Letter from the Board of Trustees and the Executive Director

Workshops for Civic Initiatives Foundation, a very interesting name, but what are you doing in fact? This is the question that I most often get from people not directly involved with the NGO sector.

A pretty simple, but at the same time very difficult question. How can one sum up the work of one of the biggest and oldest foundations in Bulgaria which for more than ten years already supports and promotes the development of civil society. I am presenting the foundation these days as a fundraising organization which provides grants for civil initiatives, as an engine of philanthropy at local level and last but not least as a platform for resolving local issues and problems via the programs and funds that we develop and manage.

2011 was successful for WCIF in spite of the difficult economic situation. The year was successful because WCIF managed to keep up the level of funding for the civil sector in time of austerity and lack of government funding for civil organizations and initiatives outside the minimum social services provided by the state. We are proud because we provided over half a million BGN for those who really need them and have no alternative funding sources apart from voluntary work of their members, friends and supporters.

We take pride in the fact that WCIF remained one of the very few organizations providing long-term support for the development and preservation of Traditional Bulgarian culture through our Living Heritage Fund, yet another cause not very much supported nowadays. In the context of the economic crises we remained the only organization providing financial, technological and knowhow resources for the development of civil society organizations.

Last but not least, we managed to introduce a very important topic for all NGOs: the concept of tolerance, of overcoming the language of hatred and rejection of the different was yet another area where WCIF provided resources.

All this would not have happened if WCIF did not get the trust and confidence of its donors, partners, friends, supporters, the recipients of our funding and volunteers.

A special thanks to all of you for your confidence and support.

On the next pages you will see everything that we managed to accomplish TOGETHER.

Iliyana Nikolova
Executive Director

Dimitar Tsolov
Trustee
The year in figures

2011 in figures

734947 BGN granted by WCIF for financing civic initiatives;
496313 BGN raised by the WCIF’s grantees as addition to the funds provided by the foundation;
90 000 people indirectly supported by the WCIF;
60 048 USD equivalent market value of software donated via WCIF to various civil organizations
16 000 days voluntary labor for the development of different communities;
5500 volunteers who have worked on the different initiatives funded by WCIF;
4000 visitors to the national events organized by the foundation;
450 received project proposals;
600 new friends of the foundation on Facebook;
955 publications in national media reflecting the work of the foundation;
66 financed project proposals;
16 organizations receiving donation in software;
3 documentaries, reflecting the work on the different initiatives;
3 organized national events;
2 corporate donors’ funds, managed by the foundation;
1 blog of the foundation reflecting topics important to the civil organizations;
Expenses by items

- Program costs
  - BGN 98461.56
  - 9.28%
- Trainings
  - BGN 236055.56
  - 22.26%
- Administrative expenses
  - BGN 129624.72
  - 12.22%
- Grants
  - BGN 596439.85
  - 56.24%

Grants allocation by WCIF

- 2011
  - BGN 596439.85
- 2010
  - BGN 464561.42
- 2009
  - BGN 200653.29
Donors and Supporters

Public and Private Donors

Charles Stewart Mott Foundation
Development of Community Foundations in Bulgaria and General Purpose Grant for WCIF

Trust for Civil Society in Central and Eastern Europe
Urgent Fund,
The People Decide Fund,
NGO Capacity Development Fund,
Tolerance Fund

First Investment Bank Ltd.
FIB’s Social Responsibility Fund

Eurofootball
Sports Talents Fund

America for Bulgaria Foundation
Living Heritage Fund

European Commission
Youth in Action

OAK and VELUX Foundations
Rainbow Program

Balkan Trust for Democracy
Civic Participation Forum

Microsoft
NGO Day

Raitz-2
over 100 000 WCIF flyers

5 500 volunteers have worked on different WCIF funded initiatives

WCIF Donors and Supporters

over 100 000 WCIF flyers

5 500 volunteers have worked on different WCIF funded initiatives
Partners
TechSoup Global
Coca Cola
OPT Furniture Company
„The Program“ Cultural Guide
„Za Horata“ Magazine
BTA
„Par“ daily
BNR
TV7
„Over a cup of coffee“ TV show
FROGNEWS - online media
„Manager“ Magazine

Volunteers
WCIF would like to thank all of its volunteers who are an extremely valuable resource to the foundation.
Funding for development

In the absence of sufficient state and/or international funding for small civil organizations, the WCIF role became even more important. WCIF provided funding for development in two major areas: community development and philanthropy development.

In 2011 WCIF managed several funds: „Living Heritage“ – a program supporting small local organizations that work towards reinvigoration of local cultural heritage; „Rainbow“ – a program supporting civic organizations promoting development of children and young people; „The People Decide“ fund supports organizations that address local issues and problems and come up with innovative solutions; „Tolerance“ fund provides funding for organizations working in the human rights protection field against discrimination and xenophobia; and „Capacity Building“ fund supporting NGO’s capacity building efforts. Philanthropy development is implemented via the WCIF Fund and Community Foundations Development Fund.

The funds were allocated via two types of applications; those with a fixed deadline and open ended applications. The projects are 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 grant allocation is described further on in the report.

Main Areas of Work

In 2011 the main focus of work of the Foundation was in the following directions:

• Funding for development (support for public benefit local community organizations);
• Philanthropy development;
• Resources for civil organizations;
• Sustainability;
• Visibility.
Members of the 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

Diana Dimova
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

Radostina Marinova
Program Coordinator, Environmental Partnership Foundation

Rositza Marinova
Program Coordinator, Environmental Partnership Foundation”

Stanislav Stanchev
Chief Expert Advance Business Consulting

Stefan Popov
Programs and Projects Manager, ICAP, Bulgaria

Yanko Velkov
freelance artist

The sources of financing for grant allocation were both local and foreign. The funding is actually performed via different types of funds, described in detail further in the report.
The People Decide Fund

Number of project proposals......................................................... 51
Projects funded ........................................................................ 6
WCIF funding .................................................................................. BGN 21,863
The organizations’ own contribution.......................................... BGN 10,270
Average amount of a grant ....................................................... BGN 3,643.83

The People Decide Fund

The People Decide Fund

The living conditions in psychiatric institution in Bulgaria are far from stimulating recovery or healing. The furniture and equipment is old and obsolete, medical staff is low, and the patients are left on medications that do not help most of the time, and can actually make the situation even worse. A different approach to the people mental problems is of crucial importance for their quality of their life and chances of overcoming their illnesses.

There is one project initiated by the Sofia Psychiatric Association that makes a difference. Under the project, 129 patients in the state psychiatric hospital „Sv. Ivan Rilski” take part in an innovative, complimentary to modern science treatment. The treatment is implemented by medical specialists and volunteers – art therapists, and allows people with chronic psychic illnesses for a short time to change their world.

At the organization, under the project group therapy sessions, participants produce martenizi (special tokens worn by people in the beginning of the month of March), jewels, restore antique furniture, decorate premises, draw paintings or work with clay. Activities are divided into workshops according to the preferences and abilities of the patients. By drawing pictures or preparing miniatures out of clay, the people involved in the project improve their mental status. Positive emotions inspired by creative participation fill their everyday lives and make them much better. The chances for social inclusion of these patients significantly increase in that way.

Besides positive emotions enjoyed while participating in the workshops, the patients also get a sense of belonging, of meaningfulness. The atmosphere in the workshops is friendly and everyone can develop and manifest her/his personality.

