



2013

Annual Report



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In good hands



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- Veliko Tarnovo Municipality
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BULGARIAN NATIONAL TELEVISION
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Mission To encourage social responsibility in Bulgarian society

Goal Enhance co-operation among civil society, the corporate sector, national and local authorities to improve the quality of life and developmental opportunities for the people of Bulgaria.

- Objectives**
- Raise funds for social investment from individual donors, the business sector and public and private sources
 - Provide financial and technical support to civil society organisations addressing social needs of the community at a national level
 - Contribute to the effectiveness, sustainability and diversity of social programmes in Bulgaria by making targeted grants
 - Serve as a professional vehicle and provide expert advice, consultancy, assessment, monitoring and evaluation of projects and programmes
 - Promote transparency, accountability and professionalism to comply with the highest ethical standards
 - Work in partnership with other civil organisations at national or local level for greater social responsibility and sustainability of the civil sector in Bulgaria

Values Dialogue
Responsibility
Respect
Participation
Transparency
Cooperation

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Maria Petkova





What did we do during 2013?

What did we achieve?

***Which and what kind of organisations
did we work with?***

***Who were the people and organisations
that supported us?***

The answers to these questions
and much more information
is presented in Tulip Foundation
impact report for 2013

*Maria Petkova
Director*

Index

Programmes

Trust in the Family project	6
Marketplace	9
Trusting in Children and Family Programme	12
Learning and Shearing Programme	14
Project of the Year 2012	16
Volunteer Initiative 2013 competition	18

Events and Campaigns

European Day of Solidarity between Generations 29 April	19
Appeltjes van Oranje Awards	20
Support for the Library of the Holy Zograf Monastery	20
Bulgarian Cultural Afternoon in the Netherlands	21
Society of All Ages 1 October 2013	21
European Convention “Educational Competencies Require Parental Competencies”	22
EU Family Group Conference Network Annual Meeting	23
SIAA Annual Conference Beyond Measurement	24

List of funded projects

Various grants 2013	25
Trusting in Children and Family Programme	26
Additional support	28

Financial report 2013

Report of the Independent Auditor	33
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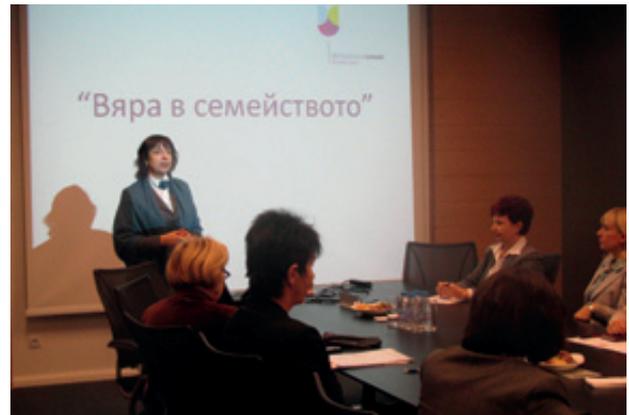


Programmes

Trust in the Family project

The project is realised by Tulip Foundation in cooperation with Opportunity and Protection Association Haskovo with the support of the employees of UniCredit Bulbank and UniCredit Foundation in four municipalities in Haskovo region. It foresees the adaptation and the introduction of the Family Group Conference model in Bulgaria. The model offers support from the extended family and its social network through mobilization of the recourses of the family, strengthening the responsibility and setting up a plan for overcoming the concrete problems to overcome the difficulties.

In 2013 we realized a series of trainings for independent coordinators, social workers, police inspectors, teachers and various working meetings to share experience, plan upcoming activities and opportunities for development of the model. The independent coordinators received a copy of the published detailed practical guide for organizing Family group conference. We also disseminated brochures with information about the concept and the way the family group conference works for



Families and Friends "Let's make a plan together for the future" and Children and Teenagers "Let's make together a plan for your future" (Materials in Bulgarian language in PDF).

In 2013 a total of 30 FGC have been organised. In 9 cases the family has solved the problem with own recourses during the time the conference has been organized with no need of external help. In 20 other cases the extended families have developed a plan for their child. All these plans are currently implemented and have led to a positive change. Only one family didn't come to the meeting as organize but the family members solved the problem by themselves shortly afterwards and the child started to go to school. The families have been referred to the FGC team by the Child Protection Department, pedagogical advisors, teachers, police inspectors, friends of the family. The FGC helped 79 children aged 1 to 17 years. In total 171 adult members of the families participated as well as different specialists – social workers, pedagogical advisors, teachers, school directors, general practitioners, police inspectors, police inspectors. During the same time some 117



families were engaged in social consultations and 325 children and youngsters aged 7 to 16 years received support within their family. In total 331 adults from the families were involved.

In the mean time 3 mainstream schools included the FGC model in their internal rules as a very first measure in case a problem of any of the students is identified. The teams of these schools were trained to apply the model.

In May and June 2013 in Varna Tulip Foundation together with Co-participation Association organised two practical trainings on application of Family Group Conferences method for the students at IV year Social Management at Varna Technical University and for the team of the association and independent coordinators of FGC as a continuation of the programme "Trust in the Family".

Tulip Foundation and UniCredit Bulbank organized closing conference in the frame of Trust in the Family Programme on 20 November 2013 at UniCredit Bulbank Central Hall. Some 30 representatives of the State Agency for Child Protection, Agency for Social Assistance, Ministry

of Social Policy and civil organisations from various places from around the country participated in the conference.

The team of Tulip Foundation and the local partners from Opportunity and Protection Association in Haskovo presented the development and the results from the implementation of the project in Bulgaria. The activities are focused on introduction of an up-to-date democratic and effective model for supporting children and families – family group conference which is widely used in Europe in the last years. Maria Petkova from Tulip Foundation spoke about the significance of the Trust in the Family and presented the policy of the foundation for a targeted setting up of sustainable programmes for social development and the role of the foundation in introduction of the new model of support for children and families. She justified the social and financial effectiveness of the model based on mobilizing the available resources and opportunities of the families and presented the concept of the Family Group Conference. Malina Slavova, chair of Opportunity and Protection Association Haskovo, presented the family group conferences as „Difficulties, successes and emotional experience“ of the team in Haskovo region which implemented the pilot introduction of the model in practice. She illustrated her presentation with various practical examples most of which were interesting unusual solutions of concrete needs of children decided and implemented by their families.

Galina Markova, Researcher from the New Bulgarian University and Know How centre for alternative care presented an independent analysis of the social impact of the programme as a series of answers to the questions "Why family group conferences organized in the system created by





Opportunity and Protection Association recreate the shattered trust in the family and how that changes the participants?”. The presentation included observations and conclusions about the changes in attitudes of specialists and families, numerous examples and concrete recommendations for the further development of the method in Bulgaria.

