

Workshop for Civic Initiatives Foundation

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We invest in people, knowledge, skills, communities, social development



It all began in 1997 with a small training programme for grassroots organisations and in 2001 out of it emerged the Workshop for Civic Initiatives Foundation. Five years later, the Foundation is developing on fast track. Our programmes are like children – constantly growing, asking difficult questions, changing, passing through different periods and learning on basis of the experience gained.

Our programmes achieve very important goals – stimulate people for joint actions, for discovering new opportunities and perspectives. They build trust among the participants, as well as confidence in their own ability to change their small community world. Our participants become not only capable but also eager actively working social development practitioners.

We do not simply support ideas - we invest in people, knowledge, skills, communities, social development. We build relationships with our grantees, but at the same time help them to build their own. Thus, we invest in partnerships, which we consider crucial for the process of development.

We do not simply fund projects - we support communities that possess potential for development, who demonstrate creativity, involvement, who can stimulate their fellow community members and undertake actions towards solving either local problems using very often their own or some other resources on the spot.

For 5 years, we have learned a lot and one of our major lessons is that values like trust, partnership, care and accountability are still alive in our country and reinforcing them in the society is worth the effort.

The Annual Report we are providing to your attention is our effort to present our work in 2006. Our achievements are the result of joint efforts of different people – Board of Trustees, employees, volunteers, donors, partners, programme participants, etc., all those that share our vision and ideas. Our team also keep growing and gaining experience as our work has provided us with insights, with challenges and freedom and conscientiousness to respond to the needs of the environment we work in and for.

It is my pleasure to thank all those who contribute to our work with funds, ideas, involvement and time!

Iliyana Nikolova Executive Director WCIF



Annual Report 2006Workshop for Civic Initiatives Foundation





Workshop for Civic Initiatives Foundation (WCIF) was created in 2001 as indigenous Bulgarian NGO building its structure and capacities over the gained experience in the process of implementation of the Charity Know How Programme for Bulgaria. The team implementing the programme decided to create an organization on the basis of achieved results and thus develop new opportunities for common work with civic groups and NGOs in the country. The organization is registered in the Ministry of Justice Department for the public benefit entities under No 003/16.11.2001

Since its establishment, WCIF has funded more than 400 projects to the amount of more than 2 000 000 BGN, as well as trained more than 150 Bulgarian civil society organizations, which makes the foundation one of the leading Bulgarian foundations.

WCIF Mission

We work to encourage different communities to take responsibility and to work actively for social development using effectively the available local resources.

WCIF has a long-term vision of becoming:

- A source of indigenous and independent funding for civic initiatives related to social justice, community development and CSO development in Bulgaria;
- A source of cutting-edge expertise in the areas of CSOs development and sustainability, community development and participation, as well as local philanthropy development;

The WCIF underlying values and principles are:

- Participation and inclusiveness we perceive participation and inclusiveness as a key
 factor for the success of our work as it provides the necessary balance and involvement
 important to every intervention in the field of development;
- Communities have their resources this is crucial for the process of local development
 and is a turning point of our approach to work as we are trying to build on the local
 assets instead of introducing new ones;
- Dialogue with all parties involved (Sociability for dialog) this is our instrument to encourage partnership and guarantee involvement on the basis of honesty and openness for effective cooperation;
- Accountability and transparency we are open and accountable not only to our donors, but also to the communities we work with/for and to all interested in our work;
- Value for money we provide not only know-how but built relations and invest in communities thus mobilising local potential and ensure effect of our work far beyond the value of the investment made;
- Recognizing, understanding and respecting diversity we respect and appreciate the
 efforts and work of everybody for achieving social change despite of ethnic origin,
 religion, sex or age.

A source of indigenous and independent funding

A source of cuttingedge expertise

Zaedno.bg unites the charity in Bulgaria.

The idea of the web site is to overcome the traditional charity campaigning that happens only on holidays.

The ambitious aim of Zaedno.bg is to unite the charity gestures and the efforts of nongovernmental organizations, institutions and citizens to encourage philanthropy in Bulgaria. The web site helps donors to donate easy and fast by their credit and debit cards. The web site gives reliable information and an opportunity to the donors to choose which charity campaign to support.

Dnevnik Daily Newspaper

WCIF Objectives:

- To promote a community development approach and empower local communities to take the initiative and control over the solutions of local problems, and the creation of development opportunities on the basis of local resources;
- To promote citizens' participation as main tool for development;
- To contribute to the development of local philanthropy;
- To contribute to the increase of the quality of performance of the civil society organization through investment in their capacity;
- To contribute to the process of networking and sharing of experience of the civil society actors at national and regional level;
- To build effective working capacity of WCIF and ensure WCIF financial sustainability;

WCIF objectives are situated in the broad framework of WCIF operations, based on four areas of intervention:

- Capacity Building Work; (Trainings, Consultancy for NGOs and Support for Professional Development of NGO trainers and consultants)
- Financial Support to Community-based Organisations for Public Benefit Projects;
- Philanthropy Development Work;
- Cooperation Development Work;

WCIF is among the few foundations in Bulgaria which systematically combine financial assistance with capacity building to NGOs and CBOs. Thus, WCIF goal is not only to provide financial support for implementation of public benefit projects but at the same time to strengthen the capacity of the NGOs and CBOs in the country.

Support options:

- Named Fund
- Field of Interest Fund
- WCIF Fund

You can support the work of WCIF through different options:

Named Fund – this is a special facility set at the foundations. It is named by the provider of the financial resources and the foundation provides support for setting the fund and its management in accordance with the wish of the donor;

Field of Interest Fund – this is specially set by the Foundations funds with specific purposes such as "Zaedno" (Together) Fund, that supports causes of different organizations, with the funds raised by the web site www.zaedno.bg, or the My Roots Fund or the NGO Capacity Building Fund.

WCIF Fund – this is fund after the name of the foundation, which funds good community development projects throughout the country.





It would have been impossible for WCIF to follow its mission without the generous support of its donors, friends, partners and volunteers.

Public and Private Donors



Charles Stewart Mott Foundation



Trust for Civil Society in Central and Eastern Europe



EU DC Enlargement



Leonardo da Vinci Programme



First Investment Bank

GP Commerce Ltd.

Special School Fund

- Bulgarian Post Bank AD
- Orgahim AD



Capacity Building Fund Supporters

Up to 100 BGN

- "Integro" Association
- Vanya Bojilova
- Iliyan Iliev

Up to 10 BGN

- "Internet Rights Bulgaria" Foundation
- CVS Bulgaria
- "Association for Development of Etropole Municipality"

- "Centre for Social and Health Services" Association
- "ICT Cluster" Foundation
- "Future for the Children" Association
- Blagoi Michri
- Svetla Danailova
- Penka Popova
- Dafinka Hristova

Young Roots Fund Supporters

- · Velmar Ltd.
- Elitsa Videnova

Zaedno.bg Supporters

Over 200 BGN

Nanko Kutzarov

Over 100 BGN

- Svetlina Ignatova
- Mirela Kozareva

Up to 100 BG

- Borislav Handziev
- Ianko Nedelchev
- Konstantin Pepeldzijski
- Vladimir Vladov
- Malina Krumova
- Ivan Kostov
- Petur Hadzipetrov
- Petko Popadijski

Up to 50 BGN

- Kiril Kirchev
- Russi Russev
- Nikolay Koichev
- Veneta Stoyanova
- Dilyana Spasova

Up to 10 BGN

- Maria Averina
- Milena Popova
- Maria Petrova
- Zivko Parnarev
- Velik Dunchev
- Flitza Barakova
- Dimitur Angelov
- Milko Kopanarov
- Georgi Tzvetkov

Bulgarian Donors' Forum Vinprom Svishtov

Coca Cola HBC

ORT

Theatre Academy Krastyo Sarafov

RIZN Communication Design Studio

Raitz-2

Programata - Free Cultural Guide

NetInfo

Bulgarian National Radio

Maria Grozdeva

Teodossiy Spasov

Partners

We would like to thank the WCIF Partners for their support and contribution during the year.