Participants in this type of therapy demonstrate creativity and involvement. They devise their own projects and tasks, and are quite successful in concentrating on them. Observing the positive results, the hospital management has provided special premises for the project. Organizers are entering into partnership with the hospital authorities and Friends of People in Disadvantaged Positions Association, and intend to enlarge the scope of art therapy outside this project.

The People Decide is for everyone who takes the responsibilities for changing life for the better, for developing the community towards a more sustainable and healthy living environment.

This year the fund provided financial resources for innovative solutions aimed at integrating children with disabilities, eco-initiatives aimed at improving people’s quality of life and also projects related to the preservation of folklore and traditional customs.

Main areas of work • Annual Report 2011

WORKSHOP FOR CIVIC INITIATIVES FOUNDATION

supporting initiative communities
The People Decide Fund

<table>
<thead>
<tr>
<th>Organization</th>
<th>Project Description</th>
<th>WCIF funding in BGN</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Institute for art therapy-LIBERA Association</td>
<td>“The unifying power of rhythm for children deprived of parental care”</td>
<td>3 308.00</td>
<td>Sofia</td>
</tr>
<tr>
<td>Svishtov: Past, Present and Future Association</td>
<td>“I saw a beautiful lass in the midst of the Danube river”</td>
<td>4 500.00</td>
<td>Svishtov</td>
</tr>
<tr>
<td>Organization for Support, Training and Job Placement of Young People-OPORA</td>
<td>“Young people want and can”</td>
<td>4 989.00</td>
<td>Ruse</td>
</tr>
<tr>
<td>Future for Us Association</td>
<td>“Travelling puppet theatre”</td>
<td>1 250.00</td>
<td>Ljaskovetz</td>
</tr>
<tr>
<td>Center for Business Initiatives Association</td>
<td>“Construction of bikes’ stands”</td>
<td>5 000.00</td>
<td>Lovetsh</td>
</tr>
<tr>
<td>Outward Bound Bulgaria Foundation</td>
<td>“Join us–be one of the class”</td>
<td>2 816.00</td>
<td>Sofia</td>
</tr>
</tbody>
</table>

Rainbow Fund

Number of project proposals ............................................................................................................ 208
Projects funded .............................................................................................................................. 14
WCIF funding .............................................................................................................. BGN 389 957.00
The organizations’ own contribution ................................................................................. BGN 172 349.00
Average amount of a grant ............................................................................................... BGN 27 854.07

In Bulgaria there are many children deprived of resources and self-confidence needed in order to grow up properly. They live in economically underdeveloped areas of the country, raised up by poor or single parents, or just by their grandparents. These kids cannot afford to play with a ball or to borrow a book. Very often they go to school without any food in their bags.

These children need support. That is why we have established the Rainbow Fund, to assist children raised outside institutions or foster families and to provide them with resources and assets different from those provided by the state or public institutions.

The projects that receive grants from the fund compensate for the lack of quality education and give adolescents the missing vocational and professional orientation. Children are taught and prepared in their free time how to work in a team, how to stay away from drugs and human trafficking, and how to acquire and develop basic social skills.

The objective is to direct the children’s energy and potential in a positive direction for developing and improving their creative and entrepreneurial skills so that they can integrate successfully in society.
Children who “talk” to the sea

Could swimming, diving, sailing and windsurfing give the necessary confidence to a child so that he/she can transform completely? The answer to that question is the project of Sea Club “Friends of the sea” in the city of Varna. This project allows children from poor families or children raised by a single parent, as well as juvenile delinquents, to be trained and practice attractive marine sports that would aid their successful social integration.

If all that sounds like a cliché, you should see the participants in the project “Sea school for children”. For almost a year, these kids have practiced marine sports that make them responsible, disciplined, cooperative and ready to help. As they are taught how to swim, dive, sail and wind surf, the children acquire confidence and begin to rely on their own skills and potentials.

The interesting new social contacts have made them self-confident and have helped develop their dignity and self-esteem. The sports they practice have yet another positive effect: to help the children make better informed decisions about their professional future careers related to the sea, sports and tourism.

The adolescents indicate an immense interest in the project, not just because of the different and exciting summer it can offer, but because they accumulate many useful skills, knowledge, positive emotions and friendships.

After only a month, kids cannot be taken apart from the sea. Although most of them have never had contact with the sea, the experience and emotions are so strong and positive that it binds them together. There is no trace of the initial fright that they had being labeled as “poor” or “with anti-social behavior”. The only thing that matters now is what they will achieve during their sea training.

The cold winter does not interrupt the relationship between the project organizers and the participating children. They organize regular meetings where they plan the activities to be implemented in the following spring and summer. Pedagogical experts and staff express their appreciation for the project. Thanks to the sea sports, 41 kids between the ages of 10 and 18 are taking their lives in their hands and become personalities with a good chance for social integration.

### Rainbow Fund

<table>
<thead>
<tr>
<th>Organization</th>
<th>Project</th>
<th>WCIF funding in BGN</th>
<th>Project Description</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>SNZ „Razvite — Rakitovo“</td>
<td>J can*</td>
<td>30 000.00</td>
<td>Developing the entrepreneurial skills and creative thinking amongst young people from Rakitovo municipality by providing focused trainings</td>
<td>Rakitovo</td>
</tr>
<tr>
<td>Chitalishte „Neofit Rilski 1872“</td>
<td>„The Child -- in focus“</td>
<td>29 900.00</td>
<td>Improving social skills and personal development in children aged 12 to 15, whose parents are absent from the town of Trastenik</td>
<td>Trastenik</td>
</tr>
<tr>
<td>Mladegki initziativi — NESTOS Association</td>
<td>„New media Jakoruda --- We are also part of the community; listen to us!“</td>
<td>6 245.00</td>
<td>Improving the social adaptation, personal development and initial professional orientation of 50 students from the town of Jakoruda</td>
<td>Jakoruda</td>
</tr>
<tr>
<td>Resursen center— Nova Iniciativa Association</td>
<td>„Open doors -- training center“</td>
<td>21 000.00</td>
<td>Improving the social and emotional status of 24 vulnerable groups children and their families by overcoming communication and personal artistic development barriers, and holding consultations with their parents</td>
<td>Blagoevgrad</td>
</tr>
<tr>
<td>Debut Association</td>
<td>„Life is a stage“</td>
<td>28 000.00</td>
<td>Reducing violence and unjustified absenteeism in three secondary schools in the town of Kustendil by developing communication and conflict resolution skills amongst students</td>
<td>Kustendil</td>
</tr>
<tr>
<td>Organization</td>
<td>Project Description</td>
<td>WCIF funding in BGN.</td>
<td>Location</td>
<td></td>
</tr>
<tr>
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<td></td>
</tr>
<tr>
<td>Modern Politics Institute</td>
<td>‘Hear my position and take it into account!’ Stimulating socially active behavior amongst young people in Bulgaria by organizing competitions for essay writing on socially important topics and copyright issues from and for young people, as well as organizing a discussion forum, and advocacy and leadership trainings</td>
<td>34 600.00</td>
<td>Sofia</td>
<td></td>
</tr>
<tr>
<td>‘Theatre-Tzvete’ — Sofia Association</td>
<td>‘Documentary Theatre Studio’ Social art as means to reduce the risks of violent behavior at school and the development of various unhealthy lifestyles and addictions</td>
<td>32 000.00</td>
<td>Sofia</td>
<td></td>
</tr>
<tr>
<td>School board ‘Sv. Pantaleimon’</td>
<td>‘Yet another chance’ Creating a supportive school environment by providing training for teachers and parents, and organizing extracurricular activities for developing children’s individual talents and potentials</td>
<td>29 000.00</td>
<td>Patalenitza</td>
<td></td>
</tr>
<tr>
<td>Dushevno ravnoveste Association</td>
<td>‘A step on a colorful carpet’ Social inclusion of mentally retarded children from the Targovishte municipality by developing craftsmen’s skills in processing clay and wool</td>
<td>30 700.00</td>
<td>Targovishte</td>
<td></td>
</tr>
<tr>
<td>Sea Club ‚Priateli na moreto‘</td>
<td>‚Sea school for children‘ Reducing the aggression amongst kids and assisting the social integration of children with deviant behavior and also children in vulnerable social situation by training them into sea sports</td>
<td>33 000.00</td>
<td>Varna</td>
<td></td>
</tr>
<tr>
<td>Podari Usmivka Foundation</td>
<td>‚The school: a place of tolerance and respect‘ Reducing school violence via prevention and establishing a school atmosphere of no violence and tolerance with the participation of the entire school community</td>
<td>29 992.00</td>
<td>Dimitrovgrad</td>
<td></td>
</tr>
<tr>
<td>Board of trustees of children’s complex — Varna</td>
<td>I want a future for me too’ Enhancing the skills for independent living of 70 young people who work and study in institutions; overcoming isolation by organizing various activities and trainings in their leisure time</td>
<td>33 200.00</td>
<td>Varna</td>
<td></td>
</tr>
<tr>
<td>Socialni Practiki v Obshtnosta Foundation</td>
<td>‘My life; my responsibility’ Informing children and young people in the municipality of Velingrad and increasing their awareness on problems related to violence, trafficking of people, sexual abuse and addiction to drugs, and their negative impact on the personal development of young people</td>
<td>18 300.00</td>
<td>Pazardgik</td>
<td></td>
</tr>
<tr>
<td>Stapka za Bulgaria Foundation</td>
<td>‘Steps into the future’ Promoting social and professional integration of fifty youngsters between the ages of 14 and 18, living in institutions in Sofia, Plovdiv, Gabrovo and Berkovitza</td>
<td>34 000.00</td>
<td>Sofia</td>
<td></td>
</tr>
</tbody>
</table>
Living Heritage Fund