Nadia Angelova, Social Worker at the Child Protection Department in Haskovo and first winner of the Opportunity and Protection award for the Most Active Referrer shared her impressions from the practical functioning of the model through the eyes of a referring specialist. The experience of the independent coordinators in working with specialists and families was presented by Hristina Masaldjieva, an active independent coordinators of FGC. Practical experience from the point of view of social and educational institutions presented Zara Kostadinova, Head of Child Protection Department and Illiana Toteva from Vaptzarov mainstream school in Haskovo.

At the Bulgarian Donor's Forum Annual Awards Tulip Foundation and UniCredit Bulbank received the award for Best Partnership between a business

company and foundation for the project Trust in the Family at a ceremony hosted by the President of Bulgaria Rosen Plevneliev. The award has been decided by the members of the BDF among 11 nominations in this category. Maria Petkova, director of Tulip Foundation and Levon Hampartzoumian, Chairman of the Board of Trustees and Chief Executive Officer of UniCredit Bulbank received the award. They expressed their satisfaction from a fruitful partnership that has started with the personal decision and vote of some 1000 employees of the bank, went through joint organisation of



meetings, trainings and presentations that has reached the lives of thousands of people in five municipalities in Bulgaria.

Marketplace

In April Tulip Foundation organised one day training for representatives of NGOs from Veliko Tarnovo and the region with the support of the European Informational Centre. Representatives of 14 local organisations participated in the training. Participants were introduced to the Marketplace model and its rules, exercised their skills for presenting their organisation and to formulate good “offers” to the business.

The second Marketplace in Veliko Tarnovo took place on 28 May 2013 in the Grand Hall of Veliko Tarnovo Municipality. It was organised on a fully volunteer base with the active participation of people and organisations from different sectors – local authorities, NGOs, business, media.

“Dear colleagues, thank you very much for the useful and successful Marketplace. We are very happy with the results”

Center for Mediation and Arbitration,
Veliko Tarnovo

The Marketplace continued around an hour and ended with 33 signed agreements for a total



of 10 000 BGN. The signed deals included exchange of different goods and services as courses on computer literacy and English language; volunteer work in organisation of events; juridical and health consultations; accounting, copying, transport and advertising services; site development; planting; internships for young people; provision of halls for events; production of art souvenirs; volunteers exchange, etc. The Marketplace was realised by Tulip Foundation in cooperation with local organisations from the town and region and with the support of Veliko Tarnovo Municipality.

“It is a great pleasure to open this forum for a second time. I believe that with every year to come it will become larger and more beneficial both for the participants and the partnering organisations. Veliko Tarnovo municipality is an institution that appreciates, supports and welcomes good and innovative ideas and will continue to be your partner in the organisation of future Marketplaces”

Snejina Daneva, Economic Development Deputy
Mayor, Veliko Tarnovo Municipality

The one day training for representatives of NGOs from Sofia region to enable them to participate in the Marketplace took place on 22 May 2013 at Silver Fall Club. Colleagues from 14 local organisations working with children, young people, people with disabilities, older people took part in it.

Second annual Marketplace took place at the Grand Foyer of the Sofia University St. Kliment Ohridski on 25 June 2013. The Marketplace brought together business and civil organisations from Sofia who found numerous practical opportunities for mutual cooperation in trading goods, services, materials, contacts and voluntary work. The





Marketplace was realized by Tulip Foundation in cooperation with Bulgarian Industrial Association, Business Park Sofia, Bulgaria Donor's Forum and with the support of Sofia University St. Kliment Ohridski that provided its hall for the event for free. The Marketplace was organized on a fully volunteer base by people from different sectors each of whom had a concrete task.

The participants got to know each other, shared contacts and information for available and needed resources, suggestions and ideas for mutual cooperation. After the final ring of the gong the results were announced – in total 36 formally signed agreements. In addition to these many more dates and deals have been agreed to take place in the following days. The signed deals included expertise and consultations for architectural solutions, career development, advertising strategies and project proposals; dissemination of information among networks and contacts; accounting services; PR and advertising; volunteer work; team building management; provision of halls, shared offices, equipment, furniture, medicines, statutory etc.



“Dear partners from Tulip Foundation, our team is truly encouraged by the “bridges” that you build between business and non-governmental organisations”

**Maria Terzieva,
Light for Life Foundation**

Tulip Foundation and Plovdiv Municipality started the organization of a third Marketplace in Plovdiv in the frame of the Week of the Charity in Plovdiv in September 2013. Tulip Foundation organized training for representatives of some 12 civil organisations and social services that will participate in the Marketplace on 4 September in the Conference hall of Plovdiv Municipality.

For a third consecutive year the Marketplace for projects and ideas took place at Plovdiv Gallery at the Plovdiv City Council building on 23 September 2013. The Marketplace was the first event in the frame of the Week of the Charity in Plovdiv and got together representatives of local business and non-governmental organizations. As usual there was one and only rule at the Marketplace – money is taboo and is not discussed. The Marketplace was organised by Tulip Foundation and Plovdiv



Municipality in cooperation with District Information Point, Plovdiv, Regional Chamber of Crafts, Plovdiv and Plovdiv Chamber of Commerce and Industry.

For about an hour the participants got to know each other, exchanged contacts, information for available and wanted resources, offers and ideas for mutual cooperation. The end of the Marketplace was marked by the gong. The results were 44 formally signed agreements for a total of 65 000 BGN. In addition to these many more dates and deals have been agreed for future joint activities. The signed deals included exchange of advertisement, volunteer labour, translation services, halls for events, organisation of joint business and cultural events, clothes, mattresses, elaboration of cards and martenitsi, computer training, legal and psychological consultancies, graphic design of PR materials, toys, books, development of web page, etc.



"We want to thank the whole team of Tulip Foundation and all the volunteers for the opportunity to exchange ideas and find beneficial partnerships to support the Bulgarian society"

Svetlana Vasileva,
Kreston BulMar



Trusting in Children and Family Programme

Trusting in Children and Family Programme started in the beginning of July 2013 as a continuation of a successful three years programme of Tulip Foundation and Oak Foundation for support to children and families aimed at prevention of institutionalisation of children in Bulgaria.

According to EUROSTAT circa 20% of children in Europe live in poverty. In Bulgaria the figure is higher than 44%. These are children from families with low income – below the poverty line. In times of economical crisis and increase of number of unemployed people more and more families are faced with financial difficulties. Experience shows that children are the first to be exposed to risk during such difficult times the number of children placed in social institutions increases especially in absence of developed systems for support for children and their families.