Bulgarian Donors' Forum, Vinprom Svishtov, Coca Cola HBC, ORT, Theatre Academy "Krastyo Sarafov" for the support for the first edition of Zaedno award event.

RIZN Communication Dezign for the pro bono work for the creation of Zaedno.bg identity.

Raitz-2 for printing more than 10000 Zaedno.bg flyers free of charge.

"Programata" Free Cultural Guide – for publishing advertisings of Zaedno. bg and WCIF free of charge.

NetInfo for publishing banners of Zaedno free of charge.

Bulgarian National Radio.

Special thanks to Maria Grozdeva (Double Olympic Champion) and Teodossiy Spasov (kaval player) for voicing the Zaedno messages probono.







The programme Effectiveness and Efficiency for Change in its NGO Capacity Building Fund part was another inspiring challenge of WCIF that I became part of. It was something new not only for the approved organizations, but also for me as a trainer, as well as for the other colleagues I worked with in the consultancy team.

Unlike the usual structured module as trainings, the Fund relied on the individual approach – each organization could request consultation on a specific topic important to its work. For me personally, this was new approach. Now at the end of the second cycle of the programme, I can definitely say that such approach is effective and provides positive outcomes. In the process of our common work, I saw how the organizations rediscovered and realized on their needs.

Organizations' teams and their consultants not just applied decisions of the standard and usual organizational problems, but they also tried to ask the right questions for the needs of the organization and searched for the answers together.

Georgi Tsvetkov

4.1. Financial Support for NGOs

During the year, WCIF continued to provide funding through small grants to different civic society organizations. The funds were disbursed through an application process and decisions for funding made by independent body – Advisory Group (AG) which worked as grants committee and consisted of experts in different fields in close relation to the different funds objectives. The AG members were valuable resource for WCIF as professionals and objective assessors working on voluntary basis. The grants delivery was organized through different funds, as follows:

Capacity Building Fund

The main objective of the Fund is to encourage NGOs to define their development and expertise needs and to make purposeful efforts to improve the quality of their work. The Fund gives NGOs an opportunity to secure external support (funding for consultations or trainings) on various organizational development issues – e.g. teambuilding, financial sustainability, publicity, etc. The programme gives the organization the opportunity to develop some specific products like a strategic plan, a PR strategy etc., and also it creates space for development skills in the specific area of consultations.

During 2006, under this programme, WCIF delivered grants to 21 organizations. The average amount of the grants is 2240 BGN. Each grant was 30% co-funded by the participants' organizations.

For Profit Activities Fund

WCIF has developed this fund facility as a special tool for encouraging Civil organizations in developing for profit activities as an additional funding source for their organizations. The organizations selected for the training in development of business activities could apply for funding for a grant of up to 500 BGN for different activities that could help them develop a business plan. Organizations mostly use the grants for marketing researches, consultations with experts, product development, evaluation, etc. The total amount of the grants disbursed in





Craft House - Nova Zagora

Business Center / Businessincubator - Nova Zagora 2006 under this fund is 7700 BGN. On the basis of the business plans 11 organisations received bank loans for for-profit activities to the total amount of 75 800 BGN, which proves the very good cost effectiveness.

Zaedno Fund

Zaedno fund raised money for charitable campaigns of civic organizations and institutions through the web site for online donations www.zaedno.bg. In 2006, with part of the raised money, Face to Face foundation was supported for the organization of training for children from the orphanage St. Ivan Rilski in the village of Razliv. Municipality of Oryahovo was supported for repair works of a house, stricken by the floods in the spring of 2005.

Special School Fund

In early 2006, upon request by donors, we established this special fund. The fund received donations from Bulgarian Post Bank AD and Organim AD. The 350 BGN was spent for the organisation of a special event for the students.

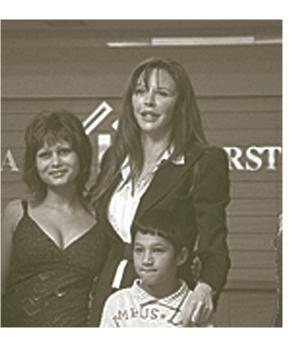
Challenge Fund

Within the framework of this fund, WCIF provided matching funding to locally raised funds for publicly beneficial projects. Some of the organizations organized one-off fundraising event and others implemented a series of fundraising activities in the framework of a strategy for mobilizing local resources.

During the year, there were four matching sessions (the organizations apply with evidence for the money raised from the local communities). The open format of the grants scheme provides the opportunity for the organizations to apply not only for the funding of their project activities but also for their core costs or for other type of investments that are not popular among the usual donors.

The main matching decision criteria used by WCIF was whether the local contributors approved the proposed expenditures (local business community members who supported the organization through donations).





The executive director of FIB Maya Georgieva together with Miglena Toneva from the Olga Skobeleva Orphanage who won the FIB university scholarship.

In 2006, in the framework of that fund WCIF delivered grants to 30 organizations. The total amount of the funding made by WCIF is 28 830,35 BGN and it is equal to the locally raised 28 830,35 BGN. The effect of WCIF support is matched and the total amount of the investment is 57 660,70 BGN.

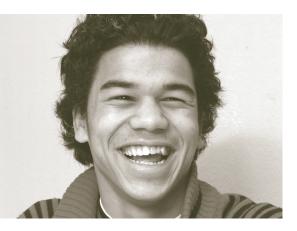
First Investment Bank Social Responsibility Fund

On February 1, 2006 expired the final term for submission of projects for the second session of the "First Investment Bank Social Responsibility Fund". The fund is a unique joint initiative of First Investment Bank (FIB) and Workshop for Civic Initiatives Foundation.

By the application deadline, projects of 51 organisations from 30 towns and villages were submitted at WCIF office. The WCIF Advisory Group assessed the received project proposals and short-listed for funding. Then representatives of First Investment Bank took the final decision on the grants awarded. Seven projects received funding. The projects were submitted by organisations from village of Doganovo, Gabrovo, Plovdiv, Ruse, Sofia, Stara Zagora and Trun. The total amount of the funding is 25 340 BGN.

In 2006, the bank decided to provide a fellowship for one person for the first year at University. The fellowship was awarded to Miglena Toneva from Olga Skobeleva Orphanage that started to study Economic Management at the University of Plovdiv. The 2000 BGN was granted to WCIF, which disbursed the money on monthly basis to the student.

To the end of the year, WCIF came up with a new initiative. The bank employees collected some money during specially organised event. The donated 1500 BGN was split among year 2006 grantees and some equipment was bought. Maria Grozdeva, Double Olympic Champion, handed the equipment to the institutions.



Radi Mihailov

Radi Mihailov, 17 years *Asen Zlatarov Institution, Sofia*

The interesting thing is that I found for myself that I could make something beautiful, something that makes other people glad. I feel I make people happy. Of course, there is a lot of pressure, because we are in a hurry to realize all the orders in time, I have never been late with an order... I am excited, because I will create a card for my mother and my family for first time; I think it will fill them with joy.

But I think that the development process itself taught me to be concentrated in the details, to pay attention to the implementation, to be careful if what I create is beautiful. It is good for me, because when somebody learns to make perfect what he's working on, he will seek perfection no matter what his profession is.



Rumen Georgiev

Rumen Georgiev, 14 years

Institution, town of Gabrovo

I wanted to join the project when I learned about it, because I wanted to gain some knowledge about computers. I needed to have some basic skills. I know there is much more to learn, but it was useful for me and will be good enough when I start to work somewhere, because I will know what to do. Computers are not my passion. I want to be an interpreter, that's why I want to do something connected with the German language. I'm learning it, I started to attend language courses 3-4 years ago, and I learn it at school too, and I really enjoy it... what I liked most in the project were some role-plays and we had the tasks to solve different problems, we learned the role of the leader and how to take a decision. There was a game in which two companies compete. We were devied into two subgroups and our goal was to come to an agreement between the companies. I think this role-play tested our managerial skills... I think that the leader should be able to trust his team avoid the conflicts, not to be afraid to take risks, to be able to take decisions, because he is the one who is in charge...