Number of project proposals ................................................................. 92
Projects funded .................................................................................. 19 new and 9 continuing from 2010 initiatives
WCIF funding ........................................................................................ BGN 83,932
The organizations’ own contribution ...................................................... BGN 34,576
Average amount of a grant .................................................................... BGN 2,997.57

Customs and traditions are preserved by people. They are responsible for the protection of the most characteristic national elements and their continuation on to the next generations.

The Living heritage Fund is established to support civic initiatives targeted at discovery, restoration, protection and reinvigoration of local material and nonmaterial heritage. By rediscovering the subtleties of pottery, knitting, weaving or playing the zourla, people get together in their willingness to discover and preserve customs and traditions. At various locations throughout Bulgaria, voluntary groups working on projects supported by the fund are being formed. They do a lot of fascinating and attractive things. Many young people become fond of weaving, elaboration of special costumes, basket weaving and carpentry. In this way apart from discovering new information about Bulgarian customs and crafts, the initiatives funded by the Living heritage fund allow many people to get acquainted with the traditions of their predecessors.

Young pottery makers from Dimitrovgrad area

Pottery is one of the oldest of Bulgarian crafts. In the area of Dimitrovgrad, this tradition has become a bit obliterated. That is why the community center secretary of the village of Rainovo, Mitko Geliazkov, decided to restore and preserve traditions by passing them on to very young people. He managed to mobilize for the cause a professional craftsman Ivailo Gosподинов, who actually trained the young people in the art of pottery making.

There is a huge interest in the pottery workshops. Each workshop attracts more than twenty kids below the age of 17. Apart from the pottery making skills that the young people acquire they disclose valuable information on the history of pottery in the Haskovo region.

Although the trip to the community house in the village of Rainovo is not an easy one, the young people go there with a lot of enthusiasm and willingness. There they spend time in a pleasant and friendly atmosphere and at the same time learn many new things.

Lots of people get inspired by the enthusiasm of the young craftsmen. The mayor of the town of Dimitrovgrad offered premises where they can practice the craft, so that the trip to the village community center which they had to take three times a week is no longer an obstacle.

The young artisans get the opportunity to exhibit their products at a special stand at the traditional Christmas exhibition. Most of the articles produced during their training – vases, cups and souvenirs, are sold at the exhibition for charity purposes.

The project gets huge publicity and the community response is very positive. The young participants in the project demonstrate their skills in public on various occasions and events and have many fans and followers. The support they are receiving will help them buy an oven for the pottery and pottery making will become a part of the curriculum of community centers in the region.
### Living Heritage Fund

<table>
<thead>
<tr>
<th>Organization</th>
<th>Project</th>
<th>WCIF funding in BGN</th>
<th>Project Description</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chitalishte „Saedinenie 1923“</td>
<td>From „Once upon a time“ to Network</td>
<td>2 500.00</td>
<td>Acquiring craftsmen skills for recreating the material signs of the community culture that can serve as a basis for the development of rural tourism</td>
<td>Bardanski Geran village</td>
</tr>
<tr>
<td>Chitalishte „Prosveshtenie 1914“</td>
<td>“Carpentry and basket weaving from the spring of Stranitsa traditions“</td>
<td>2 280.00</td>
<td>Acquiring knowledge and practical skills for carpentry and basket weaving</td>
<td>Maliko Tarnovo</td>
</tr>
<tr>
<td>„Probuda – 1912“ Chitalishte</td>
<td>„Seydol fantasies in clay, inspired by traditions“</td>
<td>3 982.00</td>
<td>Preparing and encouraging young people with innovative ideas in the field of cultural heritage (clay processing and pottery), by developing marketing and business plan skills</td>
<td>Loznitza</td>
</tr>
<tr>
<td>„Luben Karavelov“ Chitalishte</td>
<td>„My grandma’s memories miracles“</td>
<td>2 910.00</td>
<td>Reviving and preservation of local cultural heritage related to the preparation of dolls and souvenirs from natural materials</td>
<td>Kurtovo Konare</td>
</tr>
<tr>
<td>„Geo Milev – 1954“ Chitalishte</td>
<td>Workshop „The colorful split of my roots“</td>
<td>1 800.00</td>
<td>Preservation of local crafts; embroidery, socks and belts weaving in the territory of the Kostenetz municipality, and spreading them to other regions</td>
<td>Momin Prohod</td>
</tr>
<tr>
<td>„Probuda – 1958“ Chitalishte</td>
<td>„Revival of the traditional Bulgarian hijab“</td>
<td>1 927.00</td>
<td>Training of young people in the embroidering of traditional North-East Bulgarian ornaments</td>
<td>Shumen</td>
</tr>
<tr>
<td>Kapantzi Foundation</td>
<td>“With the folklore from the past, together into the future”</td>
<td>4 200.00</td>
<td>Encouraging active civic participation in the research, preservation and popularization of the Kapantzi cultural heritage</td>
<td>Sadina</td>
</tr>
<tr>
<td>Open Society Club – Association Stara Zagora</td>
<td>“Treasures from the old casket 2; Kukerski masks and games: let’s kill the evil and revive the good!”</td>
<td>2 329.00</td>
<td>Preservation and passing on to young generation of the traditional Kukerski games and masks</td>
<td>Stara Zagora</td>
</tr>
<tr>
<td>„Peter Partchevitsch – 1927“ Chitalishte</td>
<td>„Banat wedding in the village of Asenovo“</td>
<td>2 000.00</td>
<td>Preservation and popularizing the authentic Banat folklore and the traditional Banat wedding</td>
<td>Asenovo</td>
</tr>
<tr>
<td>„Maritsa – 2008“ Chitalishte</td>
<td>„Revival and preservation of the pottery making craft“</td>
<td>2 200.00</td>
<td>Revival and preservation of the pottery making craft in the region of Dimitrovgrad and stimulating the interest of young people in that tradition</td>
<td>Raynovo</td>
</tr>
<tr>
<td>Za Horata Foundation</td>
<td>“Clay suns: an initiative aimed at reviving traditions and improving urban environment“</td>
<td>3 100.00</td>
<td>Proving the interest of young people in traditional Bulgarian embroidery and its symbols by transforming them into decorative mosaics in renovating the city park „Chayka“ in Sofia</td>
<td>Sofia</td>
</tr>
</tbody>
</table>
### Living Heritage Fund — Continuation