The main reasons for families not to be able to care for their children are insufficient material resources and inappropriate living conditions that are results of poverty, low income and unemployed parents; limited social capacity of parents – insufficient parental skills, social isolation, lack of social skills of parents, bad living experience of parents with their parents, separated parents, single parents, teenage parents, drug or alcohol addicted parents, disabilities and health problems – children with disabilities and developmental difficulties, parents with serious health problems and intellectual disabilities. The number and the quality of services for children and families are not yet sufficient. The opportunities for early identification and support for children and families in an early stage of difficulties or problems are still limited. Most families and children are able to cope with their problems and to stay intact if

the necessary (sometimes very small) support is available on time.

There is a need of scaling-up the number and the quality of services and programmes for support for children at risk of neglect and institutionalisation because of various reasons like poverty, impossibility or insufficient capacity of the parents to take care of them; violence in the family; dropping out or difficulties at school; behavioural problems; disabilities etc. It is desirable that the scale of existing effective programmes is enlarged and new activities and programmes are started. The quality of available services and programmes for children and families should be improved and best practices for working with children in the community should be promoted.

Tulip Foundation and Oak Foundation joined their efforts and resources to reach better effectiveness and sustainability in cooperation with state, municipalities, civil organisations, business and media as family is the best place for children.

The programme aims to contribute to building the capacity of local organisations and communities to protect their children against neglect, abuse or abandonment and prevention of subsequent institutionalization through reduction of number of cases of neglect, abuse and abandonment of children; prevention of subsequent institutionalisation of children; stimulation of adaptation, introduction and application of different up to date models and practices for supporting children and families based on the potential of children, families and communities; stimulation of early identification and intervention in cases of risk of institutionalisation of children; encouragement of changes in practices for care for children and positive parenthood without



violence. The aims of the programme also include stimulation of active involvement of fathers and other male figures from the family circle in care for children as utilization of available serious resource and prevention of violence; provision of demonstrable examples of diverse working strategies and models for community based work with children and families that are applicable in other parts of the country; stimulation of development of policies oriented towards children and their families; encouragement of the participation of the local communities in initiatives

and activities aimed at wellbeing of children in family environment.

Some 14 projects out of 42 proposals were identified to receive support for the implementation of various activities aimed at children at risk and their families, children with disabilities, juvenile mothers, Roma communities, fathers and important men from the family circle, adoptees and adoptive parents, etc. Projects will be run for a period between 24 and 30 months and the implementation of the first started at the end of 2013.



Learning and Shearing Programme

Social Impact Analysis in Bulgaria

Tulip Foundation provides grants and opportunities for training and development for civil organisations aimed at better opportunities for the people in Bulgaria. It is therefore important for us to know what change we actually reach together with our partners from the civil sector and the business, our grantees, experts and volunteers.

Tulip Foundation and the international Social Impact Analysts Association (SIAA) in cooperation with the Bulgarian Centre for Non-profit Law and the Bulgarian Donor's Forum and the support of Arena di Serdica Hotel organised a meeting about "Social Impact Analysis" on 5 June 2013 in Sofia. The event brought together representatives of donor and civil organisations in Bulgaria, experts and professionals from business and government. The aim of the meeting was to provide a forum for organisations and professionals interested in measuring the social impact in Bulgaria. The agenda included presentations and discussions about the necessity and the benefits from social impact analysis and sharing of experience and ideas.

Andreas Rickert from Phineo, Germany and a board member of SIAA, presented his experience as a social impact analysts in Germany. He spoke about the importance and the benefits of measuring the social impact in today's world and shared with the participants his experience and impressions from the current situation in other countries and presented various interesting cases. Mr. Rickert told about the establishment and the activities of SIAA as well as in what way the association could support the

social impact analysis development in Bulgaria.

The participants agreed on the idea of creating a group to analyze the social impact in Bulgaria as a forum for exchange of information and best practices and to cooperate with the international SIAA.

Social impact analysis is a process of identifying and forecasting of future consequences of actions that we plan and perform in the present. It is a tool for real achievement of goals such as social inclusion, efficient services, quality education, preserved natural environment. Social impact is gradually becoming a topic of discussion in Bulgaria. Some players from different fields that are interested in making a positive contribution to the society – donors, not-for-profit organisations, business, academics and others – are increasingly interested in measuring the impact of their programmes, efforts as well as the funds they have used or invested so far. A growing number of people and organisations now understand that simply measuring the output of their activities is not enough to validate the claim that their



contribution is, indeed, creating a sustainable positive change.

Two main concerns that are currently discussed – financial sustainability of non-for-profit organisations and the on-going process of reforming the child care system in Bulgaria – can benefit from social impact analysis along with other topics like culture, environment etc.

The first meeting of the group for Social Impact Analysis in Bulgaria took place on 29 October 2013. Some 30 representatives of various in terms of sphere of activities, goals and functioning organisations took part. They shared their practical experience in social impact analysis in Bulgaria over the last years.

The participants discussed different relevant themes – which organisations conduct social impact analysis, what methods they apply, how is that analysis financed, who uses such analysis, what are the expectations and the tendencies, how do we find and to what extent can we rely on trustful baseline data, what indicators do we apply etc.

Some themes were outlined as core directions of the group – stimulating other organisations to apply social impact analysis including donor organisations, corporate donors and state institutions; promotion and application of impact analysis in strategic planning on various levels, legislation and realization of EU programmes in Bulgaria.

The participants shared a common understanding that analyzing what we really achieve and change with all programmes and projects implemented is of a key importance;



as well as to discuss and to promote a balance among the different levels of social impact analysis – donor organisations, NGOs implementing programmes and projects, various local organisations. The question about analyzing the impact of absence of any action was also raised – an analysis that is as important as the one of the impact of concrete programmes.



Project of the Year 2012



The traditional Project of the Year 2012 awards for civil organisations working in the social sphere were given away at a public ceremony on 26 March 2013 at Chamber Hall Bulgaria. For an eight successive year representatives of the civil organisations from all over the country, ministries, agencies, municipal authorities and businesses as well as many guests came together to express their recognition to the people who realize their ideas and help others in difficult times.

The best projects were chosen on the basis



of achieved results, sustainability of the project activities, financial efficiency, participation of the target groups and the local communities, innovative services and the possibilities for implementing the project in other areas of the country by a Jury with the following members: Violina Marinova, Chair of the Board and CEO of DSK Bank; HE Matthias Høpfner, Ambassador of Germany; Sevda Shishmanova, Programme Director of the Bulgarian National Television; Ognian Donev, Chair of the Board of the Confederation of the Employers and the Industrialists in Bulgaria (CEIBG); Anna Zaharieva, Executive Director, FairPlay International AD and Nikola Dobrev, CEO of KZM 2000 AD.

