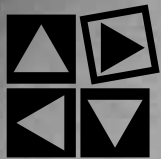




Annual Report **2010**

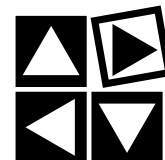


WORKSHOP
FOR CIVIC
INITIATIVES
FOUNDATION

supporting initiative communities



Annual Report 2010



WORKSHOP
FOR CIVIC
INITIATIVES
FOUNDATION

supporting initiative communities

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Letter from the Board and the Executive Director

2010 was a successful year for the Workshop for Civic Initiatives Foundation. The numbers say it all – we provided support to civic initiatives for over BGN 700 000, additionally we provided technological resources – software for over BGN 400 000, supported over 70 organizations, reached more than 50 towns and villages, changed the life of more than 80 000 people. The year was hard for Bulgaria though – economic crisis, increased levels of unemployment, decreased social payments, lack of investments in the social sector. The crisis did not pass by civil organizations either – the corporate donors decreased their donor budgets significantly, the individual donors had lower resources and the public funding was strictly limited. The opportunities for external financing were hardly any better. Therefore, we in WCIF are especially proud with our achievements through the year due to the fact that our support was even more significant to the recipients/grantees. The crisis was also felt by WCIF but we somehow managed to preserve the levels of financial support that we provide to the citizen's organizations in the country. We are proud that we managed to increase this support in spite of the hardships of the crisis.

In 2010 WCIF continued to support the people of initiative, those who want to change their life, the life of their friends, colleagues, neighbors, the life of the citizens of Bulgaria with the active participation of the citizens themselves, not instead of them or for them.

The Foundation continued to give opportunities for development, not for charity, to invest in communities, in groups, in people, in contrast with the common practice for providing humanitarian aid, which very often leads to dependence.



Our financial support achieves practical change in the life of people on local, as well as on national level. Moreover, WCIF does not only support these projects financially, it also provides opportunities for development for the organizations initiating and creating this change. Yes, WCIF assists through knowledge, skills and technological resources the people, who, in most cases pro bono, with a lot of zeal and hard work, stand behind the change; the people, members of citizens' groups, associations, foundations, chilatishta (community centers), the citizens of Bulgaria, organized formally or not in a given community.

For the opportunity to support these people of initiative, we from WCIF cordially thank our donors, volunteers, our partners. The next pages show how your trust and support, your ideas and resources provided to WCIF create a real change in the country. With your support we can and will continue to change Bulgaria, so that it becomes a better place to live in.

Thank you and see you in 2011.

Dimitar Tsolov
Trustee

Iliyana Nikolova
Executive Director



The main goal of WCIF is to support citizens' participation in solving local problems and to encourage the inclusion of the community and business in providing resources to civic/citizens' organizations and their communities.

The Workshop for Civic Initiatives Foundation (WCIF) is a public benefit non-profit organization. The Foundation is registered in 2001 and is a successor of the Charity Know-How Program for Bulgaria that operated in the country between 1997 and 2001.

The main goal of WCIF is to support citizens' participation in solving local problems and to encourage the inclusion of the community and business in providing resources to civic/citizens' organizations and their communities.

The objectives of the Foundation are to:

- Provide opportunities for development of local communities through providing additional resources in the form of grants, technological and human resources, know-how and networking;
- Develop philanthropy by supporting donors, grantees and stakeholders;
- Support the development of active citizenship and civic participation in the processes of development of the country;
- Position civic/citizens' organizations as a partner of corporate donors and as a reliable recipient of donations from private persons;
- Stimulate the process of cooperation between the three public sectors;
- Establish the positions of WCIF as a donor organization working as a partner of different donors (both corporate and individual) and supporting public benefit projects.

2

The Foundation

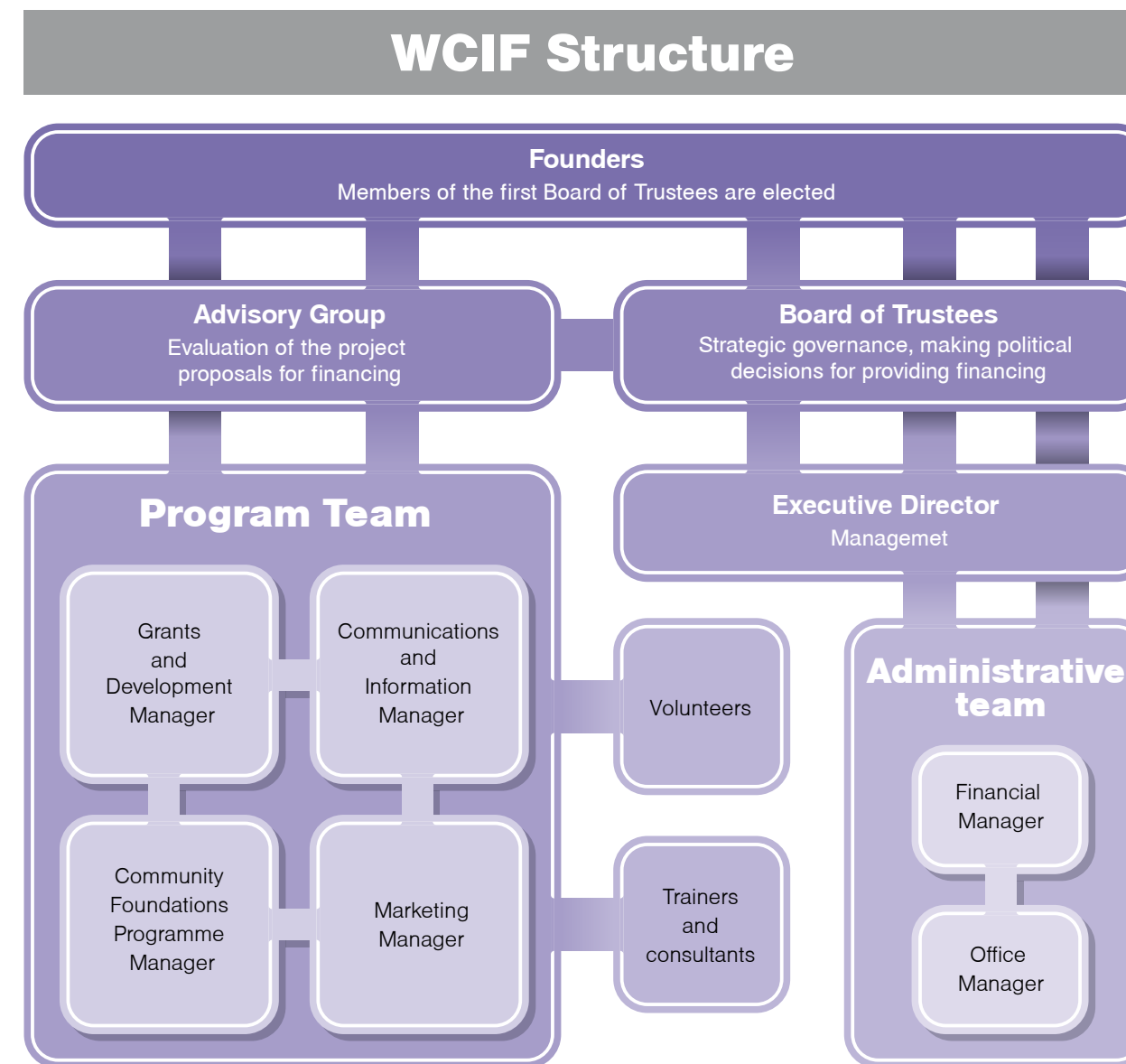
The work of WCIF has its place in the process of development of Bulgarian society in the long-term. The initiatives we develop and support bring back a semi-forgotten idea, the idea that individual responsibility, trust, care and philanthropy are of significant importance to living in a free and democratic society.