#### Organization Project WCIF funding in BGN. Project Description Location

<table>
<thead>
<tr>
<th>Organization</th>
<th>Project</th>
<th>WCIF funding in BGN</th>
<th>Project Description</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>BT at Vocational School for applied arts — Smolyan</td>
<td>“Zunkata: a dialogue between the human and the divine”</td>
<td>3 300,00</td>
<td>Investigation, restoration and modernization of the skills needed to manufacture the zunka/musical instruments, belts, carpets, cloths and swings</td>
<td>Smolyan</td>
</tr>
<tr>
<td>„Saznanie 1873“ Chitalishte</td>
<td>“Tradition and continuity: clay and fire, two embraces in one ritual ‘Tyikane’”</td>
<td>2 750,00</td>
<td>Attracting young people and children towards the preservation of Bulgarian traditions and specifically the „Tyikane“ ritual</td>
<td>Brestovitsa</td>
</tr>
<tr>
<td>BT at „Christo Botev“ primary school</td>
<td>“We know from grandma”</td>
<td>3 060,00</td>
<td>Preservation of traditional treatment and processing of wool by training students from „Christo Botev“ primary school</td>
<td>Samoranovo</td>
</tr>
<tr>
<td>„Sv. Sv. Cyril and Metodius — 1914“ Chitalishte</td>
<td>“The mythical secret and magic of the Starchovske game in the town of Banya”</td>
<td>3 200,00</td>
<td>Reviving and preservation of the Kukeri games tradition at the town of Banya by training young boys and girls in the traditional Starchovske game</td>
<td>Banya</td>
</tr>
<tr>
<td>For a Better Life Association</td>
<td>“Craftsmen: guardians of Bulgarian folklore customs and traditions”</td>
<td>3 550,00</td>
<td>Preservation of traditions and customs typical of the Srednogorie region by passing them on to young people</td>
<td>Chelopech</td>
</tr>
<tr>
<td>BT at „Bularche — Vratza — 1949“ Kindergarten</td>
<td>“Old game, new faces”</td>
<td>3 813,00</td>
<td>Popularizing of local cultural traditions from the scope of children games and dolls by provoking the interest of young generations to preserving the cultural heritage by putting the emphasis on the childhood of their grandparents</td>
<td>Vratza</td>
</tr>
<tr>
<td>Slantchize Association</td>
<td>“The ancestors”</td>
<td>3 997,00</td>
<td>Revival and passing on to the new generation immaterial folklore heritage by the popularization of the games, rituals and traditions specific to the Dobrudja region</td>
<td>Dobrich</td>
</tr>
<tr>
<td>„Sagiasie — 1905“ Chitalishte</td>
<td>“Back home: the icons of the town of Bulgarovo”</td>
<td>2 339,00</td>
<td>Popularizing of Bulgarovo icons and introducing these mobile cultural monuments to the community</td>
<td>Bulgarovo</td>
</tr>
<tr>
<td>Isperih – EKO Association</td>
<td>“Butterfly dew from Konevo: traditions and future go hand in hand”</td>
<td>2 745,00</td>
<td>Revitalizing and preservation of authentic local traditions and customs from the village of Konevo by including young people from various ethnic groups in the Isperih municipality</td>
<td>Isperih</td>
</tr>
<tr>
<td>„Pakodelie Club“ Grgadanska grupa</td>
<td>“Come young girl, open the door and let me enter to learn how to embroider!”</td>
<td>3 900,00</td>
<td>Preservation and passing on of traditional female crafts and occupations; knitting, embroidery, lace, and setting up a Museum of Samokov embroidery and lace</td>
<td>Samokov</td>
</tr>
<tr>
<td>BT „Zaedno za dezata“ at primary school “Batcho Kiro”</td>
<td>“Folklore: a bridge between generations”</td>
<td>3 000,00</td>
<td>Increasing the interest of children from primary school “Batcho Kiro” for authentic Bulgarian traditions; dances rituals, dishes, and developing their creative skills</td>
<td>Pavlikeni</td>
</tr>
<tr>
<td>„Aprilov — Palauzov 1861“ Chitalishte</td>
<td>“150 years later”</td>
<td>3 000,00</td>
<td>Encouraging dialogue between various community groups and the popularization of local cultural heritage in the town of Gabrovo</td>
<td>Gabrovo</td>
</tr>
<tr>
<td>Organization</td>
<td>Project Description</td>
<td>WCIF funding in BGN</td>
<td>Location</td>
<td></td>
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</tr>
<tr>
<td>Ecoviat Rodopi Association</td>
<td>&quot;Reviving and presenting the forgotten cultural heritage&quot;</td>
<td>3 250.00</td>
<td>Smolyan</td>
<td></td>
</tr>
<tr>
<td>&quot;Iskra — 1897&quot; Chitalishte</td>
<td>&quot;The secrets of grandma’s casket&quot;</td>
<td>2 700.00</td>
<td>Yagodovo</td>
<td></td>
</tr>
<tr>
<td>&quot;Peter Bogdan — 1909&quot; Chitalishte</td>
<td>&quot;A story told by the Tourlaks&quot;</td>
<td>3 000.00</td>
<td>Chiprovtsi</td>
<td></td>
</tr>
<tr>
<td>Eremja Civil Group</td>
<td>&quot;Popularization and preservation of the zourna instrument, and wrestling games in the village of Marikostino&quot;</td>
<td>3 600.00</td>
<td>Sofia</td>
<td></td>
</tr>
<tr>
<td>&quot;Probuda 1914&quot; Chitalishte</td>
<td>&quot;Modern traditions: past and future&quot;</td>
<td>3 500.00</td>
<td>Ivailovgrad</td>
<td></td>
</tr>
</tbody>
</table>

**Capacity Building Fund**

Applications made: 8
Projects funded: 8
WCIF funding: BGN 218 695
The organizations' own contribution: BGN 265 118

The Fund supports the institutional development of community foundations in Bulgaria working in the philanthropy sphere. The setting up and development of such organizations is of vital importance for establishing philanthropy as an integral part of the culture and values of contemporary Bulgarian society.

Community foundations become pillars of local philanthropy by increasing their capacity, communication strategies and financial planning. They promote the act of giving not like an emotional or impulsive action, but as a result of continued and sustained efforts in public benefit.

Each community foundation has the opportunity to use the grant for its institutional development.