We've learned many lessons. One of the most important things I would like to tell the beginners in the field is to have a positive attitude... The sceptical way of thinking about sustainable fundraising is fatal. (I can't say it's hard to disprove those who don't believe after the first successes, they become more open). However, it is far easier to be optimistic, and of course very well prepared and motivated. Then the success is there...

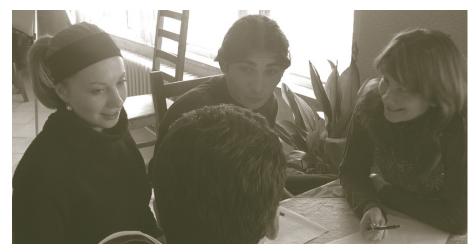
We have learned important lessons from the fundraising techniques we had used. For example, now we know that pay-roll giving "needs" patience and persistency, it is a process of developing donor's loyalty. Now we know that membership fee doesn't bring a big amount of money but it increases the number of long-term supporters and friends of the organization. It turned out that the checks with 5% discount are very useful. When our donor has these checks back to his company or shop, he realizes how many people we work with. This is a way to convince our donor in the significance and dimension of our activities. That is a basis for developing sustainable relations.

The most important outcome for our organization from the participation in the programme is the positive changes in our style of work, management and vision. We've learned how to plan better, how to be more professional, we gained useful experience which gave us self-confidence...and we made new friends.

WCIF taught us that it's not necessary to receive a big amount of money...Don't seek money, search for friends. This was the key to our success. And exactly such friends we've found during our work for the programme – people who are interested in our work. Now companies are coming by themselves for becoming our partners.

Antoaneta Borisova

Friendship Foundation Plovdiv



Ecology and Alternative Tourism Society, Popovo





4.2. Capacity Building Work

In 2006, WCIF continued its active work in provision of training and consultancy support to NGOs in order to improve the effectiveness of their work with communities, building their financial sustainability and improving their image. We worked in two main areas:

Training and Consultancy Support to NGOs in Specific Areas of Operation

Sustainable Fundraising Skills Training Programme

Ten organizations participated in this programme. The participants were encouraged to think in long-term perspective and to develop a fundraising strategy.

During the two training modules the participants were introduced to new fundraising techniques and approaches such as diaspora fundraising; fundraising boards development; cause related marketing; payroll giving; funds development, etc.

After the first training module, the participants presented to WCIF draft versions of their strategies for sustainable fundraising. Then the organizations had 6 months for the implementation of their fundraising strategies. The monitoring and consultancy visits show real commitment of the organizations and some very optimistic signs of success of the really challenging activities.

For Profit Management and Marketing Skills Training Programme

The programme was built on successful Bulgarian NGO for-profit practices and included training, consultations and funding. The training and consultation topics were: business planning; product development; product cycles; legal framework for the profit activities of non-profit organizations; selling skills etc. During the process of development of their business plans, each organization had the opportunity to receive a concrete consultation in the area of their business ideas.

... When some of my colleagues ask me "What do you think is it worth working together with WCIF", I say "It's more than worth". And what I learned a year ago in hotel Hemus during the training I shared with colleagues and friends in training in Momchilovci in September 2005. We even copied the training materials. I am not sure if it is ok – may be it is a plagiarism, but the topic of the session was "Fundraising techniques or what have I learned from WCIF". I don't think it's wrong, even on the contrary – at least 30 community centers found out about WCIF, about our common work and experience. It was something like advertisement – some of our colleagues are already working together with WCIF, others intend to try it.

Emilia Shusharova Kurtovo Konare

Support for Professional Development of NGO Activists

WCIF purposefully created different capacity upgrading possibilities, among which:

Fundraisers' Club

WCIF launched a new initiative – establishing a Club of the professionals working in the field of fundraising. We identified 10 people with track record in the field and invited them to become members of the Club.

Community Development Summer School

As part of the efforts for capacity building of different NGO activists working in the field of community development in September 2006, the Workshop for Civic Initiatives Foundation initiated the first of its kind in Bulgaria Community Development Summer School. The initiative was implemented in the framework of an international project Community Development – discourse and practice in CEE, which is implemented in partnership with three non-governmental organizations (Romanian Association for Community Development, Romania, Partners for Democratic Change, Slovakia and Allavida, UK) with the financial support of the European Commission. The school gathered 40 community development practitioners and representatives of academic institutions from Bulgaria and Romania, who shared within eight days their experience and new ideas for work.

Trainers and lecturers in the Summer School were representatives of Bulgarian and foreign non-governmental organizations and institutions with a track record in training delivery and community development such as: Alina Porumb – Romania, Blazena Huskova – Czech Republic, Dimitar Tzolov – Bulgaria, Dushan Ondrushek and Karolina Mikova – Slovakia, Katarina Kubinakova – Czech republic, Rachel Marshal – Northern Ireland, Leo Singer – Slovakia, Nicolae Cuta – Romania and Janos Wagner – Hungary.

Raising the Capacity of NGO Trainers and Consultants

WCIF organised several training events as part of the efforts of the foundation for increasing the quality of operations of the sector as a whole. WCIF invited NGO trainers from different organisations as participants in the workshops. The training sessions were on different topics and introduced the peer learning approach as a main tool for training.

Our clients for trainings and consultations during the year: United Nations Development Programme/Ministry of Labour and Social Policy, SANE Project, Bulgarian Telecommunication Company, PSI - USA, Initiative for Health Foundation, and National Institute for Training of Directors – Ministry of Education and Science, Sofia Municipality, Panacea Foundation, etc.



4.3. Local Philantropy Development

In 2006, Workshop for Civic Initiatives Foundation worked actively for development of local philanthropy.

Web Site for Online Donations www.zaedno.bg

One of the main things WCIF did regarding local philanthropy development was the creation of the first of its kind in Bulgaria web site for online donations – www.zaedno.bg (zaedno means together). Zaedno.bg was developed with the purpose of establishing a permanent facility for the NGO sector and different institutions to raise funds for their campaigns. At the same time, zaedno.bg is the answer to the challenges of the new technologies. Through the web site every citizen can find a worthy cause to support, to inform himself, to donate money and to see the results of his donation. Zaedno.bg tries to develop philanthropic attitude as well as responsibility on behalf of both donors and beneficiaries and to enhance individual donations in Bulgaria in the long-term perspective.

The first campaigns, published on the web site, were for raising funds for the people, affected by the floods in Bulgaria, for development of social skills of children in institutions, for single mothers' homes refurbishment, for environmental protection, for Bulgarian National Film Archive films' copies preservation, and restoration of the Bulgarian Orthodox Church St. Stephen in Istanbul.

WCIF initiative for the on-line donations web site was supported by companies, newspapers, magazines and online media as well as by celebrities.

In November 2006, WCIF received the "BG Site 2006" Jury Award for www.zaedno.bg in "Society" category. This award was a very important distinction for WCIF.



Another important WCIF initiative for 2006 as regards local philanthropy development was the establishment of Zaedno Award for best fundraising campaign.



Zaedno Awards Ceremony - giving the Best Fundraising Campaign Award

30





Zaedno Award's statuettes

Zaedno Award was set up with the aim of giving publicity to successful fundraising campaigns in Bulgaria, carried out in the last few years, and at the same time to popularize good fundraising practices.

The award was bestowed to organizations and companies, which successfully raised funds in 2004 and 2005. The criteria for assessment of the campaigns were the achieved financial results, transparency and efficiency of the raised funds distribution, stakeholders involved, innovative approaches and impact on the philanthropic practices and attitudes in Bulgaria.