All funds granted by WCIF are complemented by funds raised by the local communities, thus severing the cycle of dependence on foreign or external financial aid and encouraging the process of developing local philanthropy.

Since its establishment the Foundation has:

- provided financial support to over **800 organizations** all over the country;
- supported the development of Bulgaria by over **BGN 3,5 million**
- reached more than **500 towns** and villages all over the country
- succeeded in winning the trust of local Bulgarian donors amounting to **BGN 900 000** in addition to the financing covered by WCIF
- increased the capacity of **over 250 organizations** in areas such as organizational development, community development, planning, project development, networking, fundraising, team work, etc.
- improved the life of over **300 000 Bulgarians**.

The Foundation is the first in the country that has gained the trust of a corporate donor — First Investment Bank has entrusted the management of its Corporate Donor Advised Fund in the hands of WCIF



WCIF Board of Trustees

Aniel Gochev (since September 2010)

Valeri Manchev (untill September 2010)

Vesselina Stoyanova — Anastasova (until September 2010)

Dimitar Tsolov

Iliyan Hristov (since September 2010)

Milena Burnaska (since September 2010)

Monika Hristova (since September 2010)

Tatyana Kovacheva (untill September 2010)

WCIF Team

Executive Director — Iliyana Nikolova (on leave till November 2010)

Grants and Development Manager — Stefan Stoyanov

Community Foundations Programme Manager — Monika Pisankaneva

Financial Manager — Milena Popova

Communications and Information Manager — Dobrinka Valkova/Ina Abadjieva (until-since June)

Marketing Manager — Dessislava Gencheva

Office Manager — Maria Petrova

"The Workshop for Civic Initiatives Faondation is remarkable in a number of aspects. This is an organization that purposefully and sustainably develops the practice of democracy of participation: it focuses on engaging people in the project development and realization. With WCIF we have a good example of empowering leadership."

Haralan Alexandrov, Social Anthropologist

"What impressed me the most in the work with the Workshop for Civic Initiatives Foundation was the warm feeling and the informal attitude – when you work with them it's as if you work with your best friend. WCIF gives people and communities the opportunity to work for themselves and works toward preserving the non-material cultural heritage, something that hardly any other organizations do."

Miglana Gerassimova, Project Coordinator, The Games of the 20th Century, Living Heritage

WCIF offers you different opportunities to become a part of the real change in Bulgaria and to support the inhabitants of many a town and vil-lage in their endeavours to change their village, town, professional or age group. The development of Bulgaria and its communities, as well as the participation of the citizens in this process is gaining speed. The semi-for-gotten values such as solidarity, care, civil activity, lost for over 40 years are slowly returning. YOU, through your support can give these virtues the opportunity to become a part of the life of Bulgarians again.

Your support can achieve significant changes in the quality of life of the people, by improving their environment, culture, education, health and economic situation. Thus, you can become a part of the process of restor-ing Bulgaria and turning it into a really good place to live in. Your support is an investment in the future of Bulgaria.

For those of you willing to support a certain community or cause, WCIF offers three easy and flexible ways to give:

- **Establishing a Donor-advised Fund within the Workshop for Civic Initiatives Foundation** — Creating a fund within WCIF relieves the donor of most of the work related to the chosen donor's initiative and means creating a partnership between the donor and WCIF. We are ex-perienced in establishing and managing corporate funds and through the years we have been partners of three companies — First Investment Bank, Eurofootball Ltd. and L'Oreal.
- **Supporting financially one of WCIF's existing funds** — WCIF offers different opportunities for donors to become a part of the real change in Bulgaria. Through its special funds WCIF supports different initiatives in several wide areas, such as quality education and life-long learning, local culture and memory, social support to the needy, healthy environ-ment and sustainable development, art and culture. You could donate to the following funds: the Living Heritage Fund, People Decide Fund, Urgent Fund, NGO Capacity Development Fund, Institutional Develop-ment of Community Foundations Fund, WCIF Fund.

"The causes of WCIF are very humane. They talk about things that people need at the moment, the topics feel close and are related to our values, to what we need as a society, as a fundament to build on."

*Eleonora Gadjeva, Editor-in-Chief,
Za Horata Magazine*

"The programs of WCIF, targeting mainly remote areas of the country or isolated communities, seek the most pragmatic and natural topics that not only provide knowledge to the participants but furthermore convince them in the most important thing — that it is not hard to be a citizen or a leader, as long as you believe in yourself."

*Georgi Genchev, a former member
of the Board of Trustees of WCIF*

- **Financial support for an initiative from the "Zaedno" (Together) website — www.zaedno.bg** is a site for online donations that give publicity to important fundraising initiatives and causes while at the same time offering an opportunity to people who would like to donate to do so any time of the year and not only on Christmas or during holidays. All causes on the website target positive practical change and development and do not envision providing humanitarian aid. The aim of zaedno.bg is on one hand to provide an opportunity and "space" to Bulgarian non-governmental organizations and institutions to promote their causes, and on the other — to make it as easy as possible for people with giving attitude to find the idea or the organization they would like to donate to. In order to donate through zaedno.bg you use your debit or credit cards - an easy and timesaving way to donate, with over 95% of the donation going to the chosen campaign: in comparison, when you donate using a text message to a mobile operator, 20% of the donation is deducted for VAT.





Over
1 million BGN
provided as a
non-financial
contribution
(voluntary la-
bor and other
resources)
for the
development
of Bulgaria

WCIF Donors and Partners

Public and Private Donors

Charles Steward Mott Foundation

Development of Community Foundations in Bulgaria and organizational support for WCIF

Trust for Civil Society in Central and Eastern Europe

Urgent Fund and NGO Capacity Development Fund

First Investment Bank Ltd.

FIB's Social Responsibility Fund

Eurofootball

Choose to Play Sports Fund

State Lottery

Choose to Play Sports Fund

America for Bulgaria Foundation

Living Heritage Fund

European Commission

Youth in Action Forum

OAK and VELUX Foundations

Rainbow Program

Microsoft

NGO Day

EUCLID (European Civil Society Leadership)

Project for professional development through exchange of experience

3

WCIF Donors and Partners

Partners

TechSoup Global

Coca Cola

ORT Office Furniture

PROGRAMATA Culture Guide

Za Horata Magazine

Bulgarian National Televisionn
and
Bulgarian National Television SAT

Darik Radio

Blitz Information Agency

National Geographic — Bulgaria

Jurnal za Zhenata Magazine

Volunteers

WCIF would like to thank all
of its volunteers who are an
extremely valuable resource
to the Foundation.