The objective of the fund is to promote and develop local giving, and turn philanthropy into an integral part of peoples’ lives.

This year WCIF supported the establishment and development of six community foundations in major Bulgarian cities; Varna, Sofia, Yambol, Gabrovo, Blagoevgrad and Stara Zagora.
Community Foundation “Sredetz” was established in January 2011. It operates with a board of trustees composed of 4 people, one employee, and a big group of volunteers and supporters, who take an active part in the activities of the foundation. The people there are young and ambitious. Their main motivation is to better serve their communities and to improve the quality of life in the capital.

The cooperation between Community Foundation “Sredetz” and WCIF goes beyond the standard framework of “donor-beneficiary.” Some of the ideas the two organizations shared developed quickly into concrete initiatives. For example, the conference the two organizations organized “Corporate Giving: an opportunity for local development,” which took place in December.

The major strategic goal of Community Foundation “Sredetz” is to work for improving the quality of life in the capital city of Sofia and strengthening civil society by developing philanthropy. The foundation strives to become an independent source of funding for civil organizations in the capital, which stimulates the active inclusion of citizens in the development of civil society. The foundation operates in complete transparency and with constant feedback with the donors.

There are numerous obstacles for Community Foundation “Sredetz” that derive from the multi-facet and diverse local community. It is difficult for a single community foundation to be the focal point of the various needs and interest of all civil groups. On the other hand, in the present economic situation it is very difficult for donors to plan a long-term engagement with philanthropy. Taking this into consideration, Community Foundation “Sredetz” tries to be flexible by uniting donors around certain topics and causes by supporting innovative projects with a maximum social effect and with modest donor resources.

The projects funded by the foundation are very useful in achieving one of its long-term strategic objectives: to be easily recognized in society. For a relatively short time since its establishment, “Sredetz” successfully closed three rounds for grants for project proposals. As a result of these rounds, many local organizations have started to easily recognize the foundation.

### Main areas of work

**• Annual Report 2011**

### Capacity Building Fund

<table>
<thead>
<tr>
<th>Organization</th>
<th>Project</th>
<th>WCIF funding (BGN)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Community Foundation – Varna</td>
<td>Establishing the Foundation initial activities</td>
<td>20 000</td>
</tr>
<tr>
<td>Community Foundation – Sredetz, Sofia</td>
<td>Establishing the Foundation initial activities</td>
<td>20 000</td>
</tr>
<tr>
<td>Community Foundation – “Bridges over Tundga river” Jambol</td>
<td>Organizational development</td>
<td>29 995</td>
</tr>
<tr>
<td>Community Foundation – Stara Zagora</td>
<td>Organizational development</td>
<td>30 000</td>
</tr>
<tr>
<td>Community Foundation – Sredetz, Sofia</td>
<td>Organizational development</td>
<td>20 700</td>
</tr>
<tr>
<td>Community Foundation – Blagoevgrad</td>
<td>Organizational development</td>
<td>28 000</td>
</tr>
<tr>
<td>Community Foundation – Gabrovo</td>
<td>Organizational development</td>
<td>20 000</td>
</tr>
<tr>
<td>Community Foundation – Blagoevgrad</td>
<td>Organizational development</td>
<td>50 000</td>
</tr>
</tbody>
</table>
as their natural partner. This is obvious by the numerous inquiries of organizations and citizens for eventual partnerships and cooperation. Community Foundation “Sredetz” with its activities in the community has achieved a very crucial effect: citizens in the community see the relationship between the foundation, businesses, local authorities and non-government organizations.

In 2011, the foundation supported 10 projects in the three rounds of calls for proposals. The projects that were approved for funding are in the area of culture, preservation of cultural heritage, improving urban environment and infrastructure, educational programs in the field of health care, and tolerance and integration.

Tolerance Fund

| Number of project proposals | 32 |
| Projects funded | 7 |
| WCIF funding | BGN 10 500 |
| The organizations’ own contribution | BGN 14 000 |
| Average amount of a grant | BGN 1500,00 |

If you are attacked on the street because of the different color of your skin or different sexual orientation, the victim is not just you, it is everybody. This is so because if there is no active civil position in the society regarding all forms of discrimination, it is a negative indicator for the maturity of the society in question.

Tolerance in Bulgaria has been often questioned during the last few years. The average Bulgarian passively accepts the “different others” and thus does nothing to reduce or eliminate hate-induced crimes. Many people in Bulgaria are being physically assaulted because they belong to minority groups. Violence breeds nothing but violence. That is why it should be denied and prevented in time.

The Tolerance Fund supports projects dedicated to sustaining tolerance in society, and to reducing and eliminating hatred and violence. Innovative and interesting proposals that emphasize the importance of allowing every individual to defend her/his ideas, values and rights regardless of religious, ethnical belonging or sexual orientation get funding.
Violence breeds violence

The maturity of a society is visible in many aspects. One of them is the level of tolerance towards different people who differ in skin color, sexual orientation, and religious beliefs. When there is no tolerance, the processes of ethnical integration cannot take place. Tolerance is yet another name for recognizing the right of others to be what they are, to look different, to think and act freely and for their identity to be recognized and respected.

Because recently in Bulgaria acts of racism, xenophobia and anti-semitisms have been getting more frequent, “People Against Racism” decided to take actions in order to raise public awareness of this problem. The objective of their project is to convince people that by tolerating the people who are different, they are not “committing a crime against their nation”, an idea that has been nurtured for a long time by certain radical political parties and their followers.

Short movies against racism and discrimination will be broadcasted by national media so that the ideas of tolerance can penetrate everybody’s home. Popular Bulgarian figures were attracted on a voluntary basis towards the initiative. These people denounce racism and xenophobia from the big screen. The movies will also be viewed by school children so that tolerance will be nurtured from a very early age.

The project also aims to demonstrate that it is not the people who differ in their skin color, sexual orientation and religious beliefs that are to be blamed for the devastating social and economic situation in the country. The only thing that discrimination can lead to is violence, physical or psychological, no matter what. “People against Racism” denounce violence in all its manifestations. If you dare attack a defenseless animal today, tomorrow you might well do that to a human being. Violence breeds nothing but greater violence. Until we do not open our eyes to the problem, our society will never be mature enough and will never be capable of raising our children as socially responsible and sensitive citizens.

Tolerance Fund

<table>
<thead>
<tr>
<th>Organization</th>
<th>Project</th>
<th>WCIF funding in BGN.</th>
<th>Project Description</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sofia Pride Foundation</td>
<td>“Sofia Pride 2011”</td>
<td>1 500.00</td>
<td>Increasing the visibility of LGBT people, and overcoming negative public attitudes towards them</td>
<td>Sofia</td>
</tr>
<tr>
<td>Journalists Association</td>
<td>„Balkan Forum”</td>
<td>1 500.00</td>
<td>Overcoming prejudice against Turks living in Bulgaria by presenting the traditions of preparing Turkish coffee</td>
<td>Sofia</td>
</tr>
</tbody>
</table>