The applicants for Zaedno Award were assessed by the following jury: Biser Manolov – Chairman of the Management Board of the Bulgarian Deposit Insurance Fund, Valeri Manchev – notary and WCIF Board Member, Veronika Bilsky – Programme Coordinator of Trust for Civil Society in CEE, prof. Georgi Lozanov, Neil Buhne – Resident Representative of UNDP, Nikolai Penchev – editor-in-chief of 168 chasa weekly, Ralitsa Againe – Deputy Chair in charge of the Insurance Supervision Division. The awards were given at an official ceremony on June 8th, 2006 that was held before an audience of more than 100 people.

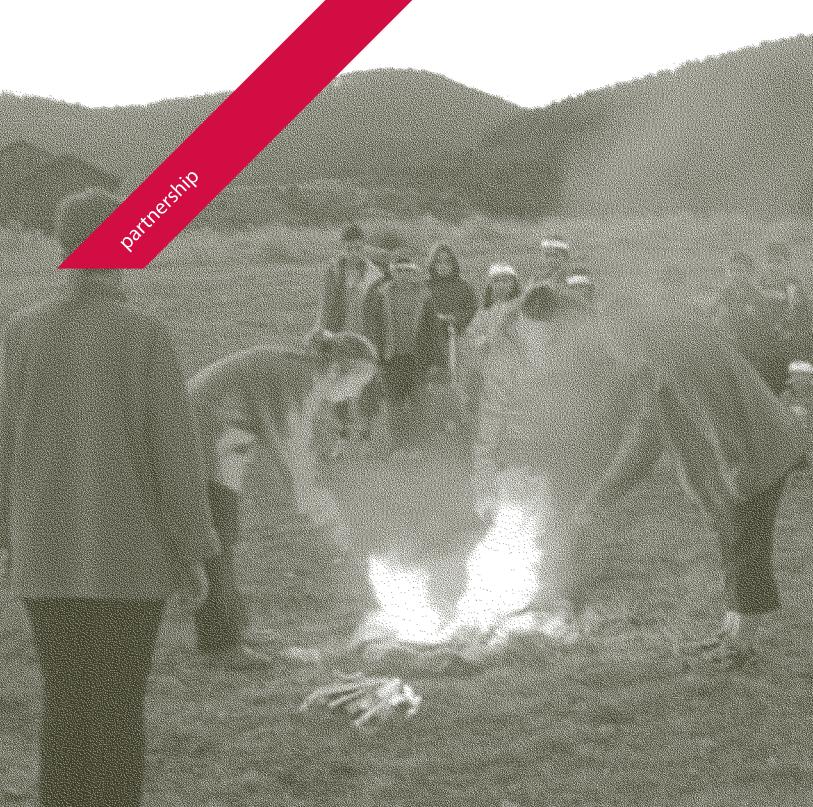
Five of a total of 16 applicants received awards in the categories:

- Best Fundraising Campaign the campaign "135 Anniversary of St. St. Cyrilus and Metodius Primary School", implemented by the School Board of Trustees at the school, village of Barkachevo.
- Most Innovative Campaign the campaign "Let's Hear the Children's Dreams", implemented by GloBul.
- Best NGO Fundraising Campaign two awards were given in this category: the campaign "A better life for the youths with mental and physical disabilities", implemented by "We Exist Too" Association and the campaign "Healthy Children for a Better World", implemented by "Children of Ruse" Foundation.
- Biggest Amount of Raised Funds the campaign "Children Our Future", implemented by "Community fund", Stara Zagora.

Bulgarian Donors' Forum, National Academy for Theatre & Film Arts, ORT, Coca Cola Hellenic Bottling Company and Svishtov Winery supported the event.

Living Heritage Photo Exhibition

The exhibition consists of 70 photos, taken in Bulgaria, Bosnia, Macedonia and Romania where in the period 2001-2005 the Living Heritage Programme was implemented. The event was a kick-off for the WCIF initiative to raise funds for new programme for revitalisation of the Bulgarian Culture with youth participation.



Probably only people engaged with the problems of education will appreciate the huge potential, energy and purposefulness of each element of the training... It looked like we found the idea by ourselves, and afterwards we understood how well we'd been directed by the trainers. We jumped in our roles more or less prepared, but there was always something to comment or evaluate. And everything had one purpose – to go from this training full of FAITH that we can do it.

All this was in Sofia. And we had to go back and to deliver the store of energy at home... Because we were not alone... and because there were people who grabbed the ideas that had been born in the new contacts, relations during the training. People understood that we could stay attached to the attitudes of last century. We felt like we met a wise man – it seemed he said what we though ourselves, but he could formulate it, whereas our thoughts were scattered. People say, "You can find the way if you know where you are going to". And we were shown where to go and how to arrive safe.

. . .

After our common work with WCIF in the last months, we are not the same! We have developed a will, and we have a worthy and promising partner! We feel confident and elated! And most of all we feel wide-awake!

Petya Rusinova

Selanovci

4.4. Cooperation Development

WCIF continued to build good working relations and cooperation with different NGOs from the country and the region as well.

European Foundation Centre Annual Meeting and Community Philanthropy Initiative

The Executive Director took part in the meeting, held in Brussels in May 2006 and gathered representatives of more than 300 donors' institutions throughout the world.

Grant makers East Group Meeting

The 11th annual GEG meeting took place in October in Belgrade, Serbia. The Executive Director attended the event - Iliyana Nikolova was a keynote speaker in the panel about the different expectations of donors and regranting organizations, together with representative of Balkan Communicative Initiatives Fund, Mott Foundation and the Dutch Ministry of Foreign Affairs.

Second Donors' Conference

The WCIF Executive Director was invited to sit at the Programme Committee of the conference. Thus, WCIF has became one of the five institutions which supported the event and the Financial Minister and the USA Ambassador to Bulgaria welcomed it.

WCIF Programmes' Participants Annual Meeting

Alternative Funding Sources was the topic of the traditionally organised by WCIF Annual meeting of its Programmes' Participants. More than 80 people attended the meeting held in July 2006 for 4th time by WCIF. All the participants paid their travel expenses. Each organisation had the opportunity to present its activities in a specifically organised space. The meeting was attended by representatives of different donors' agencies, as well as some organisations working in the field of sustainability of NGOs.

During the oneday meeting several workshops on specific topics were organised such as Corporate philanthropy – marketing or charity, For profit activities of not-profits – golden mine or moving sands, Bulgarian NGOs and the European Union, Philanthropy Development Initiatives and NGO Governance.





Annual WCIF Meeting participants

Two traditional ceremonies were part of the event.

WCIF gave the award for best essays, reflecting the work of the organisation as part of the WCIF programmes. We gave three awards, out of the more than 15 essays we had received. The essays can be found on our web page.

WCIF paid recognition to all our volunteers through inviting them to the meeting and awarding them with certificates.

WCIF Membership

Bulgarian Donors' Forum

During the year, WCIF continued to be an active member of the Bulgarian Donors Forum. Two organisations initiated different joint initiatives. BDF supported the Zaedno Awards.

Bulgarian Business Leaders Forum

WCIF continued to be a member of the BBLF. This membership is perceived by the foundation as good opportunity for work in the field of local philanthropy, based on the wide membership in the Forum.







Mission Possible? Local Resource Mobilisation in Bulgaria

The aim of the publication is to present the WCIF sustainable fundraising programme through different points of view – the one of outside evaluators and the one of the programme participants. The book is a documentary story about the changes that occurred in a year's time in 20 relatively small community-based organisations throughout the country and WCIF does hope to encourage others to start the journey of local resource mobilisation. The book is in Bulgarian in printed version. It could be downloaded from WCIF web page as well.



Mission Possible? Local Resource Mobilisation in Bulgaria Training Materials

The book presents training materials in local resource mobilisation developed by WCIF. They have been used in the delivery of training modules for the last 4 years and have been constantly improved based on the local context and Bulgarian fundraising experience. The book is in hard copy, but it could be downloaded from WCIF web page as well.



