Printing costs (0,51%)
- Research and media monitoring (1,11%)
- Admin and office costs (4,59%)
- Admin salaries (3,14%)
- Donations and grants (75,42%)
- Programme team salaries (11,20%)
- Travel costs (0,48%)
- Direct project costs (2,79%)

## Sources of income



- DMS Project – Bulgarian Donors Forum (30,52%)
- Charles Stewart Mott Foundation (8,96%)
- Trust for Civil Societi in CEE (8,00%)
- More and More Causes (6,73%)
- America for Bulgaria Foundation (1,04%)
- Charities Aid Foundation (4,37%)
- Appeals (13,95%)
- Corporate donations (23,71%)
- Operating business activity (1,62%)
- Fees (1,11%)

# Financial report

## Balance Sheet, December 2009

ASSETS			in thousands BGN		LIABILITIES			in thousands BGN	
	SECTIONS, GROUPS, ITEMS	Current year	Previous year		SECTIONS, GROUPS, ITEMS	Current year	Previous year		
	A	1	2		A	1	2		
5	CURRENT ASSETS			A	SHAREHOLDER'S EQUITY				
II	Current receivables			I	Capital	10	10		
3	Other current receivables	8	10	II	Reserves				
	Total for group II:	8	10	3	Special reserves, including:	-	-		
					- general reserves	65	64		
IV	Cash and cash equivalents				- other reserves	65	64		
1	Cash in hand	3	3		Total for group II	65	64		
2	Cash at bank	85	87		TOTAL FOR SECTION A:	75	74		
3	Blocked cash	372	243	C	CURRENT LIABILITIES				
4	Cash equivalents			I	Current payables				
	Total for group IV:	460	333	4	Taxes payable	1	1		
				6	Payables to personnel	0	1		
V	Deferred expenses				Total for group I:	1	2		
	TOTAL FOR SECTION B:	468	343	II	Deferred income	392	267		
					TOTAL FOR SECTION C:	393	269		
	TOTAL ASSETS (A+B)	468	343		TOTAL EQUITY AND LIABILITIES (A+B+C)	468	343		
C	OFF-BALANCE SHEET ASSETS			D	OFF-BALANCE SHEET LIABILITIES				

## Profit and loss statement for not-for-profit activities, Dec 2009

CLASSIFICATION OF EXPENSES			in thousands BGN		CLASSIFICATION OF INCOME			in thousands BGN	
		Current year	Previous year			Current year	Previous year		
	A	1	2		A	1	2		
A.	ACTIVITY EXPENSES			I.	INCOME ACTIVITIES				
I.	Expenses classified as defined activity			A.	Income from defined business activities				
1	Donations	635	497	1	Income from donations under special conditions	705	572		
2	Other expenses			2	Income from donations without special conditions	111	102		
	Total for section A :	635	497	3	Membership income		-		
B.	Administrative expenses	181	177	4	Other income				
	Total for group I	816	674		Total for group I	816	674		
II.	Financial expenses			II.	Financial income				
3	Interest expenses		-	5	Interest income	13	6		
4	Loss on dealing with financial assets and derivatives		-	6	Income from investments				
5	Foreign exchange loss	17	7	7	Profit on dealing with financial assets and derivatives		-		
6	Other financial expenses			8	Foreign exchange gain	6	45		
	Total for group II	17	7	9	Other financial income				
					Total for group II	19	51		
III.	Extraordinary expenses		-	III.	Extraordinary income		-		
IV.	LOSS OF OPERATING BUSINESS ACTIVITIES		-	IV.	PROFIT OF OPERATING BUSINESS ACTIVITIES		-		
V.	TOTAL EXPENSES	833	681	V.	TOTAL INCOME	835	725		
VI.	RESULT	2	44	VI.	RESULT				
	<b>TOTAL (V+VI)</b>	<b>835</b>	<b>725</b>		<b>TOTAL (V+VI)</b>	<b>835</b>	<b>725</b>		

# Auditor's Report

**TO:  
BOARD OF TRUSTEES  
BULGARIAN CHARITIES AID FOUNDATION  
BULGARIA - SOFIA**

## **Independent Auditor's Report**

Ladies and Gentlemen,

We have audited the financial statements of Bulgarian Charities aid Foundation, including the balance sheet as of Dec 31<sup>st</sup> 2009 and the income statement, the statement of changes in equity, cash flow statement for the year 2009 and a summary of significant accounting policies and other explanatory notes.