The Project of the Year 2012 award was given to the following three projects: "Centre for Foster Care" in Varna, Association Sauchastie (Co-participation), "In the Roots of the Volunteering", Time Heroes Foundation and "Early Intervention for Children with Difficulties in Development and Children with Disabilities – Support for Parents and Specialists" in Lovech, Zakrila (Protection) Association.

At the end of the ceremony Kalina Zhuleva and Vladimir Kissiov from the Board of Tulip Foundation presented to the members of the Jury the token of the Foundation as a sign of appreciation for their commitment and professional attitude in the selection of the projects.

The awarded projects were selected from 38 nominations from the whole country honoured with the recognition of the people who nominated them. The nominated projects present an impressive variety of social activities and are targeted at positive change in the opportunities and quality of life of certain groups or communities in disadvantaged position. Sixteen





of the nominated projects are implemented in various towns in the country and another eleven projects – in cities. In Sofia are realised thirteen different projects and five are implemented by local organisations in villages. The projects are

nominated by other NGOs and partners; by the project team of the organisations implementing the project; by journalists and media; by mayors and representatives of local authorities, Social Assistance Department, libraries and schools; by volunteers, participants in project activities and citizens.

The Project of the Year 2012 awards are especially made for the occasion by Prof. Georgi Capkunov and include certificate and incentive grant from Tulip Foundation.

"We are enormously grateful for the honour. For us it is a great recognition to be awarded among all those fantastic projects of our colleagues. We are very happy and elated!"

Yana Burer Tavanie,
"Time Heroes" Foundation



Volunteer Initiative 2013 competition



The public award ceremony Volunteer Initiative 2013 took place at the Grand Foyer of the National Theatre Ivan Vazov on 5 December 2013 – the International Day of Volunteers. Maria Petkova, director of Tulip Foundation and Reneta Veneva, Chair of the Board of National Alliance for Voluntary Action greeted the numerous volunteers, representatives of various organisations, media and guests.

The President of the Republic of Bulgaria Rosen Plevneliev congratulated the volunteers in Bulgaria and spoke about the volunteering as a power and opportunity for solitarily in our society.

The best initiatives were selected on the basis of their results, the importance for the local community, the number and the involvement of the participants, the impact of the initiative on the development of the capacity of the volunteers and the team of the organisation and the financial effectiveness by a Jury with members Ambassador Ivan Stancioff, Chair of the Board of Karin dom Foundation; Boyko Stankushev, Member of the Board of the Bulgarian National Television and Luba Yordanova, journalist at Capital newspaper.

Four initiatives were awarded among a total of 55 nominated interesting initiatives. These were "A Hot Telephone Line for Victims of Violence"



realised by the volunteers of Animus Foundation since 1997 till now; the initiative of some 500 students from Club Volunteer at the mainstream school Paisii Hilendarski in Haskovo named "A Taste Of Christmas"; "A Gift From A Hearth" initiative of the NGO Club in Targovishte and the National Day of Nature Parks realised by GLOBUL in cooperation with WWF.

The ceremony was organized with the support of the National Theatre Ivan Vazov and the media partnership of the Bulgarian National Television, Bulgarian National Radio and Capital Weekly.



Events and Campaigns

European Day of Solidarity between Generations 29 April

For a fifth successive year Tulip Foundation organised a campaign for 29 April 2013 the European Day of Solidarity between Generations – a day for communication, sharing and respect. Solidarity between generations is important for all of us – as individuals, families and a society. It means continuity, sustainability and confidence for all. The purpose of this day is for us to encourage and organise various joint initiatives of people from all generations and to bring the theme of human solidarity which is especially needed in difficult times to the attention of the society. It has already become a tradition in a number of places around Bulgaria to celebrate 29 April with interesting local initiatives. Various initiatives were realised in the days around 29 April with the active participation of people from all generations. Over the last years some 200 initiatives have been realised in towns and villages all around Bulgaria with the active participation of thousands of people from all generations.

On the occasion of 29 April the European Day of Solidarity between Generations Tulip Foundation and the National Network for Children organised a public discussion “Solidarity between Generations”. The discussion took place on 25 April 2013 at the Informational Centre of the European Union in Sofia and was kindly hosted by the Representative Office of the European Commission in Bulgaria. The aim of the discussion was to provoke a conversation about the different forms and the idea of solidarity between generations in everyday life as well as the links between different generations at present times. Circa 35 people from Bulgarian Academy of Science, Silver Fall Club at Charity Association Donka Paprikova, young



people with disabilities from St. Mina Day Centre, students from the Higher Institute of Architecture and Construction (VIAS) and others participated in the event. Representatives of the Bulgarian National Radio and Classic FM programmes also took part. The participants shared their comments about what we have learned from the generations before and after us. Very interesting was the discussion about the relations and solidarity between generations in Bulgarian proverbs and sayings.





Appeltjes van Oranje Awards

The Oranje Funds has organised the Appeltjes van Oranje awards ceremony for the best social projects in the Netherlands for the last 10 years.

This spring the ceremony took place in the Royal Palace in Amsterdam on 16 May 2013 and was particularly ceremonial. At the end of April 2013 the patrons of the Foundation became King Willem Alexander and Queen Maxima. As usual they attended the ceremony together with Princess Beatrix, former Queen of the Netherlands. Queen Maxima bestowed the awards under the theme "All ages matter". She also announced the special awards Oranje Fonds Kroonappels, among 167 nominated projects from around the country selected by online voting.

Kalina Zhuleva and Maria Petkova from Tulip Foundation were invited and attended the emotional ceremony. After the award giving ceremony the guests from Bulgaria had a short conversation with Queen Maxima.



Support for the Library of the Holy Zograf Monastery



The Bulgarian Zograf Monastery on Mount Athos is one of the few centres that preserved Bulgarian culture and spirituality for more than ten centuries. Its library preserves unique manuscripts, books and numerous masterpieces of Christian spirit and culture which are priceless in terms of their importance for the Bulgarian and the world culture and history.

On the eve of May 24 Tulip Foundation called friends, colleagues and associates to contribute to the preservation of this important part of the Bulgarian spirituality and culture with personal donations.

Dozens of donors responded to the letter of the librarian of the Zograf Monastery Father Athanasius by donations. The collected funds were transferred to the monastery. In the summer there was a team of professionals and student volunteers who were involved in cleaning and cataloguing the manuscripts and books in the library of the monastery.



