



We chose to build!

2014 annual report

IASI NATIONAL CENTER IN SOCIAL ECONOMY

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Foreword

"The real team of ADV Romania has been by my side for better or worse and together we can enjoy to the fullest the results of our work.

The results of the investment in ourselves and in the others are now obvious and we wish to thank all those who trusted our vision on society development and joined us in building this vision together."

Truthfully, Angela Achitei - President of ADV Romania

In 2014, in our social activity, we were at our best supplying services at high standards to several categories of individuals — people with disabilities, including with HIV/AIDS, young people who had to leave the placement centers, migrants and third country nationals, unemployed people — as if we were competing to surpass our ourselves. In fact, we confirmed our image as organization attracting mainly private resources and offers professional solutions to social issues.

In our economic activity, in the past year, we evaluated our potential and efficiency with keen attention and took essential decisions for the future, in such a way as to consolidate the three work insertion social enterprises Util Deco, in which were

created 36 workplaces for people with disabilities.

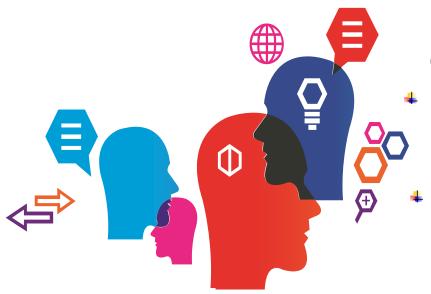
2014 has also been a year of raising awareness in the civil society on our role as investors in the community, of the support of the private sector for the benefit of citizens in need of social assistance.

More than in past years, we have managed to bring together the NGOs and to lead them in their fight for changing the society, for development. We maintained permanent contact with all influential actors in the Romanian society, causing changes in legislation, changes for the social sector and, most importantly, bringing forward an undisputable force – the Voice of NGOs.

ADV in 2014

- > 12 years of activity,
- ➤ An average of 83 employees, of which 36 people with disabilities,
- over 65 projects / programs implemented,
- > over 16 million euro attracted in the community,
- ➤ 3 social enterprises, organized in the form of shelter units, active since 2008,
- ➤ The challenge to combine social services and social economy services and to be one of the pioneers of the field in Romania,
- ➤ Util Deco had approximately 1000 customers and 4.5 million euros turnover.

Our mission statement is the inclusion of HIV-positive people and from other groups at risk.



Certifications:

Supplier of social services – Certificate no. 641/19.05.2014, issued by the Ministry of Labor, Family, Social Protection and Elderly People.

Supplier of information and professional counseling / mediation on the internal labor market – Certificate issued by the National Employment Agency lasi, series IS/no. 25/00037 from 23.06.2014.

AWARDS

Bucharest, Structural Funds:

First award – under the section "With INCLUDED impact" – for the results obtained through developing the project "Alliance for the Development of Social Economy" (implementer- ADV Romania, partners: The General Department for Protection of People with Disabilities, Motivation Romania Foundation, the General Department of Social Assistance and Child Protection lasi and the "Il Poliedro" Social Cooperative from Italy, project co-financed through the European Social Fund through POSDRU 2007-2013).

Bucharest, Civil Society Gala

The Dan Manoleli Special Award – for the development of the civil society.

Iasi, Gala of Young Values

Special award for social involvement for ADV Romania in recognition of its contribution to promoting true values of lasi.

lasi, Gala of Female Models 2014

The Award "Entrepreneur in social economy" for the activity developed by Util Deco, award given to Mrs. Angela Achitei

ADV's involvement in networks, alliances, local, national and international platforms – added values and benefits

ADV Romania is the founding member of five national federations / coalitions and the member of six national and international networks. The foundation holds the presidency of the Federation of Nongovernmental Organizations for Social Services and the vice-presidency of the NGO Committee within the Council of Social and Economic Development of the lasi county.

Details at www.fonss.ro.

ADV's experience in lobby and advocacy campaigns – challenges and opportunities

ADV Romania is one of the organizations who have worked for over 4 years on the Law on Social Economy; has managed to include NGOs with economic activity in May 2014 in the legislation on small and medium enterprises; has initiated a law project through which NGOs to be included in the committees for social dialogue; is the author of the Voice of NGOs brand – a platform of lobby and advocacy for the development of the NGO sector and for the investment in social services.