Main areas of work • Annual Report 2011
### Tolerance Fund — Continuation

<table>
<thead>
<tr>
<th>Organization</th>
<th>Project</th>
<th>WCIF funding in BGN.</th>
<th>Project Description</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Civil group „Hora–Hora sreshtu rasizma“ / „People against Racism/</td>
<td>“Video clips ‘Hora sreshtu rasizma’ with the participation of Bulgarian celebrities”</td>
<td>1 500.00</td>
<td>Shooting video clips „Hora sreshtu rasizma“</td>
<td>Sofia</td>
</tr>
<tr>
<td>Bulgarian Red Cross Association–Shumen region</td>
<td>“A guide to kindness”</td>
<td>1 500.00</td>
<td>Initiative aimed at informing and educating children and young people in the region of Shumen, focusing on the problem of youth violence</td>
<td>Shumen</td>
</tr>
<tr>
<td>Chess club „Levski“</td>
<td>“Youth chess tournament ‘Tolerance’”</td>
<td>1 500.00</td>
<td>Stimulating tolerance and respect towards the different minority groups and amongst young people by organizing a chess tournament</td>
<td>Sofia</td>
</tr>
<tr>
<td>Kubera Association</td>
<td>“Online center for helping victims of discrimination”</td>
<td>1 500.00</td>
<td>Increasing public awareness on issues related to hatred and discrimination, formation of practical skills to oppose them and providing assistance to victims of discrimination</td>
<td>Dobrich</td>
</tr>
<tr>
<td>Civil group „Za horata“</td>
<td>“Closer to life”</td>
<td>1 500.00</td>
<td>Presenting the life and traditions of Gipsy, Karakachani, Torlaci and Vlasi communities living in Bulgaria</td>
<td>Sofia</td>
</tr>
</tbody>
</table>

### Youth in Development Forum

The initiative was financed by the European Commission, measure 3 Youth of the World. The goal of the project was to gather young activists and people working in the field of youth development from the NGO sector in Europe and Asia, who then to discuss international issues of importance to youth everywhere and to share best practices in combating poverty and social exclusion, for preventing human trafficking, etc. implemented by the youth organizations around the world. The international Forum took place in Sofia and discussed the role of young activists and youths, working/volunteering in the non-profit sector for solving the above mentioned global issues in innovative ways.

Ninety-five young people aged 18 to 26 gathered in Sofia on June 24 - 26 for a truly inspirational event, which resulted in new cross-country partnerships and friendships. The participants came from Bulgaria (52 participants), China (9 participants), Latvia (19 participants), Spain (9 participants), Thailand (3 participants) and Vietnam (3 participants). They had been selected on the basis of photography, essay and project idea competitions, carried out at the national level of each participating country by the partner organizations:

The young activists worked together in mixed groups focused on different topics in order to develop dynamic, multifaceted projects to implement in their own countries in one of the following six spheres: ICT, art and culture, environmental protection, civil/children’s rights, voluntarism.

Three organizations were awarded a total of BGN 10 000 in start-up grants.

1. **“Art for Change” Project** – EUR 2,500 – Associacion Juvenile Intercambia, Spain for creation of an online platform for young artists’ exchange.
2. **“Missing Human Rights” Project** – EUR 1,000 – Bulgarian Scouts Association, Bulgaria for creation of an interactive web site, which promotes civic initiated action and the concept of human rights.
3. **“Re-Art” Project** – EUR 1,500 – Association PatriotiLV, Latvia for the production of an arts installation with 100% recycled materials and a moving exhibition.
Philanthropy Development

- Zaedno (Together) Award for Best Fundraising Campaign

To what extent individuals and organisations in Bulgaria recognise social causes as significant for them, to what extent are they willing to donate, how do they view themselves as an inseparable part of the society that could personally influence its development? Are the civil organizations able to attract public support, what is the size of the financial resources they receive, what fundraising techniques do they use and how and why they use them. Are the media and the citizens interested in philanthropy in the causes they donate to, the problems encountered. These are very important questions that motivated WCIF to establish the „Zaedno“ (Together) Awards. The categories and the winners for 2011 were.

Best NGO campaign – Sdrujenie za detsata s uvrejdania (Future for the Children with Disabilities Association) for their fundraising campaign for summer therapeutic sessions for disabled children and youth in the Kazanlak municipality;

Most Effective Campaign – Mladejka Neformalna Grupa Delfinite (The Dolphins - Youth Informal Group) for their campaign “Give a smile” - Varna

Best Cooperation – Business and NGO – Community Fund Stara Zagora and Zagorka Ltd.

Best Campaign – Fondatsia Detsata na Ruse (Children of Ruse Foundation) for “Healthy Children for a Better World

Individual Donor with a Cause – is a new category, added in 2011. Two people received the same number of points from the jury and were awarded - Varban Pavlov, for the Annual Literary Competition - Emilia Alexandrova, the town of Vratsa and Iliya Dichev for his donations for improving the learning process though financing the infrastructure of the schools in the town of Stara Zagora.

- The Media Zaedno Awards

The media and journalists awarded for their contribution for covering philanthropy campaigns, topics and initiatives were:

Electronic media – Bulgarian Natioanl Television, Referendum Show for the “Philanthropy for the Famous” issue;

Printed media – Novinar Newspaper for the largest number of philanthropy and CSR related publications;

Electronic Media Journalist – Mariya Savkova, bTV for a series of investigative reports about fundraising abuse (postcards, text messages, etc.)

Printed Media Journalist – Ani Kodaivanova, Pari Newspaper for a series of materials devoted to CSR, VAT on text messages donating money, etc.

Several special awards were also given. The traditional Civil Position Provoking Debate Award this year was given to Yana Buhrer-Tavanier for her post Merry Sickmass. The famous actors Nina Dimitrova and Vassil Vassilev – Zueka received a Solidarity Award for the series of charity performances, raising funds for the people affected by the earthquakes and the destructive tsunami in 2011. Mr Toshio Sugiuira (Deputy-Head of Mission of the Japanese Embassy in Bulgaria) personally presented them with the award.

For a second consecutive year the renown Bulgarian singer Stoyan Petrov entertained the guests. During his live performance he presented his newest song, specially composed for the Rainbow Program.
Among the members of the Jury were the Ombudsman of Bulgaria, the Chairperson of the State Agency for Child Protection, journalists from different media, PR experts, etc.

The Bulgarian Chamber of Commerce was a partner of the event. As in previous years the ORT furniture company made the statuettes pro bono and Coca Cola donated the beverages. The awards were presented by top diplomats from the British, Norwegian, Japanese and USA embassies in Bulgaria.

Other activities
WCIF promoted social dialogue in the field of philanthropy as a tool for social change through various publications, online discussions, media forums, etc. At the invitation by the “Za horata” magazine, the executive Director of WCIF gave an interview on philanthropy practices in Bulgaria. She also took part in several TV programs on topic related to philanthropy and “local giving practices”.

The Executive Director of WCIF was among the key speakers at the conference “The state and philanthropy”, organized by the Bulgarian School for politics and the Bulgarian Donors Forum.

WCIF provided articles and materials for the book published by the Bulgarian School for politics: “Philanthropy in contemporary Bulgaria”.

WCIF in partnership with Foundation “Community Fund – Sredetz”, participated in the conference “Corporate philanthropy: instrument for local development”.

Among the participants invited by WCIF were mayors of municipalities, academic community representatives, MP’s, and the Deputy Chairperson of the Bulgarian Industrial Chamber. There was a special corporate panel on the agenda in which four major companies operating in the country made their presentations – Heineken, Eurofootball, Vivacom, and Aurubis.

Being a founder and active member of the Bulgarian Donors Forum, WCIF worked actively towards improving the private philanthropy environment in Bulgaria.

In indirect terms all of our grants strengthen and develop local philanthropy as one of the conditions for receiving the grant is that local organizations make their own (financial) contributions for the respective projects. In principle we require at least 20% cofunding from grantees and from the community foundations we require at least 50%.