4

2010 in numbers



More
than **10**
donors
have
placed
their trust
in **WCIF**

2010 in numbers

523 619 BGN raised by the WCIF's grantees as addition to the funds provided by the Foundation;

464 561 BGN granted by WCIF for financing civic initiatives;

407 000 BGN market value of the software provided by WCIF as donation to civic organizations;

85 000 people indirectly supported by the WCIF;

15 000 days voluntary labor for the development of different communities;

5300 volunteers who have worked on the different initiatives funded by WCIF;

1800 visitors to the national events organized by the Foundation;

503 received project proposals;

290 new friends of the Foundation on facebook;

104 publications in national media reflecting the work of the Foundation;

65 financed project proposals;

33 organizations receiving donation in software;

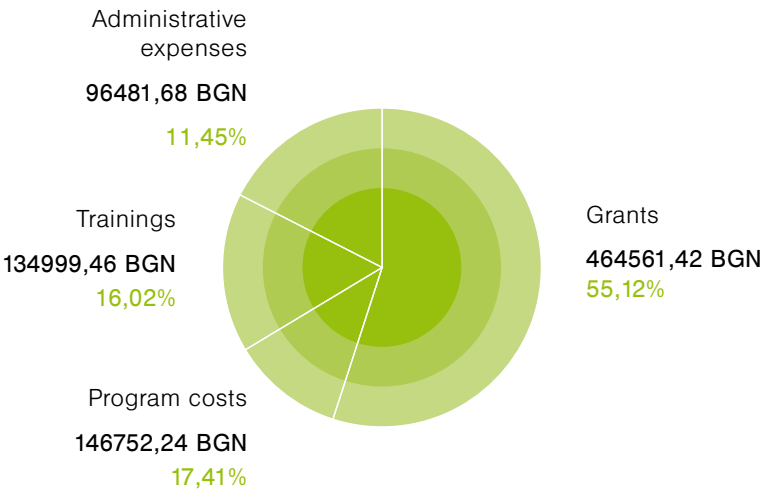
25 documentaries, reflecting the work on the different initiatives;

4 organized national events;

2 corporate donors' funds, managed by the Foundation;

1 blog of the Foundation reflecting topics important for the civil organizations.

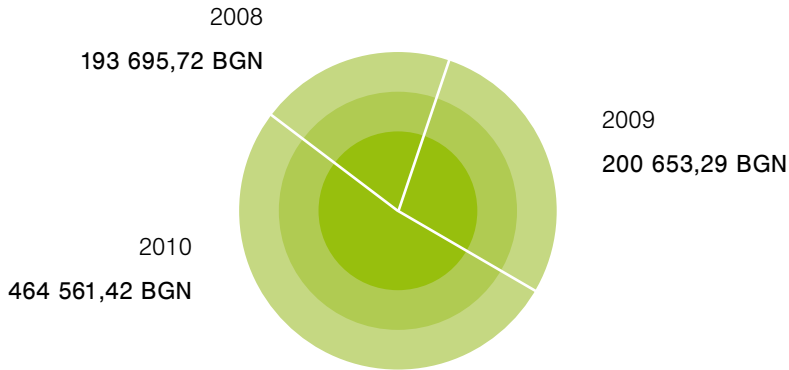
Expenses
by items



In 2010, the main focus of work of the Foundation was in the following directions:

- Support for public benefit local community organizations (financing for development and technological support);
- Philanthropy Development;
- WCIF initiatives for connecting with the communities;
- Sustainability;
- Visibility;

Grants allocated
by WCIF





- Support for public benefit local community organizations (financing for development and technological support);
- Philanthropy Development;
- WCIF initiatives for connecting with the communities;
- Sustainability;
- Visibility

Support for Development

Financing for development

In 2010 WCIF continued to provide financing in the form of small grants to different local organizations. The funds were allocated via two types of competitions – such with fixed deadlines and open (you can apply at any moment). The projects were assessed by an independent body – the Advisory Group, consisting of experts in different fields closely related to the goals of the different grant funds. The members of the Advisory Group work pro bono. The grants allocation is described further in the report.

5

Main areas of work

Living Heritage Fund

"The Games of the 20th Century" is one of the projects funded in 2010. Miglena Gerassimova, coordinator of the project is a young woman, born within the time of the games in which you make a whole new world by yourself and you become a part of it; the games where the new world is created in color, has rules, heroes and... you have to survive in it... Megy (Miglena's nickname) is very devoted to the cause the children of today to know the games of tomorrow. So she decided to apply for funding together with some colleagues and friends, united in the civil group "Eskus".

The young adults from the group work together with the Art School in the community center ("chitalishte") of the town of Samokov. The children and the young people collect the stories of half-forgotten games of our parents, grandparents and great-grand-parents, played in the not-so-distant past, before the Internet era. The stories are written down, the games are described and learnt. And most importantly – they are also caught into drawings by the children, the way they played them and the way their imagination showed them.

Members of WCIF Advisory Group

- Assya Kavrakova**
Program Director, Open Society Institute
- Veska Milanova**
Coordinator “Work with NGOs”, department “Culture and spiritual development”, Kyustendil municipality
- Georgi Tsvetkov**
Project Manager and Manager of project, Bulgarian Donor Forum
- Dani Koleva**
Program Manager, National Network for Children
- Daniela Dimitrova**
Director, Community Foundation, Stara Zagora
- Daniela Dimitrova**
Program Director, Samaritans Association, Stara Zagora
- Dorina Hristova–Koeva**
Director „Training and information center”, National Institute of Justice
- Lyubomira Nikolova**
Chairperson of the Board of “Partnyori – Targovishte” Association
- Lyuben Panov**
Program Director, Bulgarian Center for Non-profit Law
- Marieta Tsvetkova**
New Bulgarian University
- Monika Hristova**
Program Director, Information and Consultation Center
- Radostina Marinova**
Program Coordinator, Environmental Partnership Foundation
- Rositsa Marinova**
Program Coordinator, Environmental Partnership Foundation
- Rumyana Dimova**
Chairperson of the Board of “Partnyori - Kardzhali” Association
- Stanislav Stanchev**
Chief Expert Advance Business Consulting

- Stefan Popov**
Programs and Projects Manager, ICAP, Bulgaria
- Theodora Hristoforova**
Project Coordinator, UNDP, Jobs Program
- Yanko Velkov**
free-lance artist

The sources of financing for grant allocation were both local and foreign.

Living Heritage Fund

The Living Heritage Fund provides financing to civic groups for initiatives targeting discovery, restoration, protection and reinvigoration of the natural, material, and nonmaterial heritage of Bulgaria. As always, WCIF supported initiatives uniting the local community and attracting voluntary resources. We chose initiatives that paid special attention to the communication and coordination of all stakeholders.

We have received 224 applications (21 of which we approved) from 21 towns and villages all around the country. The initiatives are of various nature – preserving specific crafts (knitting, weaving, pottery, carpentry), gathering of games, setting up a performances. In order to promote the initiative we shot 21 documentaries and broadcasted them on BNT SAT. A booklet presenting the twenty projects was published in 56 000 circulation and distributed with the Jurnal za Zhenata (Journal for the Woman) magazine.