Bulgarian Cultural Afternoon in the Netherlands

Tulip Foundation in cooperation with Vereniging Nederland-Bulgarije organised a cultural afternoon in Utrecht. Oranje Fonds, a long term partner of Tulip Foundation, generously hosted the event on 1 June 2013. The meeting brought together people from Bulgaria and the Netherlands who are the living connections between the two countries. Ronald van der Giessen from Oranje Fonds greeted the guests and told about his organisation and the long term fruitful partnership with Tulip Foundation in Bulgaria.

Maria Petkova from Tulip Foundation spoke about friendship, cooperation, shared experience, arts as bridges among people from different countries and cultures.

Special part of the gathering was the fantastic performance of Marietta Petkova who is a well know Bulgarian piano player in the Netherlands. The programme that she presented included music from Händel, Chopin and Rachmaninov.

Artistic photographs donated to the Tulip Foundation by young Bulgarian artists from groups Ratts and NAOS were presented with the exclusive



support of TNT Bulgaria. Some of the photographs were bought with a charity aim.

Society of All Ages 1 October 2013

For a sixth consecutive year Tulip Foundation organised a campaign "Society of all ages" to mark the International day of the Elderly People – 1 October. The idea of the campaign remained the same – to remind us to pay attention and care to the older people, to see their difficulties but also their abilities; to show our recognition and to praise their contribution for the whole society and to hear what they want to share with us.

During the days before and after 1 October some 40 organisations from different towns and villages from around Bulgaria joined the campaign this year. People from all ages, civil organisations, community clubs, schools, municipalities and mayor offices marked the day within their community in different ways. The variety of events





– visits, meetings, talks, discussions, performances, concerts, exhibitions, contests etc. were united by the common idea – to show respect and appreciation for the contribution of the elderly people to the society.

European Convention “Educational Competencies Require Parental Competencies”

At the invitation of the German Federal Ministry of Family Affairs, Senior Citizens, Women and Youth and the German Federal Association for Family Education and Counselling Tulip Foundation is involved in the work of the European Convention “Educational competencies require parental competencies – Transition and participation in education in the context of family educational and parental competencies in European countries” in Potsdam from 26 to 29 September 2013.

Representatives of civil society organizations from Germany, UK, Portugal, Sweden, Austria, Italy, Belgium and Denmark participated in the conference. Presentations and discussions included topics like full participation of parents in children's lives and their role as first educators and teachers; building competencies of parents and encouraging



better cooperation between parents, educational and social institutions; early childhood development; early intervention. Special guest of the convention was Deisi Kusztra, President of the World Family Organisation, who presented the work and future initiatives of the organization.

Maria Petkova presented the development and results of Trust in the Family program of Tulip Foundation for the introduction of family group conferences in Bulgaria, which attracted many positive comments and suggestions for cooperation.

EU Family Group Conference Network Annual Meeting



The annual meeting of the EU FGC network took place from 30 October to 1 November in Belgrade, Serbia. It was organized by local hosting organisation „U krugu porodice“ (In the family circle) and brought together more than 30 representatives of some 25 organisations from 13

countries. Maria Petkova from Tulip Foundation and Malina Slavova from Opportunity and Protection Association Haskovo took part in the annual meeting.

The participants had an intensive and interesting agenda in which framework they presented up-to-date information about their activities and the development of the FGC model in their different countries. In a format of “Open space” the colleagues discussed various themes suggested by the participants during the meeting. The active sharing of comments, information, questions and ideas continued during the whole two days and was really useful for all participants.



List of funded projects

Various Grants 2013

Donka Paprikova Charitable Association, Sofia

Project: Palliative care for terminally ill people in the Hospice run by Donka Paprikova Charitable Association

Goal: To provide 24 hours care for 25-30 persons who are terminally ill, immobile and are served in bed.

Activities: Hospice' activities are strictly regulated and include personal hygiene, medical procedures, feeding, conversations, close watch of physical and psychological condition. The team is consisting of one doctor, five nurses and around 30 volunteers, who cook, clean, do shopping, supply the food at homes, speak with the old people and read books for them.
Grant: **6 000 BGN**

Contact information: Dr. Dominik Karagiozov
39 Svetoslav Terter str.
1124, Sofia
Tel. +359 2 946 13 96



Zograf Monastery Mount Athos

Support for the preservation of the manuscripts and the books at the monastery library
Grant: **17 460 BGN**



Opportunity and Protection Association, Haskovo Trust in the Family Programme

Goal: Testing and introduction of a new model for supporting children and families

Activities: Training of independent coordinators, social workers, police inspectors, teachers; dissemination of informational brochures for families, children young people and friends; organisation of family group conferences. Grant: 36 137,79 BGN

Contact information: Malina Slavova
11 Aleko Konstantinov street
Haskovo 6300
Tel/fax: 038 662138
chance@escom.bg
www.chancebg.org





Trusting in Children and Family Programme

NGO Club Association, Targovishte

Project: Holistic support for bringing up children in a family environment

Aim: To „close“ the entrance to institutions for children by reducing the number of children abandoned by their

families to the minimum and support for families to provide good care so that their children are not at risk to be placed in institutions .

Activities: PEarly identification of families at risk; outreach work for improving the skills of parents including fathers; cooperation with other institutions and organisations; holistic approach in support for families; building up the capacity of the organisation and the local communities for supporting children and families at risk; outreach work, mediation, family group conferences, trainings for community workers, discussions, promotion of positive parenting.

Target groups: families from Roma community living in Targovishte municipality and the villages Goliamo Novo and Vardun.

Grant: 14 850 BGN

Contacts: Diana Yakimova
NGO Club Association Targovishte
30, January, Str., fl.3
Targovishte 7700
Tel. +359 0601 63425
clubngo@abv.bg
www.clubngo.org



Sauchastie (Co-participation) Association, Varna

Project: Support for Parenting

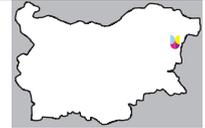
Aim: To decrease the number of case of abandonment of children, violence and neglect in underprivileged families living in Roma neighborhoods and quarters in Varna and surrounding villages through support for parenting.

Activities: Working meetings with representatives (leaders) of local communities and their engagement as partners; outreach work aimed at informing families about the negative impact of neglect, violence or abandonment in social institutions for children; small groups meetings; identification of families and children at risk; outreach work for supporting families to improve the care for their children; systematic monitoring for prevention of crisis situations that would lead to worsening the care for children; crisis intervention ,case work, family group conferences, trainings for parents, provision of additional medical and social services.

Target groups: Underprivileged families whose children are at risk of neglect, violence or abandonment and placement in social institutions.