Forum Theatre Handbook

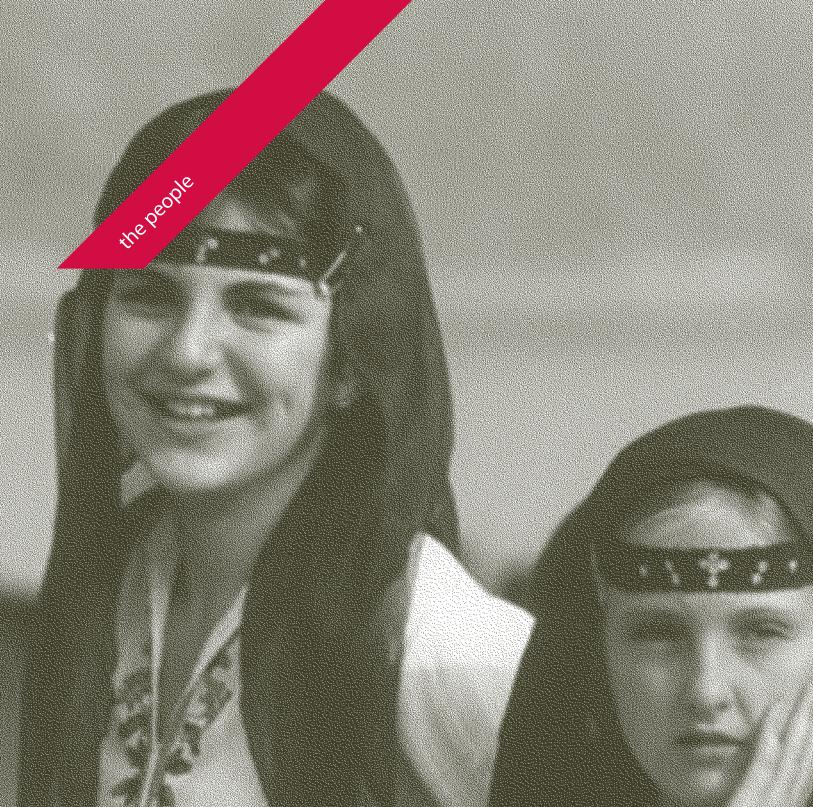
In October, WCIF published a handbook on forum theatre. The book is the first edition in Bulgarian, presenting the forum theatre as a method for adults' learning, as well as a way for solving social problems, a factor for strategic thinking and raising the sense of community identity and basis for active involvement in the social life in communities. The handbook describes not only the methodology of the forum theatre, but also the experience gained under the implementation of the project "Forum Theatre – a Method for Adults' Learning". WCIF team believes that the book will contribute to the popularization and successful application of the method for all those interested.



NGO Governance Handbook

What is good governance in an NGO? Who is responsible for the strategic management? What kind of communications should be established between the governance and management bodies? What practices exist in Central and Eastern Europe? Has your organisation established proper governance and management practices? The answers of all these and many other questions could be found in the publication. The handbook could be used as valuable resource in identifying and understanding the role of the governing bodies, as well as receive ideas how to put in practice the good governance practices.





In 2006, the organisational development work was directed to the effective operations of WCIF in the field of community development and local philanthropy. Special efforts were made to develop professional advancement of WCIF team and to set the right way of communication of the organisational values, goals and approaches with wider range of stakeholders. All this contributed to the establishment of WCIF reputation of private foundation, providing funding in an accountable and transparent manner.

Organizational Development

The professional development of the team members remained the priority task of the Executive Director. More than 80 supervision staff sessions were hold during the year and professional advancement plans for the staff members were developed and regularly updated. On a regular basis 3 team retreats were organised where activity plans were made, alongside with team building exercises and discussions on different issues of interest happened.

As a supporting strategy for achieving sustainable results, WCIF continued to seek and provide opportunities for knowledge and skills upgrading of the team members.

- The Training Manager was enrolled in Development School, validated by the University of Northern London.
- Study/Exchange visits to Northern Ireland WCIF Grants Manager visited Northern Ireland twice, as part of a sharing-of-experience project. During this visit, the Grants Manager managed to identify potential partners for WCIF, and established good working relations, as well as gathered information about different good practices.
- Training in EU Funding Mechanisms and Project Cycle Management The Programme Assistant took part in 2 Training Modules delivered in Bulgaria and Romania.
- Intercultural Dialogue Workshop for intercultural dialogue and its dimension within the European Cultural Identity. The event took place in Sarajevo. The training Manager was invited as participant by Borderland Foundation, Poland.
- Study visit to Malta The trip was part of an EU funded project. During the study visit a documentary about forum theatre as a method for adult learning was produced. Currently WCIF is disseminating the CD with the documentary, which could be used as supplementary to the Forum Theatre Guidebook published by WCIF.



Children, participating in the "Skautska Zemia" society project, Luki

In 2006, WCIF continued to employ outside consultants. A team of 9 people, experts in the field of community and NGO development and communications, 2 art-consultants with expertise in the field of art, 1 consultant with business background and 1 in the field of PR was set. Special efforts were invested in upgrading the skills and knowledge of the consultants' pool in topics such as marketing, communications, and strategic development and communication skills.

Volunteers

The year was marked with specific work in the field of development of Foundation's volunteers. Four students from Sofia University were hosted. They provided valuable support in systematizing all media coverage materials, logistical arrangements of trainings, as well as the annotation of the book items in our development library.

WCIF Awards

The Zaedno web page, which was nominated together with WCIF web page, received the Jury Annual award of the Bulgarian Web Association in the Category "Society'.

Media Coverage

In 2006, there were nearly 100 publications about WCIF as an organization or about some of its initiatives and events.

WCIF activities were covered by different national media, such as Channel 1 of the Bulgarian National Television, Eurocom TV, EUropa TV, Bulgarian National Radio – the programmes Hristo Botev, Horizont, Radio Bulgaria, Dnevnik Daily, IT Forum magazine, Telegraf Daily, Pari Daily, Trud Daily, Capital Weekly, Edna sedmica v Sofia Weekly, Freestyle biweekly, etc. In addition, online media published articles about WCIF and its initiatives in: Bulgarian Telegraph Agency, IT Forum, Data.bg, Capital, Si and Sis, BG blago, RFI, Vseki den, Netinfo, Focus Agency, Big.bg, Insurance. bg, Banki, Investicii, Pari, Job suit, Dir.bg, Top.bg, Journey.bg and Dnes.bg. The largest interest of the media was attracted mainly to three WCIF initiatives – "Zaedno" Award for best fundraising campaign, the web site for online donations Zaedno.bg as well as the FIB "Social Responsibility Fund", managed by WCIF.

For the first time in Bulgaria, WCIF was branded with special brand box in Programata Guide Weekly. The magazine published more than 20 branding boxes of WCIF.

For WCIF, 2006 was a quite successful year in terms of media interest and coverage, which shows that the media in Bulgaria become increasingly more interested in issues such as corporate social responsibility, local philanthropy, as well as social development.



Zaedno.bg won the jury award in the "Society" category of the annual contest "BG site 2006".



WCIF Trustees

Georgi Genchev

Tatyana Arsova

Tatyana Kovacheva

Valeri Manchev

Vesselina Stoyanova-Anastasova

WCIF taught me to believe in myself, to turn to myself, and to know myself. The "Workshop" was an environment of favourable sympathy and human kindness where the cocoon of my social skills grew up – my social identity – such as feelings, attitudes, and motives for work, personal satisfaction, and professional vocation.

So my "rational egoism" was born as my life credo, and I decided to work for my community, because it's my inner need. What is more – from the thin silk of the cocoon we all created our child – the PROJECT, which together with WCIF we've raised together...