Number of project proposals.....	224
Projects funded.....	21
WCIF grant.....	BGN 59 928,00
The organizations’ own contribution.....	BGN 25 059,00
Average grant.....	BGN 2 853,71

The Living Heritage Fund

Organization	Project	WCIF funding (in BGN)	Description	Location
Chitaliste "Prosveta"	Healthy roots — lively spirit	3 125,00	Training of minority groups in carpentry	Malko Tarnovo
Chitaliste "Bratstvo 1869"	Kyustendilsko rural folklore dance — rhythm and harmony	2 500,00	Revival of the traditional Kjustendilsko folklore dance	Kyustendil
Chitaliste "Suedinenie 1923"	Haidat, braikya, da se preberemi	3 300,00	Revival of cultural customs of banat bulgarians	Bardarski geran village
Chitaliste "Probuda"	Revival of traditional Bulgarian table cloth (mesal)	1 304,00	Course for making of old time table cloth	Shumen
Club "Priyateli na regionalen istoricheski muzei "Stoyu Shishkov"	Jewelry made of beads - traditions and contemporaneity	3 040,00	Training in jewelry making	Smolyan
"Kapantsi" Foundation	The Kapantski customs — traditions of ancestors, future of children	3 196,00	Revival of customs and jewelries of Kapanzi bulgarians	Sadina village
Civic group "Eskus" — Samokov at association for alternative sports "Balans"	The games of 20th century	3 558,00	Collection and art activities of children; Publishing of book with revived games from the last century	Samokov
School Board of the Professional Highschool of Apllied Arts	Colours of nature	3 000,00	Creation of atelier for wool colouring through old technologies	Smolyan
Association "Trak — art"	Beyond the mask	4 000,00	Familiarizing children with mummary, bell-making and theater performance	Stara Zagora
Chitaliste "Luyben Karavelov"	The doll in the traditional local culture	1 930,00	Atelier for dolls and other souvenirs made of corn leaves	Kurtovo Konare
Association "Gaitani"	Fire-dancing — living message and ancient heritage	2 243,00	Revival of fire-dancing	Yambol

The Living Heritage Fund — continuation

Organization	Project	WCIF funding (in BGN)	Description	Location
Chitaliste "Hristo Botev"	Atelier Radomirsko handiwork — traditional and contemporary activity	2 240,00	Atelier for knitting	Radomir
Club "Priyateli na priroden park "Vrachanski Balkan"	Young girls dipping rings...	3 176,00	Revival of the custom "Brushlenkio" and the custom of Singing on the rings on Ederlezi"	Vratsa
Chitaliste "Probuda 1912"	The song of the clay in the hands of the old craftsmen from village Seidol	3 090,00	Establishment of ceramic atelier for students	Seydol village
Chitaliste "Luyben Karavelov"	The traditional culinary heritage of Burgas city in the eyes of the children	2 750,00	Revival of old fish recipies and traditions in fish cooking	Burgas
School Board of Stefan Karadzha primary school	Piece of sweet-smelling bread from Dobrudja	3 300,00	Educating young people in preparing bread and bread producs through traditional technologies	Dobrich
Association "Sviat za vsichki"	Mummer's games — past and present at Sredishte village	3 280,00	Revival of mummer's customs; making of mummer's costumes	Gradishte
Chitaliste "Geo Milev - 1954"	The colorful of my origins	2 000,00	Atelier for knitting by applying old techiques	Momin prohod
Chitaliste "Petur Parchevich"	The festive table of Banat meals at Asenovo village	3 000,00	Revival of Banat culinary traditions	Asenovo village
Association "Klub Otvoreno obstestvo — Stara Zagora"	Treasures from the old chest	3 600,00	Training in making of traditional arrows for the feast Sirni zagovezni	Stara Zagora
"Kapantsi" Foundation	Gathering together — social enterprise	2576,00	Atelier for making of kapanki	Sadina village

FIB’s Social Responsibility Fund

First Investment Bank’s Social Responsibility Fund, managed by WCIF in the past 6 years supports the process of social integration of the children from child care institutions by creating opportunities for their development. The Fund is established in 2004 and is the first corporate responsibility fund for small grants and initiatives, based on service provision to the Donor by a NGO – namely WCIF.

In 2010 the Fund financed projects for making documentaries and arising publicity selected by an open call to the university students studying Film Directing and Scenography Majors in the New Bulgarian University and the National Academy for Theatrical and Film Art. Four short documentaries were filmed. In September in the South Eastern University in the town of Blagoevgrad a discussion concerning the issues of the institutionalization of children and the existing models of foster care was held. More than 80 attendants, students of different majors, childcare professionals, representatives of a number of civil organizations, donors, were present.

Number of project proposals.....	38
Projects funded.....	6
WCIF grant.....	BGN 26 000,00
The organizations' own contribution.....	BGN 13 030,00
Average grant.....	BGN 4 333,33
Number of grants for filming documentaries.....	4
Total sum for filming documentaries.....	BGN 4 000

First Investment Bank Social Responsibility Fund

Organization	Project	WCIF funding (in BGN)	Description	Location
District Council of Bulgarian Red Cross – Shumen	Skills for living	4 650,00	Improving the quality of life of children and youth from the Home for children deprived of parental care (HCDPC) “Detelina” through provision of individual professional consultations, plans for personal and professional development and diverse psychological trainings	Shumen
Association for social support “Zakrila” – Plovdiv	Provision of better opportunities for resocialization and professional development for children leaving HCDPC “Rada Kirkovich”	3 950,00	Fostering the social integration of youth from HCDPC “Rada Kirkovich” when they leave the institution	Plovdiv
Civic Association “Alternativa 55” – Stara Zagora	Friend by your side	4 400,00	Social adaptation, integration and preparation for self-dependent life for children from HCDPC T.Popova.	Stara Zagora
Association “ZOV” – Gorna Oriahovitza	Increasing the prospects for education and professional realization for children and youth om HCDPC “Penio i Maria Velkovi”	3 300,00	Prevention of social exclusion of youth who leave HCDPC “Penio i Maria Velkovi” by engaging them with cooking, hairdressing, constructing courses, etc.	Gorna Oriahovitza
Regional Association of school psychologists and pedagogues – Burgas	The better choice for you	4 800,00	Providing prospects to youth from HCDPC “Aleksandur Georgiev – Kodjakafaliata”	Burgas

Organization	Project	WCIF funding (in BGN)	Description	Location
Association “Pregurni me” – Sofia	Hug me	4 900,00	Adaptation of youth from Social Institutions in Sofia through expansion of activities in a Atelier for handcrafts and art skills education and provision of part time work for youth	Sofia
District Council of Bulgarian Red Cross – Shumen	Making of short documentary movie “Today I found out...”	1 000,00	Making of a documentary, depicting the activities of HCDPC “Detelina”... For dreams, reality and other truths	Shumen
Community Charitable Fund Blagoevgrad	Making of short movie “Bridge above the wall”	1 000,00	A movie, telling the stories of children from the homes of children deprived of parental care.	Kazanlak, Stara Zagora, Blagoevgrad
Foundation “Zentur za integratzia na hora s uvreden sluh”	Making of short movie “Where is Ivancho”	1 000,00	A movie about people willing to become foster parents – their motives, difficulties, adjustments	Sofia
Association “Youth for European Development of Bulgaria”	Making of short movie “When I grow up”	1 000,00	Children share their dreams – without introduction, without prelude, without unnecessary explanations	Sofia

People Decide Fund

The Fund provides financing to local organizations and non-formal groups in order to support initiatives that solve specific local problems. Once again WCIF supported initiatives that include the local communities in the process of their realization. Special attention was paid to good communication and coordination of all stakeholders within the community. The Fund is a part of a three-year program for community development and citizen’s inclusion financed by the Trust for Civil Society in Central and Eastern Europe. The projects receiving grants were selected through an open call for proposals, announced twice per year.

In 2010 we received twice as many project proposals compared to the previous year.

The Fund supported a variety of projects such as: activities for nurturing healthy eating habits for children, campaign for adopting homeless dogs, art therapy and opening of social enterprise for people with intellectual disabilities, creating a mountain bike park, etc.

Number of project proposals.....	234
Projects funded.....	33
Total.....	BGN 162 092
WCIF grant.....	BGN 102 784
The organizations’ own contribution.....	BGN 59 308
Average grant.....	BGN 3 114.