Grant: 12 000 BGN

Contacts: Iliyan Rizov
Sauchastie Association
Vazrajidane, block 22, ap. 91
Varna 9020
Tel: +359 0897 900 950
iliriz@yahoo.com
www.sauchastie.org



Additional support provided by Tulip Foundation 2013

Donated	Beneficiary	Donor
computer, phone, toys	Centre "Open door", Pleven	Tulip Foundation
1 airconditioner	Gavrosh Association, Varna	Radostina Chobanova
clothes and toys	1 June Association, Byala Slatina	Rotary International
1 projector	AIESEC Veliko Tarnovo	Tulip Foundation
1 computer system	Elderly Care Home "Veneta Boteva" – Veliko Tarnovo	Tulip Foundation
1 computer system	Sauchastie (Co-participation) Association, Varna	UniCredit Bulbank
1 computer system	Chitalishte "Vasil Levski 1911", Bojuritsa village, Pleven region	UniCredit Bulbank
1 computer system	Chitalishte "Paisii-1896", Aleksandrovo village, Lovech region	UniCredit Bulbank
toys	Helping Hand Foundation, Dobrich	Kindergarten TUTI
toys	Association Future for Children with Disabilities, Kazanluk	individual donors
books	St. Ivan Rilski Association Veliko Tarnovo; Elderly Care Home in Balvan village, Veliko Tarnovo region	individual donors
books and school appliances	Chitalishte Nauka 1905" Komarevo village, Dolna Mitropolia region	individual donors
clothes	NGO Club Association, Targovishte	individual donors

With respect we express our most sincere gratitude for the generous gift. You made a number of Roma children who participate in our creative workshops programme happy.

The board of community club "Nauka 1905" Komarevo village Dolna Mitropolia Municipality

It was a jolly and colourful day, full with pleasant surprises – new, moving and inviting us to go to the exiting world of the books! The surprise was great! We all thank you cordially! You made our day!

Ivan Rilski Association, Home for older people, Balvan village, Veliko Tarnovo Municipality



Financial Report for 2013

Balance sheet as of 31.12.2013



ASSETS			
Sections, Groups, Items	Code	thousand BGN	
		Current year	Previous year
a	b	1	2
A. Subscribed unpaid capital	01000		
B. Net present (long-term) assets			
I. Intangible assets			
Total for Group I	02100	0	0
II. Fixed Assets			
Installations and others	02230	1	2
Paid advances and tangible assets in progress	02240		
Total for Group II	02200	1	2
III. Long-term Financial Assets			
Total for Group III	02300	0	0
IV. Deferred tax	02400		
Total for Part B	02000	1	2

ASSETS			
Sections, Groups, Items	Code	thousand BGN	
		Current year	Previous year
a	b	1	2
C. Current Assets			
I. Inventory			
Total for Group I	03100	0	0
II. Accounts Receivable			
Total for Group II	03200	10	5
III. Investments			
Total for Group III	03300	0	0
IV. Cash			
Cash and accounts in the country	03410	2714	2500
Cash in hand (BGN)	03411	3	3
Foreign currency cash in hand (BGN equivalent)	03412	3	6
Check-in accounts	03413	2708	2491
Blocked cash	03414		
Cash equivalent	03415		
Cash in hand, including in overseas bank accounts	03420	0	0
Total for Group IV	03400	2714	2500
Total for Part C	03000	2724	2505
D. Prepaid expenses	04000	1	1
Total Assets (A+B+C+D)	04500	2726	2508



Balance sheet as of 31.12.2013

LIABILITIES			
Sections, Groups, Items	Code	thousand BGN	
		Current year	Previous year
a	b	1	2
A. Equity Capital			
I. Subscribed capital	05100	0	0
II. Premia on issued shares	05200		
III. Reserve from subsequent valuations	05300		
IV. Revenue reserve			
Reserve as per the Articles of Association	05430		
Other reserves	05440	1630	1423
Total for Group IV	05400	1630	1423
V. Profit (loss) carried over from previous years			
Total for Group V	05500	0	0
VI. Current profit (loss)	05600		
Total for Part A	05000	1630	1423
B. Provisions and similar liabilities			
Total for Part B	06000	0	0
C. Liabilities			
Loans under separate-entry debt loan agreements	07100	0	0
Accounts payable due to financial enterprises	07200	0	0
Received advance payments	07300	0	0
Accounts payable due to suppliers	07400	1	4

LIABILITIES			
Sections, Groups, Items	Code	thousand BGN	
		Current year	Previous year
a	b	1	2
Liabilities under insurance policies	07500	0	0
Liabilities to Group subsidiaries	07600	0	0
Liabilities to associated undertakings or jointstock	07700	0	0
Other liabilities	07800	0	0
Up to 1 year	07801		
Over 1 year	07802		
including:			
Due to the employees	07810	0	0
Insurance liabilities	07820	0	0
Tax liabilities	07830	0	0
Total for Part C	07000	1	4
Up to 1 year	07001	1	4
Over 1 year	07002	0	0
D. Revenues relating to future periods and financing	08000	1095	1081
including:			
Financing	08001	1095	1081
Revenues relating to future periods	08002		
Total Liabilities (A+B+C+D)	08500	2726	2508



Financial statement on the income and expenditures for the year 2013 (For non-for profit activities)

Name of the Expenditure	Code	(thousand BGN)	
		Current year	Previous year
a	b	1	2
I. Activity expenditures			
A. Expenditures for regulated activities			
1. Donations	65511	94	124
2. Other	65512	55	96
Total for Part A	65510	149	220
B. Administrative expenditures	65520	123	118
Total for Group I	65500	272	338
II. Financial expenditures			
3. Interests	65611		
4. Negative differences from investment activities	65612		
5. Negative differences from exchange rates	65613	4	3
6. Other	65614		
Total for Group II	65600	4	3
III. Additional expenditures	65700		
IV. Loss from economic activities	65800		
V. Total expenditures	65900	276	341
VI. Result	65950	206	142
Total (V + VI)	65990	482	483

Name of the Expenditure	Code	(thousand BGN)	
		Current year	Previous year
a	b	1	2
I. Activity income			
A. Income from regulated activities			
1. Donations with conditions	66511	272	338
2. Donations without conditions	66512	124	47
3. Membership fees	66513		
4. Other	66514		
Total for Group I	66500	396	385
II. Financial income			
5. Interests	66611	86	98
6. Income from co-participation	66612		
7. Positive differences from investment activities	66613		
8. Positive differences from exchange rates	66614		0
9. Other	66615		
Total for Group II	66600	86	98
III. Additional income	66700		
IV. Profit from economic activities	66800		
V. Total income	66900	482	483
VI. Result	66950	0	0
Total (V + VI)	66990	482	483