NGO Resources
Over the past year our work was focused on the capacity building for sharing, learning, accumulation of knowledge and skills, networking and software donations.

Software for civil organizations
Through the TechSoup platform the civic organizations in Bulgaria have the opportunity to receive high-quality software products for free. As a strategic partner of TechSoupGlobal WCIF works for expanding the program, by including donations from corporate donors of technological products. The goal is that more civic organizations have access to software and hardware and thus, improve their operation and increase their capacity.

One of the advantages of the platform is that the beneficiaries can access the products online (http://www.techsoup-bulgaria.org/). In 2011 SAP products joined those of Microsoft on TechSoup Bulgaria. 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 60 046.


Living Heritage Photo-exhibition
The photo-exhibition, reflecting the projects financed via the Living Heritage Fund 2010 was presented in different places and in different parts of the country. In Sofia it was first exhibited in the Tsentralni Hali (the Covered Market) for about a month (Dec 15, 2010 – Dec. 15, 2011) then in the Alma Mater Gallery, the glass gallery of the oldest university in Bulgaria, Sofia University “St. Kliment of Ohrid” (April 5.- April 15). The photos adorned the Annual Zaedno Awards Ceremony in July. The exposition also travelled around the country to the villages Barzi (July 26 - August 10) and Kurtovo.
the goal of the annual Sofia Pride: to make what is invisible visible, to
give courage to the LGBT people, who are often afraid and ashamed
and as a form of social protest. During the work lunch the Living heritage
and Rainbow grantees got to meet each other and to present their
projects. Theodora Stoimenova (For Our Children Foundation) opened
the second session, devoted to advocacy campaigns. She described the
“Abandoned Children Don’t Need Pity, They need a Family” campaign,
encouraging foster care, told us about the marketing and advertising
methods used to attract the attention of society to this solution of
children’s institutionalization, used to inform and recruit potential foster
parents. Konstantin Ivanov (WWF) spoke about the local campaigns of the
organization over the years. He described in detail the annual campaigns
of WWF in Bulgaria – The National Parks’ Day, Earth Hour, The Forest is
not Just Timber (2009-2011). He also explained the fundraising campaign
for adopting wild animals, aimed to collect fund for protecting soon-to-be
extinct species and their habitats.

- Good NGO governance initiative
WCIF together with several other organizations among which the Bulgarian
Center for non-profit law, Balkan Assist and BALIZ initiated a campaign for
establishing a positive image of the Bulgarian civil sector. We believe that
the sector needs certain improvements in terms of improving professional
and organizational skills. We believe it is high time to discuss good
governance of NGO, transparency, avoiding conflict of interests and the
publishing of annual reports. In 2011, 50 organizations covered the entire
Standard’s requirements and were granted the right to publish the logo of
the initiative on their web pages.

- Civic Participation Forum
The major objective of the project funded by the Balkan Trust for
Democracy is to increase the Bulgarian NGO’s capacity for effective
inclusion in the policies elaboration and decision making process at local
and national level and in particular in the preparation of programs and
development plans. The objective will be achieved through cooperation
among the Civic Participation Forum (CPF) members, exchange of good
practices in civic participation and identification of new options and active
dialogue with the state agencies and local governance authorities. The

Konare (September 10 - 23) In the latter the exhibition was officially opened
in the second day of the Annual Pepper, Tomato and traditional meals
Festival, which was heavily visited. It also visited the Danube town of Lom,
and Rambow grantees got to meet each other in the Polomie gallery (Nov 4 – Dec 6)
Our idea was to show the photos in places where they’ll be seen by the
highest number of people, therefore we didn’t stick to galleries only. Even
the galleries were non-standard: Alma Mater for example is situated in one
of the most widely used entrances of the University and consists of two
glass parallelepips: you can see the exhibitions in there even if you are
just passing in a hurry. And most of all, we wanted the photos to travel, to
be shown outside the capital, in the places where they were taken and to
be seen by the people who inspired them.

- NGO Day with the support of Microsoft
The third annual NGO Day was held in April and gathered more than 100
organizations from different NGOs. The event was a success and thus
proved the interest of the NGO sector in technological solutions and
especially in licensed software. 10 interactive presentations made up the
two panels – Social Media and Online Philanthropy. The topics were social
network marketing, successful online campaigns; on-line philanthropy
(social and technological aspects) and best practices. The lectors,
representatives of the business and the NGO sectors, provoked interesting
discussions of the role of social media and their potential to lead to social
change. The second panel presented success stories of online fundraising
campaigns/initiatives. Lecturers and presenters came from VM Ware, iliyan.
com, politkat.net, Microsoft, Facebook group against smoking and others.

- WCIF Annual Meeting
On July 12 in Sofia, the Ninth Annual WCIF meeting was held. In 2011
the focus was on civil rights, tolerance and advocacy campaigns. In the
first session Maria Brestnichka from the National Network for Children
told us about the structure and the activities of the network which unites
organizations from all over the country working in the field of children
and families. Venelin Stoichev from the Institute of Modern Policy discussed
the problem in the NGO sector in terms of legislation and transparency.
Marko Markov from the informal youth movement LGBT in action explained
Main areas of work • Annual Report 2011
project included a number of trainings and meetings of the members and other stakeholders which led to an increase in the capacity of CPF members to get involved and contribute to the work of various thematic groups and committees at different ministries in preparation of the implementation of the National program Bulgaria 2020. In addition to that by joining their efforts the Forum members managed to disseminate valuable information regarding present and future possibilities for civic participation in the decision making process.

Sustainability
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. This makes our financial assistance and investments meaningful so that local organizations could improve their capacity for working in their communities and attracting supporters. 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 TOGETHER TOGETHER:
www.2gathertogether.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. All items are unique, handmade following old traditional technology, typical of a certain region or area of the country.

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)
The WCIF website continues to inform the wide audience about future and present activities at www.wcif-bg.org (the website is also accessible at: www.rabotilnicata.bg). We publish there also our position and opinion on important events in the country concerning civil society and philanthropy development which we make visible to the society through our blog as well. WCIF received the Bulgarian NGO portal award for largest number of news published in 2011. The year was also successful in terms of presence in the media space: over 150 publications and reports about the work of WCIF in the media. Several new media partnerships were established.

Za Horata magazine prepared short stories about participants in the programs funded by WCIF and published them in both its paper and electronic editions that came under the headings “Storytellers” and “Draw me a rainbow”.

We constantly upload and share information in WCIF Facebook group that presently has 600 members.
The Foundation

Workshop for Civic Initiatives Foundation (WCIF) is an organization registered as non-profit legal entity. The Foundation has been established in 2001, as the successor of the Charity Know How Program for Bulgaria that has operated in the country since 1997. The Foundation’s mission is to encourage different communities to undertake responsibility and work actively for social development using effectively the available local resources.

WCIF Objectives are:

• To provide development opportunities to number of local communities through ensuring indigenous additional resources in the form of finance (small grants), human resources (corporate volunteering support), know-how (knowledge, research and practical skills) and networking;
• To foster the development of genuine progressive philanthropy through addressing both givers, recipients and stakeholders;
• To support the advance of civic activism and encouraging public involvement;
• To position CSOs as partners of corporate donors and recipients of financial support from individual ones;
• To stimulate the process of cooperation between the three sectors for public benefit;
• To position WCIF as a reliable partner for corporate donors and trustworthy beneficiary for individual gifts while offering high quality donors’ services.