Silvia Alexandrova - Kula

WCIF Team

Iliyana Nikolova Executive Director

Yuriy Vulkovsky Grants Manager

Dimitat Tsolov *Training Manager*

Milena Popova Financial Manager

Krasimira Velichkova Development Officer (on maternity leave since October)

Teodora Velichkova *Programme Assistant (until October)*

Maria Averina
Programme Assistant

Maria Petrova
Office Manager

WCIF Advisory Group Members

Monica Hristova

Dona Prodanova

Stefan Popov

Nevena Tsoneva

Vencislav Panchev

Ivaylo Georgiev

Lubomira Kolcheva

Rada Stamenkova

Tsanka Vasileva

Vesela Gercheva

Iva Taralejkova

Georgi Bogdanov

Iva Boneva

Teodor Mladenov

Neli Petrova

Ognyan Drumev

Pavlina Filipova

Stefan Stoyanov

Sabina Sabeva



A post card made by children with the financial support by the FIB Social Responsibility Fund.

WCIF Volunteers

Kremena Hristova

Plamena Georgieva

Alexandar Stoikov

Nikolai Stefanov

Petar Simeonov





Grants' Statistics



First Investment Bank Social Responsibility Fund

Foundation "Pokrov Bogorodichen", city of Sofia

WCIF grant – 3606 BGN*

Organization's own contribution (financial and in-kind) – 1973,92 BGN

Creative and work activities for young orphans from 2 social institutions ("Institution for Care and Education of Children Missing Parent Care").

"Support for the young people" Association, town of Rousse

WCIF grant – 3926 BGN Organization's own contribution (financial and in-kind) – 3103 BGN

Creation of "Youth club for support, education and self-realization". Implementation of 4 workshops – Computer literacy (text processing); Digital photography; Web-design; Application for new job – for 34 children.

* *Rate:* 1,00 Euro = 1,95 BGN

Association of Bulgarian Scouts, town of Plovdiv

WCIF grant - 3562 BGN

Organization's own contribution (financial and in-kind) – 3500 BGN

Involving a group of 15 young orphans (from a social institution) in a variety of scouts activities (summer camps, excursions, etc.) together with other children and youth people.

"Open Society" Club, town of Stara Zagora

WCIF grant - 3310 BGN

Organization's own contribution (financial and in-kind) – 1505 BGN

Implementation of a series of practically oriented trainings in "Life Skills" for 30 orphans from one social institution including professional orientation; basic computer literacy, personal communication, personal budgeting, cooking and house management, etc.

Association "Municipal School Board of Trustees", town of Gabrovo

WCIF grant - 3280 BGN

Organization's own contribution (financial and in-kind) – 3310 BGN

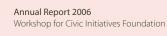
Implementation of a series of activities for familiarization of a group of orphans from social institution (21 children) with public institutions (municipal services, banks, libraries, etc), possible working places, etc. Including motivational training and computer literacy training.

Association "Econ-eco contseptsiya", city of Sofia

WCIF grant – 4000 BGN

Organization's own contribution (financial and in-kind) – 3000 BGN

Support for two already existing workshops in tailoring and weaving for 20 young girls (age 12-18) from a social institution. Organization of different public activities for presentation of the products of their work.



Challenge Fund

Last instalments from 2005 agreements.

Scholl Board of Trustees (14th School), city of Sofia

WCIF grant – 600 BGN
Organization's financial contribution – 2330 BGN
Providing equipment for the school room for art (music) education – a

new piano, special costumes for the vocal group, new CD records, etc. A series of presentations before the local community.

"Alternative for Sustainable Development of Alfatar Municipality" Association, town of Alfatar

WCIF grant – 369.3 BGN Organization's financial contribution – 1231 BGN

Recovery and revitalization of the local dance group and the local brass band with the participation of children and adults.

Community Centre (Chitalishte) "Bratya Miladinovi", village of Mikrevo

WCIF grant – 600 BGN Organization's financial contribution – 2091 BGN

Improving the community centre musical activities – providing an audio system, this will be available for all cultural and religious institutions in the municipality.

Community Center (Chitalishte) "Napreduk", town of Targovishte

WCIF grant – 600 BGN Organization's financial contribution – 2015 BGN

Creation of "Light" zone in the centre of the town – a place for recreation and social contacts

Community Center (Chitalishte) "Nov Zhivot", village of Chepintsi

WCIF grant – 595,98 BGN Organization's financial contribution – 2975,90 BGN

Complete recovery of the destroyed stage of the community center.

"Dryanovo 2007" Association, town of Dryanovo

WCIF grant – 324 BGN Organization's financial contribution – 1080 BGN

Promotion of sand volleyball through creating a new open-air place and organization of a series of sport contest and other events

"Euro-horizons" Association, town of Silistra

WCIF grant – 525 BGN Organization's financial contribution – 1750 BGN

Establishment, together with the municipality, the school parliament and other representatives of the local community, of a Youth Information Centre where the youth people design and develop their own projects and new activities.

"The Letters" Foundation, city of Sofia

WCIF grant – 423 BGN
Organization financial contribution – 3080 BGN

Organization of an exhibition of old books and manuscripts related to the history of the Bulgarian capital Sofia. Creation of multimedia CD and other related activities.

Association "Entrepreneurship, Equality and Cooperation", town of Sevlievo

WCIF grant – 593,4 BGN Organization's financial contribution– 1978 BGN

Organization and implementation of prophylactic medical



examinations (eye examinations) of young people (age 7-18 year) in the town of Sevlievo, as well as raising public awareness about eye complaints.

Regional Centre for the Protection of Nature, city of Sofia

WCIF grant – 339 BGN Organization's financial contribution – 1130 BGN

Promotion of the idea of animal protection through photo-contest and mini film festival with "animal" films, starting on the International Day of Animals.

Kindergarten Board of Trustees "Slaveyche", town of Aytos

WCIF grant – 292,50 BGN Organization's financial contribution – 1085,40 BGN

Creation of new and renovation of the old places for games and sport activities on the premises of the kindergarten, as well as providing of the children with new sport teams, etc.

Association "Humaneness", town of Gorna Oryahovitsa

WCIF grant – 360 BGN \approx 240 USD Organization's financial contribution – 1200 BGN

Implementation of a series of activities for the people with reduced eyesight – Brail course, Esperanto course, training for self-confidence, etc., as well as meeting with academic teacher, a sportsman and a journalist with the same problems.

Association "For the support of the people with disabilities", town of Pavlikeni

WCIF grant – 700 BGN Organization's financial contribution – 700.25 BGN

A series of events aiming to introduce bee-keeping as a possible occupation for people with disabilities in the municipality of Pavlikeni

- meetings, trainings, publishing of materials, etc.

Initial grants for a start of fundraising activities

Community Center (Chitalishte) "Bacho Kiro – 1869", town of Byala Cherkva

WCIF grant - 200 BGN

Publishing promotional materials and conducting a media campaign.

"Trust Me" Association, town of Samokov

WCIF grant - 200 BGN

Publishing promotional materials, as well as meetings with local donors

"Collegium for chamber music ArsMusica" Association, city of Shoumen

WCIF grant - 200 BGN

Publishing promotional materials.

School Board of Trustees "Nikola Vaptsarov", village of Selanovtsi

WCIF grant – 200 BGN

Publishing promotional materials and meetings with potential donors.

Community Center (Chitalishte) "Obedinenie", town of Kurdzhali

WCIF grant – 200 BGN

Publishing and dissemination of promotional materials.

Community Center (Chitalishte) "Yavorov", town of Haskovo

WCIF grant - 200 BGN

Publishing of promotional materials and meetings with potential donors

Association for civic initiatives, town of Krichim

WCIF grant - 200 BGN

Publishing and dissemination of promotional materials.

"Women's Democratic Union" Association

WCIF grant - 200 BGN

Publishing promotional materials and meetings with potential donors.

Association of Bulgarian Scouts, town of Plovdiv

WCIF grant - 200 BGN

Communication expenses and PR materials for donors.