Financial statement on the money flow for the year 2013

Name of the money flows	Code	(thousand BGN)	
		Current year	Previous year
a	b	1	2
I. Availability of the amounts as of January 1st	66200	2500	2496
II. Money flow from non-economic activities			
A. Income from non-economic activities			
Donations with conditions	66211	384	223
Donations without conditions	66212	26	29
Membership fees	66213		
Income from insurance initiatives	66214		
Compensation for insurance	66215		
Bank and exchange activities	66216		
Other	66217	86	98
Total for Part A	66210	496	350
B. Expenditures for non-economic activities			
Donations	66221	94	124
Salaries	66222	73	83
Social security	66223	11	27
Bank and exchange activities	66224	1	2
Services	66225	34	42
Other	66226	70	68
Total for Part B	66220	283	346
C. Net money flow from non-economic activities	66230	213	4

III. Money flow from economic activities			
A. Income from economic activities			
Sell of actives and services	66241		
Clients	66242		
Bank and exchange activities	66243		
Other	66244	66	
Total for Part A	66240	66	0
B. Payments for economic activities			
Payments for services and actives	66251		
Payments for suppliers	66252		
Taxes	66253		
Bank and exchange activities	66254		
Others	66255	65	
Total for Part B	66250	65	0
C. Net money flow from economic activities	66260	1	0
IV. Availability of amounts as of December 31st	66300	2714	2500
V. Changes in the availability of amounts during the year	66400	214	4



Report of the independent auditor



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ДОКЛАД НА НЕЗАВИСИМИЯ ОДИТОР

Управителния съвет на
Фондация Лале

Доклад върху финансовия отчет

Ние извършихме одит на приложен финансов отчет на Фондация Лале ("Фондацията"), включващ счетоводен баланс към 31 декември 2013 година, отчетите за приходите и разходите от нестопанска и стопанска дейност и за паричните потоци за годината, завършваща на тази дата, и бележки, включващи общоизвестно оповестяване на съществените счетоводни политики и друга пояснителна информация.

Отговорности на ръководството за финансовия отчет

Ръководството е отговорно за изготвянето и достоверното представяне на този финансов отчет в съответствие с Националните стандарти за финансови отчети за малки и средни предприятия, приети от Министерски съвет, и за такава система за вътрешен контрол, каквато ръководството определи като необходима за изготвянето на финансов отчет, който да не съдържа съществени отклонения, независимо дали те се дължат на измама или грешка.

Отговорности на одитора

Нашата отговорност се свежда до изразяване на одиторско мнение върху този финансов отчет, основаващо се на извършения от нас одит. Нашият одит бе проведен в съответствие с изискванията на Международните одиторски стандарти. Тези стандарти налагат спазване на етичните изисквания, както и одитът да бъде планиран и проведен така, че ние да се убедим в разумна степен на сигурност доколко финансовият отчет не съдържа съществени отклонения.

Одитът включва изпълнението на процедури, с цел получаване на одиторски доказателства относно сумите и оповестяванията, представени във финансовия отчет. Избраните процедури зависят от преценката на одитора, включително оценката на рисковете от съществени отклонения във финансовия отчет, независимо дали те се дължат на измама или на грешка. При извършването на тези оценки на риска одиторът взема под внимание системата за вътрешен контрол, свързана с изготвянето и достоверното представяне на финансовия отчет от страна на предприятието, за да разработи одиторски процедури, които са подходящи при тези обстоятелства, но не с цел изразяване на мнение относно ефективността на системата за вътрешен контрол на предприятието. Одитът също така включва оценка на уместността на прилаганите счетоводни политики и разумността на приблизителните счетоводни оценки, направени от ръководството, както и оценка на цялостното представяне във финансовия отчет.

Считаме, че получените от нас одиторски доказателства са подходящи и достатъчни за формирането на база за изразяване на нашето одиторско мнение.

КПМГ България ООД, български дружество и
отделна единица на мрежа от КПМГ
членове от независимата Финансова група, включваща
на КПМГ Интернационална Кооперативна ("KPMG
Интернационал"), самостоятелно юридическо лице.

Включен в Републиканския
реестър при Агенция за
информацията ЕИК 200200311

ИВН 9206 9298 9231 2002 2004 28
КВ 92989207
Републиканска (България) ЕАД



Мнение

По наше мнение, финансовият отчет дава явна и честна представа за финансовото състояние на Фондацията към 31 декември 2013 година, както и за нейните финансови резултати от дейността и за паричните потоци за годината, завършваща на тази дата, в съответствие с Националните стандарти за финансови отчети за малки и средни предприятия, приети от Министерски съвет.

Доклад по други правни и надзорни изисквания

Годишен доклад за дейността на Фондацията изготвен съгласно изискванията на чл. 33 от Закона за счетоводството

Съгласно изискванията на Закона за счетоводството, ние докладваме, че историческата финансова информация, представена в годишния доклад за дейността на Фондацията, изготвен от ръководството съгласно чл. 33 от Закона за счетоводството, съответства във всички съществени аспекти на финансовата информация, която се съдържа в одитирания годишен финансов отчет на Фондацията към и за годината завършваща на 31 декември 2013 година. Отговорността за изготвянето на годишния доклад за дейността, който е одобрен от Управителния съвет на Фондацията на 3 юни 2014 година, се носи от ръководството на Фондацията.

Гисберг МакКол
Управител

КПМГ България ООД
София, 14 октомври 2014 година

Добрна Калюнова
Регистриран одитор



Report of the independent auditor



REPORT OF THE INDEPENDENT AUDITOR

**MANAGING BOARD
OF TULIP FOUNDATION**

Statement on the financial report

We carried out an audit of the attached financial report of the Tulip Foundation (referred to as "the Foundation" hereafter) which includes: the balance sheet for the period ending 31 December 2012, the statements of income & expenditure for nonprofit activity, and the statement of turnover for the year ending on this date, as well as notes including a general description of the main accounting policies and additional explanatory information.

Responsibility of the Management for the Financial Report

The Management is responsible for the preparation and fair presentation of the financial report in accordance with the National Financial Reporting Standards applicable to the financial statements of small and medium-sized enterprises, adopted by the Council of Ministers. The Management is also responsible for the implementation of an internal control system, which the Management deems necessary for the preparation of financial statements free of substantial deviations, regardless of whether due to fraud or error.

Responsibility of the Auditor

Our responsibility is limited to expressing an audit opinion on the present financial report, based on the audit performed by us. The audit was carried out in accordance with the requirements of the International Audit Standards. The Standards require compliance with certain ethical norms as well as for the audit to be planned and implemented in a way to provide reasonable assurance that the financial report does not contain any material deviations.