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.
### WCIF Structure

**Founders**
Members of the first Board of Trustees are elected

**Advisory Group**
Evaluation of the project proposals for financing

**Board of Trustees**
Strategic governance, making political decisions for providing financing

**Program Team**

- Grants and Development Manager
- Communications and Information Manager
- Community Foundations Programme Manager
- Marketing Manager
- Trainers and consultants
- Volunteers

**Administrative Team**

- Financial Manager
- Office Manager

**Executive Director**
Manager

**WCIF team**

- Executive Director — Iliyana Nikolova,
- Grants and Development Manager — Petya Koleva
- Community Foundations Programme Manager — Monika Pisankaneva
- Financial Manager — Milena Popova
- Communications and Information Manager — Denitza Abadgieva
- Marketing Manager — Dessislava Gencheva / Ilyana Dimitrova until/since July
- Office Manager — Maria Petrova

### Board of the Trustees

- Ainiel Gotchev
- Dimitar Tzolov
- Ilyan Hristov
- Milerna Burnaska
- Monika Hristova

**The Foundation • Annual Report 2011**
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 village 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-forgotten 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 restoring 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 four 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 experienced 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 environment 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 Development of Community Foundations Fund, WCIF Fund and Change the city Fund.

- Become a part of the “Development” giving circle and by doing so we will present to You at least twice a year projects that need financial support at a special event that the Foundation organizes. Members of the giving circle may also propose projects for funding. Events may be organized at the request of certain companies or their employees.

- 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.
Financial Report

BGN 734 947 granted by WCIF for financing civil initiatives for the development of Bulgaria

Funding sources

- **EU – EACEA**: BGN 23 097.71 (1.60%)
- **Eurofootball**: BGN 25 000.00 (1.74%)
- **Funding sources**
  - **America for Bulgaria Foundation**: BGN 178 000.00 (12.36%)
  - **Balkan Trust for Democracy**: BGN 29 777.24 (2.07%)
  - **Charles Stewart Mott Foundation**: BGN 755 256.22 (52.46%)
  - **Donations**: BGN 10 306.67 (0.72%)
  - **First Investment Bank**: BGN 8 000.00 (0.56%)
  - **Institute for Democratic Initiatives**: BGN 118 327.72 (8.22%)
  - **OBV**: BGN 25 000.00 (1.74%)
  - **Pay Subsidies**: BGN 12 879.15 (0.89%)
  - **Trilateral Foundation**: BGN 154 962.25 (10.76%)
  - **VELUX Foundation**: BGN 118 327.72 (8.22%)
  - **WCIF**: BGN 734 947 (granted by WCIF for financing civil initiatives for the development of Bulgaria)

**Workshop for Civic Initiatives Foundation**

supporting initiative communities
### ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Long Term Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Buildings</td>
<td>285</td>
<td>299</td>
</tr>
<tr>
<td>Equipment</td>
<td>16</td>
<td>5</td>
</tr>
<tr>
<td>Other long term tangible assets</td>
<td>7</td>
<td>13</td>
</tr>
<tr>
<td><strong>Total long term assets</strong></td>
<td>308</td>
<td>317</td>
</tr>
<tr>
<td><strong>Short Term Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other material assets</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Short-term takings</td>
<td>36</td>
<td>2</td>
</tr>
<tr>
<td>Cash</td>
<td>1395</td>
<td>943</td>
</tr>
<tr>
<td><strong>Total short term assets</strong></td>
<td>1432</td>
<td>946</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>1740</td>
<td>1263</td>
</tr>
</tbody>
</table>

### LIABILITIES

<table>
<thead>
<tr>
<th>Description</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Capital and reserves</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Reserves</td>
<td>512</td>
<td>424</td>
</tr>
<tr>
<td><strong>Total capital and reserves</strong></td>
<td>512</td>
<td>424</td>
</tr>
<tr>
<td><strong>Short-term liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Liabilities to providers</td>
<td>12</td>
<td></td>
</tr>
<tr>
<td>Taxes</td>
<td>2</td>
<td></td>
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<tr>
<td>Social security</td>
<td>1</td>
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<tr>
<td><strong>Total short-term liabilities</strong></td>
<td>15</td>
<td></td>
</tr>
<tr>
<td><strong>Funding</strong></td>
<td>1213</td>
<td>839</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td>1740</td>
<td>1263</td>
</tr>
</tbody>
</table>
### Account of the Revenue and Expenditures

<table>
<thead>
<tr>
<th>Type of the income and expenditure</th>
<th>Current year in thousand BGN</th>
<th>Previous year in thousand BGN</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Income from the planned activities</td>
<td>1074</td>
<td>879</td>
</tr>
<tr>
<td>2. Expenditure on the planned activities</td>
<td>789</td>
<td>599</td>
</tr>
<tr>
<td>3. Administrative expenditures</td>
<td>263</td>
<td>222</td>
</tr>
<tr>
<td><strong>Result (1-2-3)</strong></td>
<td><strong>22</strong></td>
<td><strong>58</strong></td>
</tr>
<tr>
<td>4. Financial income</td>
<td>130</td>
<td>79</td>
</tr>
<tr>
<td>5. Financial expenditures</td>
<td>68</td>
<td>47</td>
</tr>
<tr>
<td>6. Unplanned income</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7. Unplanned expenditures</td>
<td></td>
<td></td>
</tr>
<tr>
<td>8. Result from profit activities</td>
<td>4</td>
<td>3</td>
</tr>
<tr>
<td><strong>Result (1-2-3+4-5+6-7+8)</strong></td>
<td><strong>88</strong></td>
<td><strong>93</strong></td>
</tr>
</tbody>
</table>

### Account on the Own Capital

<table>
<thead>
<tr>
<th>(all figures are in thousand BGN)</th>
<th>Capital</th>
<th>Other reserves</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Balance at the beginning of the reported period</td>
<td>424</td>
<td>424</td>
<td></td>
</tr>
<tr>
<td>Result from activities</td>
<td>88</td>
<td>88</td>
<td></td>
</tr>
<tr>
<td>Other changes in the own capital</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Balance by December 31° 2011</td>
<td>512</td>
<td></td>
<td>512</td>
</tr>
</tbody>
</table>
Account on the Cash Flow

As December 31
(all figures are in thousand BGN) 2011 2010

Cash flow from non-profit activities

A. Revenue from non-profit activities
1. Donations under conditions 1432 1230
2. Revenue from banking and currency operations 82 78
3. Other revenues
Total revenues from non-profit activities 1514 1308

B. Payments on non-profit activities
1. Salaries 70 45
2. Social security payments 27 21
3. Payments on banking and currency operations 38 22
4. Payments on services 272 215
5. Other payments 63 65
6. Paid donations 596 465
Total payments on non-profit activities 1066 833

C. Net cash flow from non-profit activities 448 475

D. Revenues from profit activities 13 25

E. Payments on profit activities 9 22

F. Net cash flow from profit activities 4 3

Cash by January 1st 943 465
Cash by December 31st 1395 943
Change in cash during the period 452 478
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.

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 judgment 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 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, 2011.

05.04.2012     Registered auditor: Sofia
Radinka Stoeva 16 Lavelie Street, Sofia
0888 556 435
The team of WCIF thanks all organizations participating in our programs for the photos enriching and diversifying our photo archive!

WCIF 2011
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Tel./fax: (+359 2) 954 97 15
e-mail wcif@wcif-bg.org
www.wcif-bg.org

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BIC: FINVBGSF
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