Details at www.voceaong.ro.

ADV ROMANIA'S PROJECTS

In over 12 years of activity, the "Alaturi de Voi" Romania Foundation has developed more than 65 projects, attracting over 16 million euros in the community and investing it in covering social needs of the community.

In 2014, we developed 9 projects financed from European funds, written and implemented 100% by our foundation's specialists.



"Sustainable development through social economy"

- 124 young people of ages between 16-35 years have benefited of the activities developed in the three Youth Clubs in lasi, Constanta and Tg. Mures;
- 140 young people from groups at risk, including with disabilities, have benefited of training in six fields (tailoring, manual binding, arts and crafts, painting, IT and decorative candles), making leading to increasing their professional capacities and support in their chances of employment;
- 23 specialists in social economy from Romania have developed abilities in

- the field of social economy through attending the training "Entrepreneur in social economy", developed by Adv Romania;
- 89 people from lasi, Constanta and Mures have been informed about social and professional integration of people with disabilities and from other groups at risk through the study visits developed by ADV;
- The establishment of a second tailoring unit in lasi,
- 23 authorized shelter units have been promoted through the second issue of the Catalogue of Authorized Shelter Units.



- Were organized two summer schools:
 - September 2-13, 2013 for 20 young people,
 - July 16-18, 2014 for 15 young people.

Goal: to train personal abilities for relating, self-awareness and independent living, communication, entrepreneurship and social assistance.



SIM - innovative work systems

- This project allowed ADV Romania to obtain the certification from the National Employment Agency as supplier of specialized services for stimulating employment (information, counseling and labor mediation);
- 68 people recruited to attend activities on the project (counseling, training, study visit);
- 3 trainings organized within the project (IT competences 2 and Trainer 1);
- 32 participants in the three trainings;
- 150 individual counseling sessions and 20 group counseling sessions.

The project was implemented by the Center for Social Development, in partnership with the "Alaturi de Voi" Romania Foundation, SOCIUS Association and INFOR Italy, being co-financed by the European Social Fund through POSDRU 2007-2013.

Opportunities for teenagers!

- ♣ October 2014 were open two resource centers for teenagers, in lasi and Constanta, in which our specialists offer individual and group counseling to teenagers confronted with different issues;
- ▶ November December 2014 900 teenagers from last and Constanta were informed during the campaigns developed in schools on topics such as: prevention of the HIV transmission, sexual education, prevention of human trafficking, prevention of school abandonment, prevention of domestic violence and juvenile delinquency.





"Opportunities for teenagers!" is developed by ADV Romania in partnership with the Iasi and Constanta Educational Authorities, the Departments of Social Assistance and Child Protection from Iasi and Constanta and

NGOs stronger together! -Lobby and advocacy for creating equal opportunities for NGOs supplying social services for accessing public financing ADV Romania and CARITAS Norway are partners in implementing this project. Through the project we aim at influencing public policies in financing social services through the active involvement of NGOs for creating a positive framework for functioning and financing of social services in Romania. The foundation's contribution in

valuing its experience as authorized supplier of social services through organizing consultancy sessions in the North-Eastern region of Romania and through our direct involvement in lobby and advocacy in the field. The project is financed through SEE grants 2009 – 2014, within the NGO fund in Romania.

ADV ROMANIA'S PROJECTS

The national coordination for the reintegration of third country nationals in Romania

The Center for Information and Counseling for Foreigners functioning in lasi offers:

- Information / counseling with respect to living in Romania;
- ♣ Information / counseling and assistance for accessing medical services and for benefiting of social insurance;
- Information / counseling for accessing the Romanian educational system;
- Support for covering different material / medical needs when vulnerable / in a difficult situation;
- ♣ Support for solving different situations you are confronted with in Romania: support for finding a home, enrolling your children in school or Kindergarten, drawing a CV for accessing the Romanian labor market and mediation in view of facilitating the relationship with possible employers.





"The NGO Voice for the community!"