The People Decide Fund

Organization	Project	WCIF funding (in BGN)	Description	Location
Association "Focus - European Center for Development"	Center for work with volunteers	4 120,00	Volunteering — promoting, encouraging, mechanisms for engaging volunteers;	Pazardzhik
Chitaliste "19-ti Fevruari 1906"	Youth health without risk	1 709,00	Development of skills for healthy life and avoiding of risky behaviour among young people	Skravena village, Botevgrad
Chitaliste "Obedinenie 1913"	Informing and support	4 310,00	Prevention and limiting the negative implications of domestic violence against children and women;	Kardzhali
Chitaliste "Roden krai — 1931"	Children create for children	2 700,00	Vocational training and creation of 3 cartoons by students of age 11-13 years old;	Sofia
Association "Svistov — minalo, nastoyaste i budeste"	Hristaki Pavlovich and his Svetinikolsko school complex	5 000,00	Preservation of one of the oldest school buildings in Bulgaria in town Svistov	Svistov
Sdrujenie za razvitie na deza "Slunchitze"	Responsible parenting for happy childhood	4 998,00	Increased capabilities of parents to understand their children	Dobrich
Foundation "Iniziativa za sotsialna integratzia"	Organization of volunteering work for provision of support to visionary impaired students	4 180,00	Effective integration and socialization of visionary impaired students among their colleagues;	Sofia
FEBA Alumni Centre at Sofia University "St. Kl. Ohridski"	The campus in our hands	4 960,00	Changing the attitude of youth toward the environment	Sofia
Chitaliste "Nov jivot 1927"	Chitalisteto — home for all	3 925,00	Improving the living conditions in the village through planting/grassing	Gorni Lom

The People Decide Fund — continuation

Organization	Project	WCIF funding (in BGN)	Description	Location
Initiative for Health Foundation	Access	3 500,00	Decreasing the damages caused by drug use	Sofia
Foundation „GIVE SMILE“	Children's reading room "The granny's stories"	2 240,00	Reviving the interest of children in books	Dimitrovgrad
Jensko sdrujenie "Ekaterina Karavelova"	Overcoming the violence through games	4 250,00	Establishment of theater studios for social change, with target group children at risk	Silistra
Association "Lokalna mreja — Studentski grad"	Biking as means of transportation	3 000,00	Trainings for students in biking as means for transportation	Sofia
Foundation "Horizonti"	Synthesizor of Bulgarian speech for mobile phones	5 000,00	Development of specialized software	Sofia
"Razvitie - Rakitovo"	Enough!!!	2 214,00	Supporting the protection of human rights of disadvanated people in the municipality	Rakitovo
Asotziatzia za razvitie na mladejite	Vratza, I love you	3 230,00	Instalment of solar lights, cleaning and improving the areas around the blocks in Vratza	Vratza
Chitalishte "Hristo Botev"	"Damski klub (Ladies' club)"	1930,00	Establishment of ladies' club in the village which increases the female's participation in the public affairs and social life in the region	Koilovtsi village
Bulgarian Association of People Insured and Victims of Car Accidents	"Helping victims of car accidents"	3 205,00	Campaign for familiarizing the victims of car accidents with their rights	Sofia

The People Decide Fund – continuation

Organization	Project	WCIF funding (in BGN)	Description	Location
Chitaliste “Probuda-1912”	“Revival and Future for the Fabric of ethinc groups in municipality Loznitza”	4 236,00	Establishment of social enterprise for jobless women through revival of weaving	Loznitsa
Sofia Psychiatric Association drujestvo	“Introduction of art therapy in St. Ivan rilski – Novi Iskur”	4 598,00	Atelier for art therapy for people with chronical mental diseases	Sofia
The Bulgarian Society for the Protection of Birds (BSPB)	“Songbirds are in danger”	2 500,00	Protection of wild songbirds through information campaigns among rising generation	Burgas
Sdrujenie za razvitie I ukrepvane na lichnostta “Vselena”	“Different, unique, capable”	2 723,00	Development of work and domestic skills of women with moderate and light mental retardation	Burgas
Foundation “Pomost za jivotnite v Bulgaria”	Adopt an animal, be a responsible owner	3 800,00	Increasing the public awareness for responsible breeding of pets	Sofia
Association “Veloklub Kriva spitsa”	Bycicle Park Plovdiv – mountain biking in urban environment	4 620,00	Making mountain biking possible in urban ares	Plovdiv
Association “Sajuz za nezavisimo tvorchesko obstuvane”	Artistic bridges beyond human diversity	5 000,00	Theater classes for chidren with mixed ethnical origins/ background and theater performances	Pazardzhik
Foundation “July Jazz”	Box on the stairs	4 570,00	Promotion of volunteering	Zlatograd

Choose to Play Sports Fund

The Fund provides financial aid to civil groups and organizations aiming to create conditions for healthy and active lifestyle and for spending free time playing sports close to home as prevention of stress, aggression and unhealthy way of life. Through the Choose to Play Sports Fund, WCIF and Eurofootball created opportunities for leading healthy way of life and making your free time worthwhile. In 2010 the organizations that have received funding in the end of 2009 completed the work on constructing or renovating their sports areas and playgrounds. By September 2010 all grounds and gyms were open for service.

The initiatives covered different sports – soccer, tennis, fitness, martial arts, bodybuilding, beach volleyball, outdoor sports equipmend, chess, skateboard, etc. Projects were financed in a number of towns and vil-lages: Golema Rakovitsa, Dimitrovgrad, Lovech, Montana, Silistra, Sofia, Stara Zagora, Yambol and Shivachevo.

Number of project proposals.....	116
Projects funded.....	112
Total.....	BGN 85 181
WCIF grant.....	BGN 56 000
The organizations' own contribution.....	BGN 29 181
Average grant.....	BGN 5 000

The National Network for Children campaign "Opinion that Matters" received a grant from WCIF for developing a webpage for the children from all over the country to share opinions on issues of importance to them due to its fast and adequate response to the lack of space for youths to share their opinions. The initiative was also supported because it created a platform where young people could exercise their right to express their opinion on all issues that concern them and thus, the adults can see these opinions and, more importantly, take them into consideration.

"Opinion that Matters" is a contemporary form of manifesting understanding of the importance of listening to the voice of children and youth. Moreover, the initiative is the first real platform in the country making the voices of children heard.

Number of project proposals.....	38
Projects funded.....	5
WCIF grant.....	BGN 6700,00
The organizations' own contribution.....	BGN 12100,00
Average grant.....	BGN 1340,001

Urgent Fund

The main objective of the Fund is to respond to urgent needs for solving local problems. The maximum grant per project is BGN 1500. The applicants have to provide at least 50% cofinancing of the costs of the project. At least half of these 50% has to be financial contribution on behalf of the applicant or the project's partners.

This is a really effective and easy mechanism for citizen's groups to have access to swift and adequate response to important problem of their community. The project proposals receive a decision within within 20 working days. In this way we give an opportunity for quick solution of the problems and allow local organization to be adequate to their environment.

