

# Challenges for CSOs in Bulgaria

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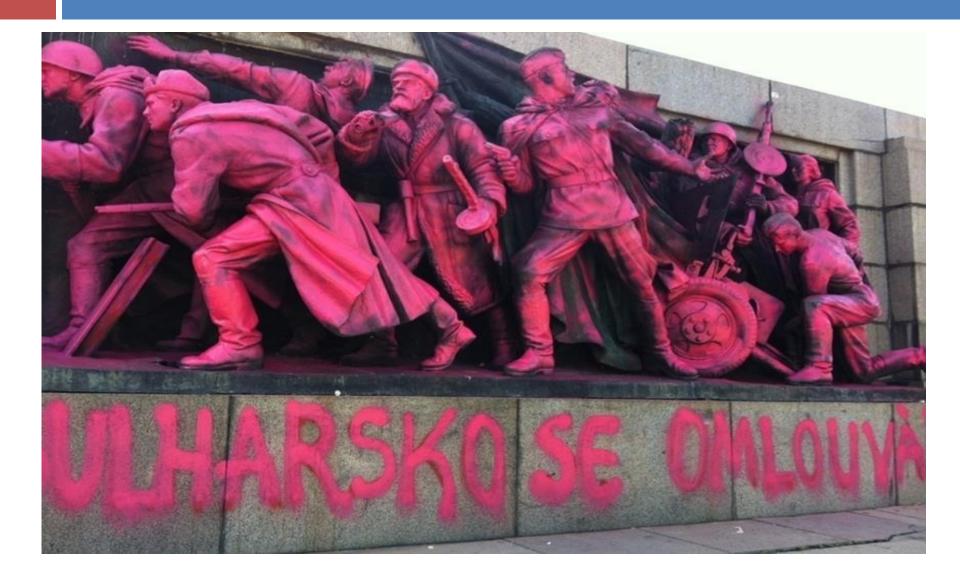
# **Effects of the crisis**

- Cuts in public funds for CSOs (esp. at local level)
- The number of CSO employees goes down (with 17 % since 2010)
- More people in need (49% in risk)
- The economic crisis became political:
  - How to involve people?
  - Whom exactly to involve?
  - Lack of trust.

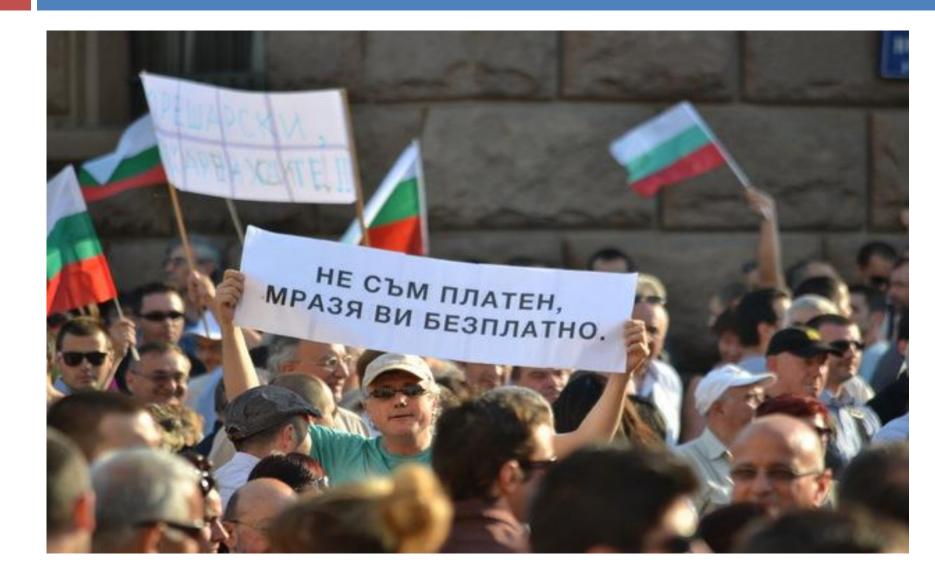
#### **Images from Bulgaria**



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# **Some observations**

- People expect that CSOs should be helping them (65% consider the role of CSOs as charitable)
- On the other hand the poorest and most needy know less about CSOs
- Only 21 % of people trust CSO fundraising campaigns

BUT:

- Social contracting to CSOs is increasing
- Corporate support to CSOs is increasing

## The way ahead

- CSOs are partners for the government in solving problems:
  - Real participation in decision-making;
  - Partner in delivering services to the people.
- CSOs need to involve more people in their work
  as volunteers, donors, beneficiaries, media
- CSOs need to try new ways to raise funds:
  - Corporate and individual donors;
  - Social entrepreneurship.
- CSOs need a supportive legal environment.

## Instead of conclusion...

## "Tell me and I will forget, show me and I will remember, involve me and I will understand." An old Chinese proverb

# Thank you!

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