- 10 partner organizations on the project established FONSS the Federation of Nongovernmental Organizations for Social Services.
- Was created the site for the federation www.fonss.ro,
- Took place two work meetings (in lasi and Bacau) with NGOs from the region;
- During October 28 30 2014 took place the training "Capacity building through efficient management and fund raising", organized by specialists from FONSS to the benefit of NGOs from the North-Eastern region of Romania having just started their activities.
- Were edited the first three issues of the newspaper "The Voice of NGOs". The newspaper is printed every month in 1500 copies, bringing into the public space information from the community on issues of interest to NGOs and their beneficiaries. The newspaper can also be read in electronic format at www.voceaong.ro. It is distributed in the community through the distribution network of the Evenimentul regional newspaper. The remaining 500 copies are distributed by the partners on the project to their collaborators.

"The NGO Voice for the community!" is financed through the SEE Grants 2009 – 2014, within the NGO Fund in Romania. The partners on the project are: Social Alternatives Association, Save the Children Iasi, Center for Social Development, Caritas Iasi, COTE, Iosif Foundation, Bethany Foundation for Social Services, Star of Hope and World Vision Romania.

www.fonss.ro

Partnership for inclusion

The project is developed by a group of 9 institutions - The "Alaturi de Voi" Romania Foundation, in partnership with the Department of Child Protection and Social Assistance from lasi and Vaslui, the Social Alternatives Association, the Save the Children Association, the Children on the Edge Foundation, the Bethany Foundation for Social Services and the World Vision Romania Foundation, the offices from Iasi and Vaslui. The goal of the project is the social and professional integration of young people of ages between 16-29 from groups at risk from the Iasi, Vaslui, Constanta and Mures counties, especially from rural areas.

Through the project will be offered a complex and integrated package of services through 7 new services developed through the project by the partner organizations: counseling, professional orientation and counseling, social and psychological assistance for preventing and combating the effects of abuse, development of parental abilities among young people,



development of independent life skills and mediation on the labor market, psychological and social support for young people with behavior deficiencies, addictions and chronic diseases, development of independent life skills through the Youth Club, including for young people with disabilities, psychological, social and educational counseling.

Multidisciplinary mobile caravans in rural areas will offer services of

Information and education for over 8700 young people, 8700 children and 1740 parents / legal representatives from rural areas, from 93 communes from the lasi county and 81 communes of the Vaslui County.

The project is developed within the Financial Mechanism of the European Economic Area (EEA) 2009-2014.

Details at www.proincluziune.ro





The active involvement of NGOs in the management of European Funds

ADV Romania is one of the partner organizations of the Center for Public Involvement in implementing the project "The active involvement of NGOs in the management of European Funds", project answering the need to increase the capacity of the NGO coalition for Structural Funds and of the involvement of the civil society in the management of European Funds.

The project is financed through SEE grants 2009 – 2014, within the NGO Fund in Romania.

Details at: www.banieuropeni.org

ADV ROMANIA SERVICES

6 beneficiaries – juridical assistance

130 beneficiaries – psycho-social assistance

18 group counselings

Over 150 individual counselings

900 pupils informed in schools - lasi

120 pupils informed in schools - Constanta

1 newspaper created –

1 established federation -

- Specialized social services for people from groups at risk, especially teenagers and youths: psychological and social assistance and vocational therapy within the day centers in lasi, Constanta and Tg. Mures (Certificate no. 641/19.05.2014, issued by the Ministry of Labor, Family, Social Protection and Elderly People);
- **Employment services** for young people from groups at risk searching for a workplace: counseling, professional orientation and mediation on the labor market; training and sheltered employment in the three work insertion social enterprises, organized as internal sections within the foundation (Certificate issued by the National Employment Agency in lasi, series IS/nr. 25/00037 from 23.06.2014);
- **Prevention services** in the community: mobile caravans in schools and high-schools, information campaigns in the field of sexual education, prevention of sexually transmitted infections, including HIV/AIDS; prevention of domestic violence, human trafficking, drug use, etc.
- Services of promotion and defending the rights of people with disabilities, including of HIV-positive people;
- **Lobby and advocacy** for the NGO sector, contracting social services and for developing social economy in Romania.