Urgent Fund

Organization	Project	WCIF funding (in BGN)	Description	Location
Association for wild nature "Balkani"	Cultivating of Pirinski tea (Sideritis scardica) – sustainable means of living for the populaton of South Pirin and Slavianka	1 500,00	Cultivation of Pirinski tea in the reagions of South Pirin and Slavianka, which will increase the income of the locals and will preserve the tea plant	Sofia
Narodno Chitaliste "Sluntse"	Lets make children and books become friends	700,00	Stimulating the reading activity among students in primary	Ihtiman
National network for Children Association	Campaign for children's participation "Oppinion that matters"	1 500,00	Fostering a public discussion about the cleanness of school toilets, which will result in investments in better hygiene at the school toilets on one hand, and encourage children to keep the school toilets clean on the other	Sofia
"Chisto more" Association	Public participation in the decision making of the city planning related to "Concession for the South coast of Pomorie and the marine harbour complex"	1 500,00	Protection of public interest in the municipality of Pomorie and its citizens, related to investment decisions which affect the coast and more specifically decisions about the future yacht port and the touristic complex planned to be constructed	Pomorie
Civic group "LGBT in Action"	Love equality! Embrace diversity!	1 500,00	Increasing the interest and tolerance toward Sofia Pride 2010.	Sofia

Through the Community of Goodness project WCIF co-financed funds raised by local donors, used for organizing and supporting different activities in the schools within the municipality. The project contributed substantially to the social inclusion and participation in extracurricular activities of children in risk and children from poor families. All children from families with a lower economic status attend green schools together with their classmates, because tourism and sports are a neccessary part of every child's life and walks and games in the great outdoors reveal to them the world they have to care for and preserve.

Tanya Tsvetkova, Chairperson, Community Foundation Blagoevgrad

Institutional Development of Community Foundations in Bulgaria Fund

The Fund supports the institutional development of community foundations in Bulgaria in accordance with their fundraising potential. Each community foundation has the opportunity to use the grant for its institutional development in the most flexible way in order to simultaneously improve different aspects of its work: the process of allocating grants to local organizations, developing the internal and external human resources and governance. The size of the grants depends on the achievements and the development goals of each individual community foundation.

The grants for institutional strengthening of community foundations are allocated in 40:60 ratio of the whole cost of the project whereas the contribution of the Foundation should be raised from local private donors – donations of physical persons or companies. Each community foundation may use up to 30% of the total value of the grant for administrative costs (salaries) and the remainig – for developing the team, attracting new donors, public relations and other activities for organizational development, prioritized on the basis of self-evaluation.

Project proposals.....	7
Projects funded.....	7
WCIF grant.....	BGN 260 832,00
The organizations' own contribution.....	BGN 367 768,00
Average grant.....	BGN 43 472,00

Bulgarian Community Foundations Development Fund

Organization	Project	WCIF funding (in BGN)	Description	Location
Community Foundation “Bridges over Tundzha” Yambol	Organizational development	40 312	Own contribution – 68 868 BGN	Yambol
Community Fund – Lom	Organizational development	6 870	Own contribution – 10 300 BGN	Lom
Community Foundation – Stara Zagora	Organizational development	65 000	Own contribution – 160 000 BGN	Stara Zagora
Community Foundation – Pazardzhik	Organizational development	60 000	Own contribution – 90 000 BGN	Pazardjik
Community Foundation “Bridges over Tudja” Yambol	Organizational development	57 800	Own contribution – 86 700 BGN	Yambol
Community Foundation – Blagoevgrad	Organizational development	43 300	Own contribution – 65 000,00 BGN	Blagoevgrad
Community Foundation – Chepelare	Organizational development: transition of the model in the regional center Smolyan	15 350	Own contribution – 3 600 BGN	Chepelare

WCIF Fund

WCIF continues to have its own Named Fund. The resources in this Fund come from the paid services provided by the Foundation and we strive to identify important projects in the sphere of community development. The Foundation very carefully selects the projects that it finances. In 2010 only one project received a grant.

WCIF Fund

Organization	Project	WCIF funding (in BGN)	Description	Location
Association „Victoria 04“	The song brings hope	2 000,00	Equipping an atelier for art therapy for children with disabilities in the town and supporting the functioning of the atelier	Veliko Turnovo

TECHNOLOGICAL DEVELOPMENT RESOURCES
TechSoup’s Donation Program

WCIF was selected by TechSoup Global, one of the oldest and largest NGOs for technological support in the US as the only strategic partner in Bulgaria for carrying out the software donation program to NGOs.

This partnership allows civil organizations in Bulgaria to utilize the opportunities presented by the technological website TechSoup — <http://www.techsoup-bulgaria.org/>), gaining access to software and hardware donation programs. For the first time in the contemporary history of civil organizations they have access to high-quality software and hardware products received as a donation.

For the past year 33 Bulgarian non-governmental organizations had the opportunity to receive Microsoft products as a donation. The market value of the donated software is over BGN 408 000.





The Microsoft products received from TechSoup Global helped us establish a Digital Arts School and have trainings in photography, filmmaking, graphic design technologies and animation. TechSoup is a donor to our organization and we would love to continue our cooperation: it would further the development of children's artistic skills and their training. We sincerely thank the organization for the donation.

Tsvetan Krastev
Teacher in the DEDAL's Digital Arts School, city of Varna

**TechSoup Software Grantees
Bulgarian Librarian-Information Association**

- Workshop for Civic Initiatives Foundation
- Children with Developmental Problems Foundation
- CVS-Bulgaria
- Habitat for Humanity Foundation
- Tulip Foundation
- Benefactor Foundation
- Bulgarian Helzinki Committee
- Chovekolyubie Association
- TIME Ecoprojects Foundation
- Center for Liberal Strategies Foundation
- Samaritans Association
- Narodno chitalishte Razvitie 1869"
- Union of the blind in Bulgaria – town of Gabrovo
- Narodno chitalishte Obedinenie
- International Institute for healthcare and health insurance - Bulgaria
- Association for wild nature Balkani
- Forum for Civil Society
- Institute for Market Economy Foundation
- Regional Business Center Pleven Association
- National Center for Rehabilitation of Blind People Association
- Regional Initiative Foundation
- Kapantsi Foundation
- Cedar Foundation
- Personality and Community Development Association
- Face to Face Association
- Pathways Association
- Teach for Bulgaria Foundation
- School of Arts for Disadvantaged Children and Youths - Dedal
- Culture and Tourism of the Eastern Rhodope Mountain Association
- Information and Consultation Center Foundation
- Bulgarian Association for Neuromuscular Diseases
- Bulgarian Lbrarian-Information Association
- Eurointegration Association

Philanthropy Development

Zaedno (Together) Award for Best Fundraising Campaign

In July 2010 at a formal ceremony in Sofia in front of more than 100 guests WCIF announced the winners of the Fifth Annual Zaedno Awards selected by the jury:

The award Best campaign of non-governmental organization went to Victoria-04 Association of the town of Veliko Tarnovo for the campaign "The Song brings Hope: aiming to raise money for equipping an art-therapy atelier for the Day Center for Children with Disabilities in Veliko Tarnovo".

Best campaign – I can Too Foundation, assisting children with disability.

The Bridges over Tundzha Community Foundation - town of Yambol was the organization that has gathered **the largest amount of funding** through its campaign Activating and Strengthening Civil Society.

The award for most innovative campaign was given to VIVACOM for the company's initiative "Zhulti stotinka" (Pennies) supporting the construction of an Institute for child psychological health and development of autistic children.

Zaedno Media Awards

In 2010 for the third consecutive time WCIF presented awards to journalists and media covering the topics of philanthropy, charity and corporate social responsibility.



Pro.bg television won the prize for electronic media, for printed media – Pari (Money) Newspaper. The Journalist awards received Iskra Tsenkova from Tema magazine, Boryana Peneva from Kapital newspaper and the producer from Nova TV Tara Nuri.