### **Management's Responsibility for Financial Statement**

The responsibility for preparation and accredited presentation of these financial statements is imposed to the management. This responsibility includes: elaborating, implementing and maintaining an internal control system relevant to preparation and accredited presentation of financial statements free of significant misstatements, deviations and discrepancies due to fraud or error; selection and application of appropriate accounting policies and accurate accounting estimations, that are reasonable in the circumstances given.

### **Auditor's Responsibility**

Our responsibility is limited to the auditor's professional opinion on these financial statements, based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those Standards require compliance with ethical requirements and planning, as the audit can reasonably prove that the financial statements are free of significant misstatements, deviations and discrepancies. We believe our audit provides a sufficient and appropriate basis for our auditor's opinion.

### **Opinion**

In our opinion, the financial statements correctly represent, in all important aspects, the financial state, financial results and cash flow of the organisation as of Dec 31<sup>st</sup> 2009, in accordance with the applicable accounting standards. The annual report is consistent with the financial statements.

Sofia

30.04.2010

Signed:



Ivan Dochev, Auditor



## Membership and Partnerships

BCAF has been an active member of:

- ▶ The DMS Project – a joint initiative with the Bulgarian Donors Forum. In addition BCAF's Director is an elected Board member of BDF.
- ▶ The activities of the Bulgarian Network of the UN Global Compact - BCAF's Director is an elected member of the Advisory Board
- ▶ The activities of the CSR Committee of the American Chamber of Commerce with BCAF's Director acting as a Co-Chair, especially in the joint work for Volunteer Days 2009.
- ▶ The activities of the Bulgarian Business Leaders Forum
- ▶ The Consultative Board on Corporate Social Responsibilities Issues at the Ministry of Labour and Social Welfare

In 2009, we participated in the following business award judging panels, contributing our research and practical experience:

- ▶ Best CSR Company, awarded by Pari Daily newspaper, supported by Deloitte Bulgaria
- ▶ The 6th Responsible Business Awards of the Bulgarian Business Leaders Forum

## BCAF's Council of Founders:

Boriana Kadmonova,  
*representing Evrika Foundation*

George Stoytchev,  
*representing Open Society Institute*

Michael Tachev,  
*representing Ss Cyril and Methodius International Foundation*

Mihail Boyadjiev,  
*representing the Union of Bulgarian Foundations and Associations*

Russell Prior,  
*representing Charities Aid Foundation, UK*

## Board of Directors

### Chairman

Michael Tachev  
*Executive Director, Ss Cyril and Methodius International Foundation*

## Members

Boriana Kadmonova  
*Executive Director, "Evrika" Foundation*

David Hampson  
*Executive Director, "Grenville" Bulgaria*

Ivo Eugeniev  
*Executive Director, "Khan Asparuh" AD*

Ivo Hristov  
*Legal Advisor to Bulgarian Parliament*

Irina Nedeva  
*Journalist, Bulgarian National Radio*

Lyuben Belov  
*Managing Director, "Sofia Ventures" AD*

Mihail Boyadjiev  
*Attorney At Law, Partner, "Dokovska, Atanassov & Associates"*

Nikolay Mladenov  
*Politician*

## Team

Elitsa Barakova  
*Executive Director*  
*(maternity leave from April 2009)*

Yana Rupeva  
*Donor Programmes Manager*  
*Acting Co-Director from April 2009*

Lyudmila Atanassova  
*NPO Training and Consultancy Manager*  
*Acting Co-Director since April 2009*

Vesselina Mihaylova  
*Donor Programmes Coordinator*

Iva Yankulova  
*Donor Programmes Coordinator*

Lena Dragolova  
*Programme and Office Coordinator*

Angel Atanasov  
*IT and Database Maintenance*

Donatella Falzetta  
*Volunteer*

# The year in photos





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*Registered Charity Number 20021107001*