The Human Ribbon is made every year on World AIDS Day at the beginning of December, within the national campaign "Open your heart. I am the same as you!" Thousands of people thus show their solidarity with HIV infected and affected people and the public agenda includes once again the need to prevent the HIV transmission.

RESULTS

People who benefited of information campaigns:

- lasi 2000
- Constanta 250
- Mures 200

Details at: www.fundaumana.ro

Unlike in previous years, the event in 2014 was more complex through the conference on the topic "The Segarcea effect vs. teenager education" — continuation of the public debate on preventing the HIV transmission through unprotected sexual intercourses.

VISITS AT ADV ROMANIA



Misiunea noastră

a Fundației Scraft (1906)
Scrafta

a Fundației Scraft
Scrafta

a Fundației Scraft
Scrafta

a Fundației Scraft
Scrafta

a Fundației Scraft

Romania

E.S. Tove Bruvik Westberg – Norway's Ambassador to Romania

His Excelency, Paul Brummel, Great Britain's Ambassador to Romania



Aurelia Cristea – Ministry delegated for Social Dialogue



Andrei Muraru – presidential counsellor



Adrian Strainu Cercel – Official within the Ministry of Health

WORK INSERTION SOCIAL ENTERPRISES



In 2014, within Util Deco, the foundation has managed to create and maintain workplaces for people with disabilities, including people infected with HIV. In order for them to be able to go through the adaptation process more easily, our specialists offered a package specific to sheltered employment – counseling, continuous training, support in the adaptation to the workplace, etc.

All efforts are related the intervention of specialists in social assistance in order to turn the disabled person into a successful employee.

The employees of Util Deco are making products and services which are afterwards sold to individuals and companies.

The income obtained from economic activities is being reinvested in social assistance and training programs addressing employees with disabilities or other beneficiaries of the organization. The amounts obtained from different services offered have the same destination.













ADV Romania established in 2008 three work insertion social enterprises under the brand Util Deco, in Iasi, Constanta and Tg. Mures, internal sections within the foundation and authorized as sheltered units.

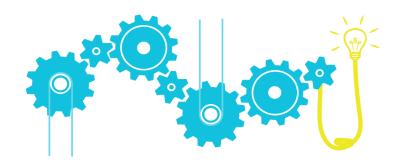
The following workshops function within the sheltered units: tailoring, manual binding, printing, making decorative candles, painting, physical and electronic archiving and document storage.

In 2014, Util Deco had approximately 1000 customers and a turnover of 4,5 mil euro, most of the income being from intermediation activities.

We mention here that the intermediation process covers costs with human resources, consumables, mailings, rents and utilities for the service. The remaining amounts support the workplaces of people with disabilities.

Our practice has been published on the site of the European Commission as a best practice in the field of sheltered employment.





ECONOMIC RESULTS IN 2014

2014 has been a difficult year for ADV Romania, from the economic point of view, especially since we finished some important projects which ensured many workplaces.

Some of the customers of Util Deco had delays in their payments, which endangered the functioning in good conditions of the social enterprises.

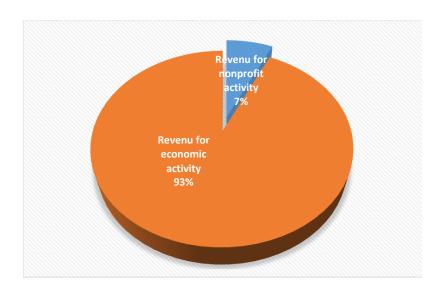
Furthermore, due to low financial possibilities, around the end of 2014 we noticed the need to evaluate the efficiency of the activities of social economy and to adapt decisions to improve production processes.

The law on social economy was not finalized and approved, which causes the Romanian government to not be able to support social economy.

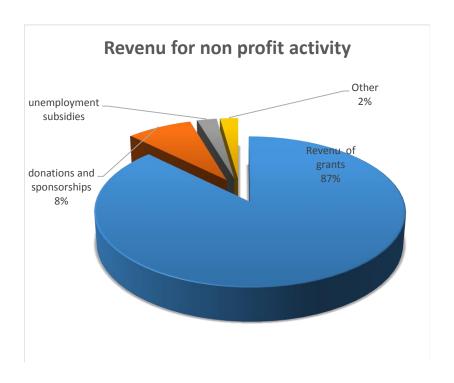
The only advantage of people in this field of activity is the clause in the Law 448 / 2006: "According to art. 78, par. 3, letter b), employers with over 50 employees and which do not have 4% of the number of employees people with disabilities, can, from the amounts own to the budget for the disability tax, to procure products and services from authorized shelter units which employ people with disabilities".