The special prize "Civil Position Provoking Debate" was awarded to Ognyan Stefanov

Coca Cola and ORT Furniture Company were official partners of the annual Zaedno awards.

Zaedno.bg

WCIF has always preferred a challenge to passive inaction. Therefore 6 years ago we founded the first online donation portal in Bulgaria. Nowadays zaedno.bg is still the place where citizens can support causes of civil organizations, show interest in the important issues of the development of Bulgaria. Over 95% of the donation goes to the selected cause. No VAT is charged unlike the case with donating through text messages. The people donating through zaedno.bg give meaning to WCIF's conviction that they are many people and organizations out there that wish to change the reality we live in.



A great NGO Day! Perfect organization and remarkable participants! Special thanks to Workshop for Civic Initiatives Foundation!

Teodora Varbanova, Microsoft Bulgaria

Networking, Community Relations

Annual Meeting

At WCIF Annual Meeting in July 2010 the TechSoup Technological Donor Program was presented. Representatives of the program based in Warsaw and San Francisco provided detailed information and answered the questions of the audience. Additionally the participants and grantees were consulted about the current calls and ongoing projects of WCIF.

Good NGO Governance Initiative

In Bulgaria there are over 30 000 registered civil organizations. According to recent data, only about 4000 of them are active. The investments they make in society by providing support in solving problems important for the society in different areas of life are significant.

In 2009 by initiative of WCIF and after consultations with a number of organizations 7 basic and easily measured standards of good governance, separated in 3 areas (transparency, good governance of NGO and avoiding conflict of interests policy), in 2010 a check-list was created: it is used by the organizations and the people who monitor as a reference point in preparing and checking the documentation needed for receiving a Standard of Good Governance. Over 60 organizations applied, and 40 of them covered all the Standard's requirements.

NGO Day with the support of Microsoft

On March 4 for a second consecutive year we organized the Day of Microsoft devoted to the non-governmental organizations. The event is a joint initiative of the Workshop for Civic Initiatives Foundation and Microsoft Bulgaria and is organized within the framework of the European e-Skills Week.

The goal of the event was to present the advantages of Microsoft technologies in improving the efficiency of the work of NGO. Special attention was paid to presenting Microsoft's participation in the software donation program TechSoup.



Presentations were also given by the National Employment Agency, the Ministry of Education, Youth and Science and Microsoft's EUGA program. The afternoon sessions also sparked the interest of the audience: different examples of ICT initiatives of civil organizations were presented, such as software for visually impaired people, the Horizons Foundation and IT School for Grannies of the School Board of Saint Pantaleymon, the village of Patalenitsa.

Representatives of over 120 civil organizations from around the country attended the meeting. We received over 300 applications but due to the limited number of seats in the hall we had to impose some limitations on the number of the delegates. The main task of the Day of Microsoft for the non-governmental organizations was to demonstrate the importance of public-private partnerships in social development.

Living Heritage Festival

In September 2010 on the summer stage of the Borisova gradina Park in Sofia more than 300 participants of all ages and ends of Bulgaria entertained the guests of the Living Heritage Festival. The event presented the 20 initiatives of the Living Heritage 2010 campaign supported by America for Bulgaria Foundation.

Colorful mummer's and maiden's rituals, Karakachan and gypsy dances, demonstrations of different crafts and rites could be viewed during the four-hour festival. The guests had the opportunity to sample Banat's meals, to see multicolored socks knitted in front of them, to observe different ways of embroidering, bead jewels and straw dolls, to enjoy the children paintings exhibitions.

Partners of the event were Sofia Municipality, National Geographic Magazine – Bulgaria and the Bulgarian National Television.



Living Heritage Photo Exhibition

The exhibition was displayed in the Central Covered Market of Sofia and was a huge success. The 29 photographs accompanied by short poetic texts capture different moments of the process of realization of local initiatives financed by the 2010 Living Heritage campaign.

Faces of the Invisible Photo Exhibition

In 2010 the exhibition, which was shot in 2009, became a traveling exhibition. The photos traveled to Stara Zagora, Varna, Plovdiv, Russe and Burgas. For us, to display the exhibition in places not directly associated or related with art and culture was a really successful experiment. The photos were exhibited in Mall of Varna, Mall of Russe and Mall of Stara Zagora.

The exposition of 27 pictures by photographer Tihomir Iliev presents 6 different towns and villages in Western Bulgaria. Local civil organizations were supported by WCIF through a program for tolerance and overcoming different social problems

Sustainability

In 2010 WCIF continues to look for ways of ensuring its financial sustainability by embarking on new initiatives:

The Foundation pays special attention to certain aspects of sustainability. We put special efforts in the following directions.

Finances

Our financial support is complemented by the local communities with funds raised by them. Thus, the dependence on foreign and external financial aid is severed and creating good practices of individual and corporate philanthropy is nurtured.

WCIF strives to diversify the sources of its financing while at the same time trying to manage its funds in the most reasonable way. All of our expenses are based on the aspiration to obtain the best quality at the best price. In terms of financial sustainability WCIF also maintains a Reserve Fund, governed with the idea to get the maximum return on the investment without risking any monetary losses.

Supplies

We use energy-saving lightbulbs and try to limit the electric energy consumption by investing in the office space. We strive to use detergents that are environmentally friendly.

Waste

We reuse paper and lower the number of printed documents to the minimum. The application forms for all calls are turned in electronically, which significantly decreases the amount of the paper used.

Social Enterprise TOGATHER TOGETHER

In December 2010 WCIF created the social enterprise TOGATHER TOGETHER **www.2gathertgether.org**. The initiative is an online shop selling unique souvenirs with a cause manufactured by the participants in the Living Heritage projects. The main purpose of the Living Heritage Fund is to preserve and spread the Bulgarian folklore traditions.

By purchasing items from the website the users donate: part of the revenues support directly the Living Heritage Fund thus ensuring its higher sustainability for the future.

Visibility (web, media, social networks)

In 2010 WCIF renewed the design of its website and continued to inform the wide audience about future and present activities at **www.wcif-bg.org** (the website is also accessible at **www.rabotilnicata.bg**). In addition we created the Workshop's Blog. 20 short documentaries reflecting the activities financed by the Living Heritage Fund were filmed and broadcasted on the Bulgarian National Television Satellite channel. The year was also successful in terms of presence in the media space: over 100 publications and reports about the work of WCIF in the media, 4 new media partnerships established. Za Horata magazine developed 3 short stories about participants in the programs funded by WCIF and published them in both its paper and electronic editions; afterwards we uploaded the stories in the section "Storytellers" on our website.