Matching grants for small projects and organizational development

Community Center (Chitalishte) "Lyuben Karavelov", village of Kurtovo Konare

WCIF grant – 2517 BGN

Organization's own contribution (financial and in-kind) – 3227 BGN

A variety of art activities, incl. visual art competition, concert on the occasion of the community centre anniversary, organization of a national poetry competition, etc.

"Friendship" Foundation, city of Plovdiv

WCIF grant - 3522 BGN

Organization's own contribution (financial and in-kind) - 5000 BGN

A variety of activities about youth parents, motherhood, raising of babes, etc. including setting up a Club of young parents, several performances and public activities in support of breastfeeding and others.

Association for youth culture and contemporary arts "Radar", city of Sofia

WCIF grant - 3827 BGN

Organization's own contribution (financial and in-kind) – 3827 BGN

A variety of activities in the field of new city arts – graffiti festivals and competitions, new design reviews, as well as support for the development of the organization.

Women's Association "Ekaterina Karevelova", town of Silistra

WCIF grant - 2222 BGN

Organization's own contribution (financial and in-kind) - 2222 BGN

Improving the living conditions in a temporary shelter for women victims of home violence.

"Institute for human energetics" Association, city of Varna

WCIF grant – 2880 BGN

Organization's own contribution (financial and in-kind) - 2880 BGN

Development of a special "Health from the East" programme - for children with serious health problems.

"Art Today" Association, city of Plovdiv

WCIF grant – 5000 BGN

Organization's own contribution (financial and in-kind) – 5000 BGN

A variety of art activities in non-traditional spaces, including support

for the "Art Positive" project and other festivals. Support for the organization of development of the association.

Community Center (Chitalishte) "Probuda", town of Ivaylovgrad

WCIF grant - 4003 BGN

Organization's own contribution (financial and in-kind) - 4999 BGN

A variety of art and community activities, including crafts activities for children, celebrations, concerts, and many others.

Community Center (Chitalishte) "Bacho Kiro – 1869", town of Byala Cherkva

WCIF grant - 2000 BGN

Organization's own contribution (financial and in-kind) – 2000 BGN

Renovation of public spaces and especially the public park close to

the Ethnographic Museum.

"Trust Me" Association, town of Samokov

WCIF grant - 775,35 BGN

Organization's own contribution (financial and in-kind) – 775,35 BGN

Recreational activities for children with physical disabilities.

Association "Collegium for chamber music ArsMusica", city of Shoumen

WCIF grant - 5000 BGN

Organization's own contribution (financial and in-kind) - 5000 BGN

A variety of musical activities, incl. several international concerts, as well as concert for the local community. Development of a youth fanclub and other bodies to support the association.

School Board of Trustees "Nikola Vaptsarov", village of Selanovtsi

WCIF grant – 3036 BGN

Organization's own contribution (financial and in-kind) – 3036 BGN

Purchasing computers, support for the school dance group, support for local celebrations and other community activities.

Community Center (Chitalishte) "Obedinenie", town of Kurdzhali

WCIF grant - 5000 BGN

Organization's own contribution (financial and in-kind) – 5000 BGN

A variety of art and community activities, as well as support for the organizational development of the community centre.

Community Center (Chitalishte) "Yavorov", town of Haskovo

WCIF grant - 1300 BGN

Organization's own contribution (financial and in-kind) – 1300 BGN

Support for art and informational activities of the organization, incl. concerts, renovation of the library fund, small reconstruction of the hall for more energy efficiency, and others.

Association for civic initiatives, town of Krichim

WCIF grant - 2400 BGN

Organization's own contribution (financial and in-kind) – 2400 BGN

Setting up a multicultural theatre group and organizing of several performances, art-residency and local exhibition. Fundraising for a monument of a national hero.

Capacity Building Fund

Association "Doza obich", town of Burgas

WCIF grant - 1871 BGN

Organization's own contribution (financial and in-kind) – 250 BGN

Organizational consultations on development of 3-year strategy and 1-year operational plan

Association for encouragement of economic development in Lovech county, town of Lovech

WCIF grant - 2132 BGN

Organization's own contribution (financial and in-kind) – 230 BGN

Trainings and consultations on project development. Creation of a long-term organizational strategy.

"Nevi tcheren" Association, town of Kyustendil

WCIF grant - 2002 BGN

Organization own contribution (financial and in-kind) – 210 BGN

Series of consultancies for strategic planning and development of long-term organizational strategy.

"Learning, success, change" Association, town of Dupnitsa

WCIF grant - 2295 BGN

Organization's own contribution (financial and in-kind) – 1740 BGN

Series of consultations and trainings for improvement of the managerial and organizational capacity in the field of planning, project proposal writing, team building, PR and communication, etc.

"2002 Hopes" Association, town of Pazardhik

WCIF grant - 2388 BGN

Organization's own contribution (financial and in-kind) – 670 BGN

A series of consultations on development of a 5-year organizational strategy and communicational/marketing plan.

"Hope for everybody" Association, town of Novi pazar

WCIF grant - 3176 BGN

Organization's own contribution (financial and in-kind) – 826 BGN

A series of trainings and consultations on development of a strategic plan and an operational plan for communication with local authorities.

"Interspace" Association, city of Sofia

WCIF grant - 2740 BGN

Organization's own contribution (financial and in-kind) – 350 BGN

Development of organizational strategy and public relation strategy for communication especially with corporate partners, donors and clients

"International initiatives for partnership" Association, town of Razlog

WCIF grant - 1148 BGN

Organization's own contribution (financial and in-kind) – 1420 BGN

A series of training for a general improvement of the organizational capacity, including trainings "Team work", "Effective communications", "Conflict resolution", "Leadership", etc.

"Future for the children with disabilities" Association, town of Kazanluk

WCIF grant - 3212 BGN

Organization's own contribution (financial and in-kind) - 700 BGN

A series of consultations on development of an organizational

strategic plan. A series of specific trainings as "NGO accountancy", "PR and communication" and others.

"ICT Cluster" Foundation, city of Sofia

WCIF grant - 417,2 BGN

Organization's own contribution (financial and in-kind) - 250 BGN

A series of consultations on development of strategic planning skills in the core team, as well as development of an organizational strategy.

"Roditeli" Association, city of Sofia

WCIF grant - 2415 BGN

Organization's own contribution (financial and in-kind) – 1368 BGN

Consultations on elaboration of a strategic plan for organizational development and improvement of inter-organizational communication.

Association "Druzhba – Sofia", city of Sofia

WCIF grant - 2700 BGN

Organization's own contribution (financial and in-kind) - 570 BGN

A series of training and consultations on topics connected with the improvement of the organization's activities, including creation of a communication strategy, fundraising, etc.

"World for everybody" Association, town of Silistra

WCIF grant - 2498 BGN

Organization's own contribution (financial and in-kind) – 875 BGN

A series of consultations on strategic planning, organizational development, communication and organizational marketing.

"Paideya" Foundation, city of Sofia

WCIF grant - 3600 BGN

Organization's own contribution (financial and in-kind) – 2625 BGN

A series of consultations on development of organizational capacity

of selling products and services related to the core activity of the foundation.

"Regional association for support of people with mental disabilities", town of Vidin

WCIF grant - 2094 BGN

Organization's own contribution (financial and in-kind) – 320 BGN

A series of consultations on development of strategic plan of the organization and its positioning.

Association for ecology and alternative tourism, town of Popovo

WCIF grant - 2060 BGN

Organization's own contribution (financial and in-kind) – 440 BGN

A series of consultations and trainings on development of strategic planning skills and project proposal writing skills.

"Civil Society" Association, town of Elena

WCIF grant - 1999,18 BGN

Organization's own contribution (financial and in-kind) – 732 BGN

A series of consultations on general organization development, as well as on specific topics like: "Need assessment techniques", "Working with volunteers", "Communication with local authorities", etc.