Even though the Law on Public Procurement - OUG 34/2006, art. 43, gives contracting authorities the right to procure products and services from shelter units through mentioning in the auction specification that the CONTRACT IS RESERVED (offers the possibility to receive offers only from such institutions), we discovered that in fact there are unjust practices, which cause work insertion social enterprises, such as Util Deco, to find it hard to enter this market.

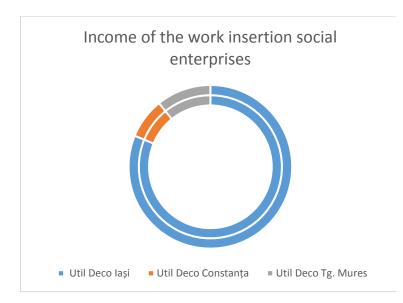
In 2014, the foundation obtained incomes from activities without patrimonial goals in the amount of 334,956 euro, and from economic activities – 4.512.314 euro.

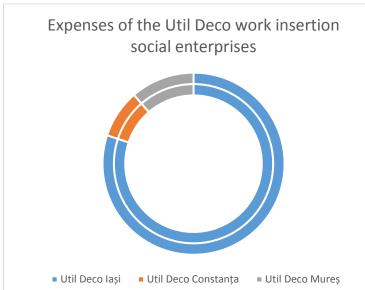


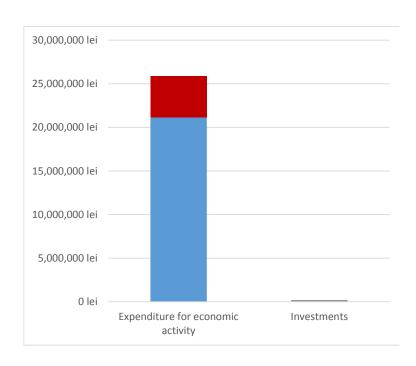
The incomes from the activities without patrimonial goal have as source – 292.692 euro from non-reimbursable financing, 26.674 euro – donations and 8.084 euro – subsidies.



ECONOMIC RESULTS FOR 2014







The economic activity developed by the "Alaturi de Voi" Romania Foundation through the Util Deco work insertion social enterprises is reflected in its turnover, which, for 2014, in 4.421.363 euro.

Util Deco had in 2014 a total of 1503 customers, and the income generated was:

- 3.663.866 euro in Util Deco Iasi,
- 360.896 euro in Util Deco Constanta,
- 487.522 euro in Util Deco Mures.

The Util Deco expenses for 2014 were:

- 3.805.833 euro for Util Deco lasi,
- 408.570 euro for Util Deco Constanta,
- 539.905 euro for Util Deco Mures.

The total of expenses for the economic activity was in 2014, 4.754.407 euro from which 39.459 de euro have been allocated to investments.

Per total, the financial year 2014 ended with a negative balance in the three work insertion social enterprises:

- 142.067 euro for Util Deco lasi,
- 47.674 euro for Util Deco Constanta.
- 52.383 euro for Util Deco Mures.

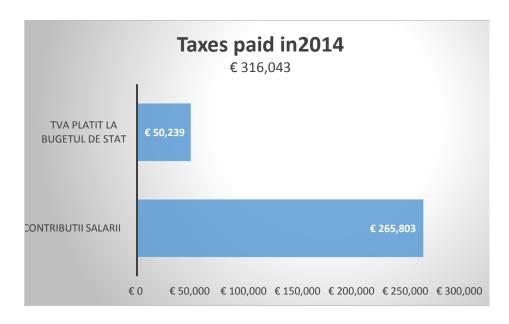
This shows once again that this type of social economy structures, requiring a lot of investment in human resources for supporting employees at their workplaces and having difficulties while competing on the market with companies which do not employ people with disabilities are not sustainable on the short run and need support for the long run.