The audit includes the application of procedures aimed to obtain audit evidence in relation to the amounts and disclosures shown in the financial report. Procedures are selected at the discretion of the auditor and include an assessment of the risk of any material deviation in the financial report, regardless of whether due to fraud or error. For the purposes of this assessment, the auditor takes into consideration the internal controls system, related to the preparation and the fair presentation of the financial report on behalf of the Foundation, in order to design audit procedures suitable for the given conditions, and not aimed at expressing an opinion on the efficiency of the internal control system of the organization. The audit also includes an assessment of the appropriateness of the accounting policies applied and the approximate accounting evaluations done by the Management, as well as an assessment of the overall presentation in the financial report.

We believe that the audit evidence obtained by us is appropriate and sufficient for the formation of the basis on which to express our audit opinion.



Opinion

In our opinion the financial report presents a true and fair picture of the financial situation of the Foundation for the period ending on 31 December 2012, as well as of the financial results of its activities and money flows for the year ending on 31 December 2013 in compliance with the National Financial Reporting Standards applicable to the financial statements of small and medium-sized enterprises adopted by the Council of Ministers.

Report on other statutory and supervisory requirements

Annual report on the activities of the Company drawn up in accordance with the requirements laid down in Article 33 of the Accountancy Act

In accordance with the requirements laid down in the Accountancy Act, we report that the historical and financial information presented in the annual report on the activities of the Foundation, which has been drawn up in compliance with Article 33 of the Accountancy Act, conforms in all material aspects to the financial information contained in the audited annual financial report of the Company as at the year ending on 31 December 2012. The management is responsible for the preparation of the annual report on activities, which has been approved by the Managing Board of the Foundation on 15 April 2013.

Gilbert McCaul
Managing Partner
KPMG Bulgaria

Sofia 14 October 2014

[Signatures and KPMG stamp]

Dobrina Kaloyanova
Registered Auditor

Tulip Foundation

Tulip Foundation, Annual report 2013

Pictures: Archive Tulip Foundation

Design: Obelisk design

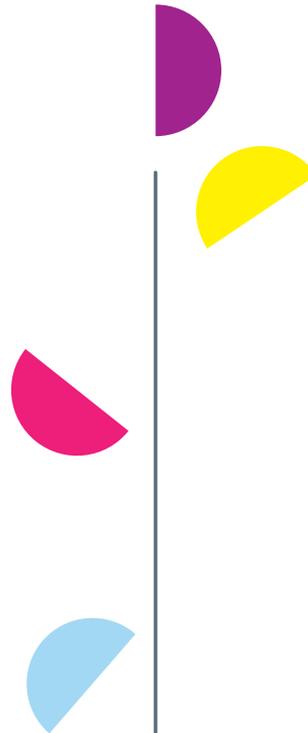
ING BANK, Sofia branch

BIC: INGBBGSF

IBAN in BGN: BG92 INGB 9145 1001 7292 15

IBAN in EURO: BG15 INGB 9145 1401 7292 10

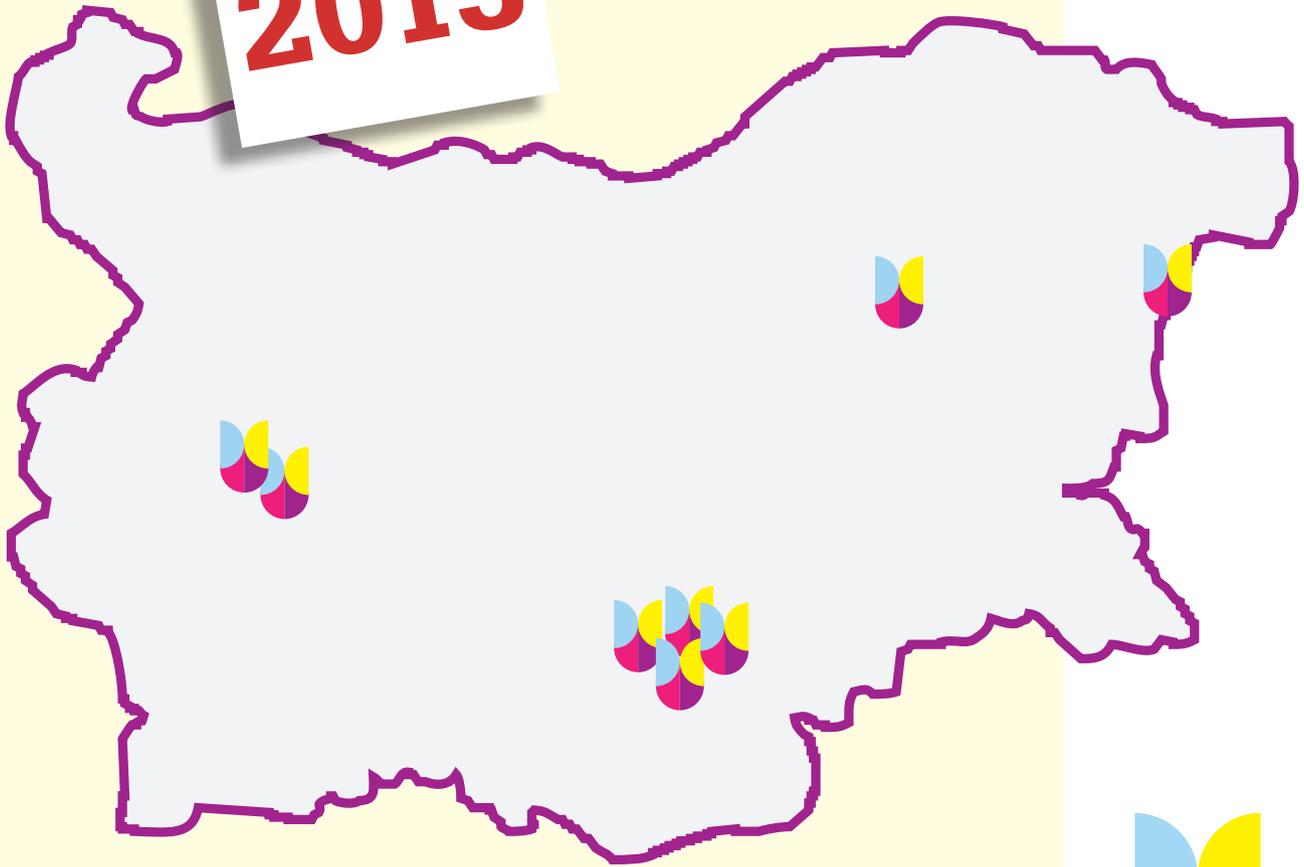
IBAN in USD: BG28 INGB 9145 1101 7292 19



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