Community Foundation, town of Stara Zagora

WCIF grant – 2491 BGN

Organization's own contribution (financial and in-kind) – 30 BGN



A series of meetings and consultations for the general improvement of organizational condition and for development of a 5-years strategic plan.

Fund for crime prevention, town of Pazardzhik

WCIF grant - 2500 BGN

Organization's own contribution (financial and in-kind) – 1686 BGN

A series of consultations on the development of a strategic plan. Training and consultations on NGO management.

"Vela Centre" Association, town of Vratsa

WCIF grant – 1892,40 BGN Organization's own contribution (financial and in-kind) – 372 BGN

Creation of five local NGO's network working in the social field and support for its development.

Association "NGO Center", town of Chepalare

WCIF grant – 1387,4 BGN

Organization's own contribution (financial and in-kind) – 580 BGN

A series of training in project development and project management.

For Profit Activities Fund

Community center "St Kiril i Metodi", town of Rakovski

WCIF grant – 500 BGN

Conducting of market research and development of a business plan.

Centre for psycho-social support, city of Sofia

WCIF grant - 500 BGN

Conducting of market research and development of a business plan.

Community centre "Hristo Botev", town of Belene

WCIF grant - 500 BGN

Conducting of market research and development of a business plan.

Art group "Hayde", city of Sofia

WCIF grant – 500 BGN

Conducting of market research and development of a business plan.

Centre for research of political processes, town of Shoumen

WCIF grant - 500 BGN

Conducting of market research and development of a business plan.

"Future for elderly people" Association, town of Stara Zagora

WCIF grant - 500 BGN

Conducting of market research and development of a business plan.

"Centre for integration of ex-prisoners" Association, town of Pazardhik

WCIF grant - 500 BGN

Conducting of market research and development of a business plan.

"Scout's Land" Association, town of Luki

WCIF grant – 500 BGN

Conducting of market research and development of a business plan.

"Gulliver Clearing House" Foundation, city of Sofia

WCIF grant - 200 BGN

Two consultations with a lawyer and an accountant and development of a business plan.

Community centre "Saedinenie", village of Sadina

WCIF grant - 500 BGN

Consultations with a specialist in mushroom growing and development of a business plan.

"Local initiative group" Association, town of Trun

WCIF grant – 500 BGN

Conducting of market research and development of a business plan.

Association "Euro-Bulgarian Cultural Center", city of Sofia

WCIF grant - 500 BGN

Conducting of market research and development of business plan.

"Business Centre Elhovo" Association, town of Elhovo

WCIF grant - 500 BGN

Consultations with an agricultural specialist and development of a business plan

"Business Centre Nova Zagora" Association, town of Nova Zagora

WCIF grant - 500 BGN

Conducting of market research and development of a business plan.

"Social Consultative Centre" Foundation, town of Samokov

WCIF grant - 500 BGN

Conducting of market research, incl. meeting with potential partners and development of a business plan.

Zaedno Fund

"Face to Face" Association, city of Sofia

WCIF grant - 364,94 BGN

A training in communicative skills and problem resolution for 22 orphans (age 15-18) from a social institution.

The Municipality of the town of Oryahovo

WCIF grant – 309,83 BGN

Reconstruction of a private house damaged during the summer flooding 2006

"The children of Rousse" Foundation, town of Rousse

WCIF grant – 1000 BGN

Trainings and socialization activities for children from social institutions.

"I nas ni ima" Association, city of Sofia

WCIF grant - 1000 BGN

Creative activities for children with disabilities.

Special School Fund

"Knyaz Boris" School for children with disabilities (Social educational professional institution), city of Sofia

WCIF grant – 350 BGN

Improvement of the living conditions in the institutions and some social activities of the children.





Auditor's Report

We have audited the financial statements for the year ended 31 December 2006 of Workshop for Civic Initiatives Foundation. These financial statements are the responsibility of company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

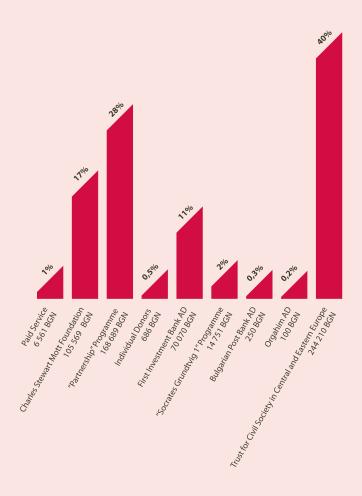
We conducted our audit in accordance with the International Standards on Auditing. Those standards require that the auditor plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatements and whether the information included in the annual report describing matters that are also presented in the financial statements is, in all material respects, consistent with the relevant financial statements. An audit includes examining, on a test basis, the completeness and supportability of the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis on our opinion.

In our opinion the financial statements give a true and fair view, in all material respects, of the assets, liabilities, equity, and financial position of Workshop for Civic Initiatives Foundation as of 31 December 2006 and of the expenses, income and results of its operations for the year then ended in accordance with accounting regulations applicable in Bulgaria.

In our opinion, the information included in the annual report is consistent, in all material respects, with the financial statements referred to above.

Registered auditor: 0300 Missis 07th March 2007 Pelactorbus 034700

WCIF Turnover



Balance Sheet 2006

		as of 31st December
(in BGN)	2006	2005
Assets		
Long term assets		
Equipment	8	22
Other long term tangible assets	10	12
Long term assets total	18	34
Short term assets		
Other inventories	1	1
Other short term assets	17	18
Funds	453	577
Accruals and pre-payment	7	1
Short term assets total	498	597
Assets total	516	631

Liabilities

Capital and reserves		
Main capital		
Reserves	193	175
Capital and Reserves Total	193	175
Capital and reserves total		
Short term liabilities		
Taxes	1	1
Social insurances	3	2
Obligations to staff	4	4
Other payments	1	1
Short term liabilities total	9	8
Funding	314	448
Liabilities Total	516	631

Report for the Income and Expenses

Type of the income(s) and expenses	Current year in thousand BGN	Previous year in thousand BGN
1. Income from regulated activities	634	345
2. Expenses from regulated activities	450	165
3. Administrative expenses	176	185
Total (1-2-3)	8	1
4. Financial income	73	82
5. Financial expenses	63	77
6. Incidental income		
7. Incidental expenses		
Result (1-2-3 + 4-5+6-7)	18	6

Report for Own Capital

(in BGN)	Capital	Other reserves	Total
2006			
01 January 2006			
Balance in the beginning of the reported period		175	175
Follow assessment of long term assets.			
a) Increase			
b) Decrease			
Other changes in own capital		18	18
Balance as of 31st December 2006		193	193

Report for the Financial Flow

as of 31st December

(in BGN) 2006 2005

Financial flow from non business activities

A. Income from non-business activities		
1. Income from donations conditional	487	308
2. Income from donations non-conditional	7	
3. Income from social insurances	3	
4. Income from bank and currency operations	29	81
5. Other income	8	21
Profit from non-business activities total	534	410
B. Payments for non-business activities		
1. Salaries	47	36
2. Insurances	23	26
3. Payments for bank and currency operations	63	20
4. Payments for services	200	148
5. Other payments	72	54
6. Pay-off donations	253	70
Payments for non-business activities total	658	354
C. Net financial flow from non-business activities	-124	56
Cash towards 1st January	577	521
Available cash towards 31st December	453	577
Cash variance under the period	-124	56

Classification of Expenses



Income by Funding Sources



WCIF ANNUAL REPORT 2006

Published by: WCIF

Photography: WCIF archive

Graphic design and Typesetting: RIZN Communication Design Studio

Print: Print Centre ISKAR

WCIF team would like to thank all participants in our programs for the photographs they have contributed to the WCIF archive!



Bank account in BGN:

IBAN: BG81 FINV 9150 10BG NO4I VS

BIC: FINVBGSF

First Investment Bank