The results mentioned only partially reflect reality, since the social benefit – turning socially assisted people into useful and independent employees – is what matters the most.

Our organization will continue to demand social policies for supporting this sector of utmost importance for the insertion of people from groups at risk.

ADV Romania gave back to the state budget in 2014 a total of 316.042 euro, consisting of taxes and payments to the budget related to the salaries – 265.803 euro and VAT – 50.239.

By exemption from payment of taxes on salaries pertaining to salaries of employees with disabilities, the work insertion social enterprise would have been able to sustain itself financially.



COMMUNICATION IN ADV ROMANIA



Press releases and news about ADV's activities

- Press releases included on other sites 25,
- ♣ Articles in the local and national press about the foundation's activities coordinated
 − 50.
- ♣ Audio / video productions published by media institutions with reference to ADV / Util Deco activity 16.

Communication in ADV Romania is made for very different publics, on all medias:

- online through the 12 sites, accounts / pages on Facebook, Pinterest and LinkedIn, through messages sent via e-mails, the electronic newsletter and Youtube posts;
- offline through printed materials (researches, brochures, posters and flyers) with rich professional contents;
- through all the types of massmedia;
- through advertisements promoting especially the economic activity.

The entire communication is coordinated by specialized individuals and respects the standards imposed by the Visual Identity Guidelines of ADV Romania.

COMMUNICATION IN ADV ROMANIA

www.alaturidevoi.ro – the foundation's official site, the mirror of activities developed by ADV Romania - 32.780 sole visitors, an average of 2.700/month;

<u>www.utildeco.ro</u> – the site of the work insertion social enterprise, online store = best practice in social economy - 30.487 sole visitors, an average of 2.500/month;

<u>www.depozitarhivare.ro</u> – the site of the archiving and document storage service - 4.247 sole visitors, an average of 350/month;

www.costumecarnavalcopii.ro—sitefor presenting the carnivak costumes made at Util Deco. The site was made public in October 2014 - 2.740 sole visitors, an average of 900/month;

www.clubultinerilor.eu – online meeting place of beneficiaries of the Youth Club - 29.355 sole visitors, an average of 2400/month.



<u>www.fonss.ro</u> – FONSS site, made public in July 20145, 85.014 sole visitors, an average of 14.000/month.

<u>www.voceaong.ro</u>— the site of the publication Voice of NGOs, site made public in July 2014, 1.975 visitors, an average of 320/month;

<u>www.jobdirect.ro</u>— the first site with resources and workplace for people with disabilities - 14.113 sole visitors, an average of 1.100/month;

www.unitatiprotejate.ro-platform

created by ADV in order to offer shelter units from Romania the possibility to communicate directly with employers with more than 50 employees, possible customers on the Law 448 / 2006 - 7.049 sole visitors, an average of 580 /month;

www.ropes.ro – online resource center in the field of social economy - 3.440 sole visitors, an average of 280/month;

www.hivsida.ro – online resource center in the field of HIVA/AIDS - 8.240 sole visitors, an average of 686/month;

www.pentrusanatate.eu-7.444 sole visitors, an average of 620 / month;

www.doilasuta.eu- the page of the campaign "2% - sign of life" for gathering funds from redirecting 2% of the tax on income -2.633 sole visitors, an average of 220/month.

Video productions – 3 ads – archiving, standard forms, protection equipment;

Two movies promoting the activities of social economy – "ADV's bet with the future – social economy" and "The National Center of Social Economy";

The newspaper The Voice of NGOs

Printed materials – through transfer of experience:

- "The capacity of NGOs from the North-eastern region of Romania to supply social services vs. the availability of county and local authorities to contract such services". The research can be found aici.
- ♣ The catalogue of authorized shelter units from Romania, the second edition. The catalogue can be consulted aici.
- ♣ The development of social economy through authorized shelter units. The research report can be viewed <u>aici</u>.





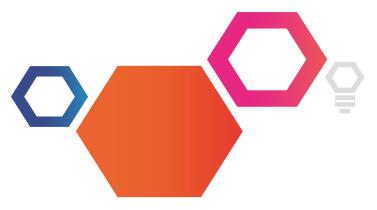
ADV ROMANIA PARTNERS

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