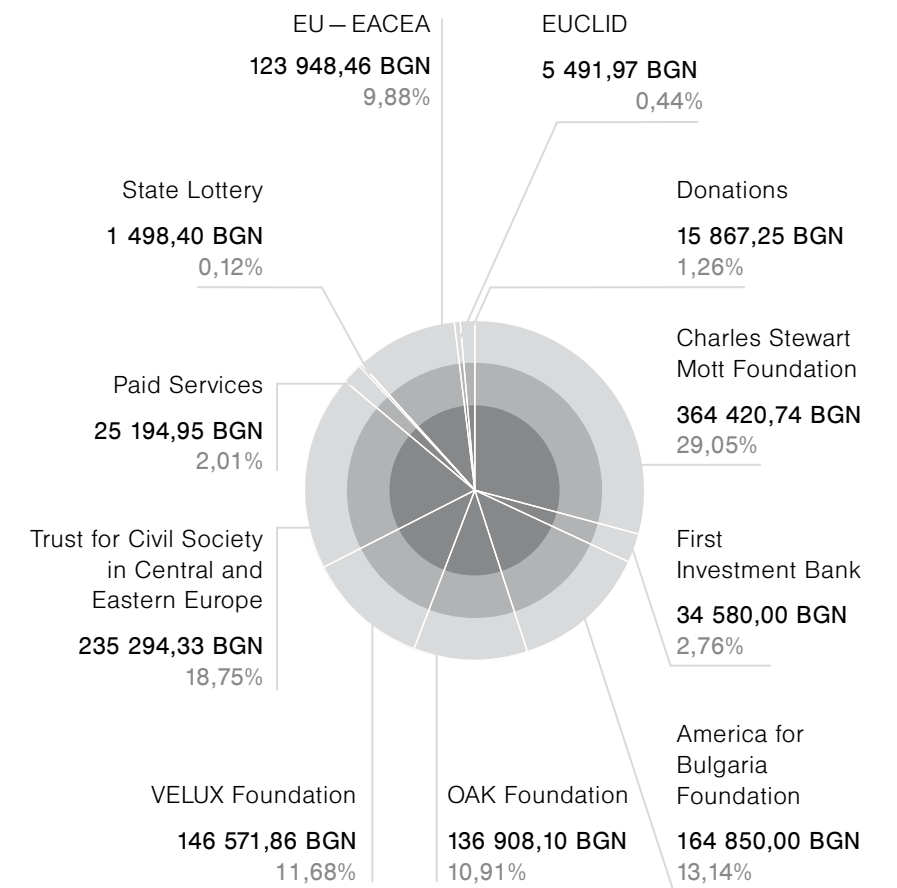
We constantly upload and share information in WCIF Facebook group that presently has 400 members. We also created a fan page for TOGATHER TOGETHER on Facebook in order to promote the new initiative.





464 561 BGN,
Granted by
WCIF for
financing
civil initiatives for
the development
of Bulgaria

Funding Sources



6

Financial Report

Balance

	As of December 31 st	
(all figures are in thousand BGN)	2010	2009
ASSETS		
Long term assets		
Buildings	299	313
Equipment	5	8
Other long term tangible assets	13	13
Total long term assets	317	334
Short term assets		
Other material assets	1	1
Short-term takings	2	
Cash	943	465
Total short term assets	946	466
Total assets	1263	800

Balance

	As of December 31 st	
(all figures are in thousand BGN)	2010	2009
LIABILITIES		
Capital and reserves		
Reserves	424	331
Total capital and reserves	424	331
Short term liabilities		
Liabilities to providers		6
Total short term liabilities		6
Funding	839	463
Total liabilities	1 263	800

Revenue and Expenditure Account

Type of income and expenditure	Current year in thousand leva	Previous year in thousand leva
1. Income from the planned activities	879	491
2. Expenditures from the planned activities	599	300
3. Administrative expenditures	222	189
Result (1-2-3)	58	2
4. Financial income	79	80
5. Financial expenditure	47	74
6. Unplanned income		
7. Unplanned expenditures		
8. Profit	3	3
Result (1-2-3+4-5+6-7+8)	93	11

Own Capital Account

(all figures are in thousand BGN)	Capital	Other reserves	Total
Balance at the beginning of the reported period		331	331
Result from activities		93	93
Other changes in the won capital			
Balance as of December 31 st 2010		424	424

Cash Flow Table

	As of December 31st	
(all figures are in thousand BGN)	2010	2009
Cash flows from non-profit activities		
A. Revenues from non-profit activities		
1. Donationa under conditions	1230	809
2. Revenues from bank and currency exchange operations	78	54
3. Other revenues		3
Total revenues from non-profit activities	1308	866
B. Payments on non-profit activities		
1. Salaries	45	61
2. Social securities	21	25
3. Payments on bank and currency exchange operations	22	70
4. Payments on services	215	160
5. Other payments	65	27
6. Paid donations	465	201
Total payments on non-profit activities	833	544

Cash Flow Table

	As of December 31st	
C. Net cash flow from non-profit activities	475	322
D. Revenues from profit activities	25	5
E. Payments on profit activities	22	2
F. Net cash flow from profit activities	3	3
Cash as of January 1 st	465	140
Cash as of December 31 st	943	465
Cash variation for the period	478	325

Radinka B. Stoeva
Registered auditor 0087

16, Lavele Street, Sofia
Mobile 0888 556 435

To
The Management
Of Workshop for Civic Initiatives Foundation
Sofia

Auditor's Report

We audited the attached Workshop for Civic Initiatives Foundation's financial reports consisted of Balance, the related to it Account on the revenues and expenditures, Account on the cash flow, and the Account on the own capital for the year as of December 31, 2010.

The responsibility for preparing and truthful presentation of this financial report in compliance with the National Accounting Standards lies with the management. This responsibility involves: developing, implementing and maintaining of a system of internal monitoring, related to the preparation and truthful presentation of financial reports, which should not contain inaccuracy, deviation, and discrepancy, no matter whether they are due to fraud or to error; selection and application of adequate accounting policies; working out approximate accounting evaluations, which are reasonable within a concrete situation.

Our responsibility involves expressing the auditor's opinion on this financial report, based on the audit we have carried out. Our audit has been conducted in compliance with the professional requirements of the International Audit Standards. These standards demand observing the ethic requirements, as well as that the audit is planned and carried out so that we are convinced to a reasonable extent that the report does not contain inaccuracy, deviation and discrepancy.

The audit involves the application of procedures with the aim to get auditor's evidence concerning the sums and the declarations in the financial report. The selected procedures depend on the judgement of the auditor, including the assessment of the risks of considerable inaccuracy, deviations, and discrepancies in the financial report, no matter whether they are due to fraud or error. While making the risk assessment, the auditor takes into

The responsibility of the management concerning the financial reports

The responsibility of the auditor

Conclusion

Report on other legal and regulatory requirements

account the system of internal monitoring, related to the preparation and truthful presentation of financial report on behalf of the management to develop audit procedures which are suitable for the concrete circumstances, but not with the aim of expressing opinion on the effectiveness of the system of internal monitoring. The audit also involves assessment of the suitability of the applied accounting policies and the advisability of the approximate accounting evaluations, made by the management, as well as an evaluation of the overall presentation of the financial report. We consider that the audit conducted by us provides adequate basis to express our auditor's conclusion.

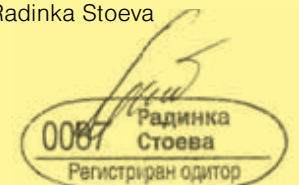
In our opinion, the financial report gives a truthful and honest idea of the property and financial status of Workshop for Civic Initiatives Foundation as of December 31st, 2010, as well as of the financial results of its activities and the cash flow for the year, ending on that date, in compliance with the National Accounting Legislation.

An annual activities report of the Foundation according to the Bulgarian Accountancy Law /article 33/

In accordance to the requirements of the Bulgaria Accountancy Law /article 38, item 4/ we have read the Foundation's 2010 Annual activities report. This report is not part of its annual financial report for the same period. The responsibility for the preparation of this activity report is born by the management of the Foundation. The financial information in the annual activity report is in accordance with all substantial aspects of the information given out in the financial report of the Foundation as of December 31st, 2010.

07.04.2011
Sofia

Registered auditor:
Radinka Stoeva





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The team of WCIF thanks all organizations participating in our
programs for the photos enriching and diversifying our photo archive!

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