EPF Capacity Building Programme

Your Ideas Matter

Module "Fundraising"

Country: Bulgaria

February – July 2017

EPF Capacity Building Programme

Your Ideas Matter

Participating Patient organisations:

- Association of Children and Young People with Diabetes
- Bulgarian Association for Patients' Protection
- Bulgarian Organisation for Voluntary Blood Donation
- Bulgarian Transplant Union
- Bulgarian Society of Patients with Pulmonary Hypertension
- "2002 Hopes" Association
- National Association “Diabetes, Prediabetes and Metabolic Syndrome”
- "National Patients' Organisation" Association
- Foundation “Thrombophlebitis Patients in Action”
- NGO "Diabetes Кubrat"
- NGO "Diabetes Silistra"
- Bulgarian Haemophilia Association
- Association “Cancer Patients and Friends” – Gabrovo
- Association "Tolerance 2010" Silistra
- "MS Society Foundation" Branch Blagoevgrad

Outputs:

- 15 Strategies elaborated together with Action Plans
- 3 Joint-Project concepts applied for funding combining 14 POs
- Good practices identified and applied as per POs goals, needs and operational routines

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ID card of patient organisations:

PO: Association of Children and Young People with Diabetes	
Organisation's Mission:	To protect the rights of children and young people with diabetes for equal and decent social and family environment through training, regular screenings and advocacy at national level.
Area of coverage:	National
Number of members:	850 members
Number of staff/volunteers:	50 volunteers
Organisation's project/ strategy presentation:	- To establish a social rehabilitation space in Sofia and Plovdiv as a place for discussion and training for children, young people and their parents; - To create the organisation's own summer base for implementation of camps, conferences, discussions, trainings.
Major achievements/ Best practices:	- Achieved their capacity of collecting funds for wide range of topics related to young people. - Engaged as partner in the joint-project "Volunteer Z", elaborated with other 4 POs - application submitted to a donor.

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ID card of patient organisations:

PO: Bulgarian Association for Patients' Protection	
Organisation's Mission:	- To prevent socially significant diseases and activities to create better conditions and practices for treatment of the different types of diseases; - To protect patients' rights
Area of coverage:	National
Number of members:	2000 natural and legal persons
Number of staff/volunteers:	4 permanent staff members 24 volunteers
Organisation's project/ strategy presentation:	To introduce a mandatory element in the National Framework Contract, referring specifically to the "informative patient consent" prior to initiating treatment (as a condition for initiating treatment), to be linked to specific clinical pathways (approximately 300 in number). The initiative will seek to influence at national level by introducing a specific tool for informed patient's consent.
Major achievements/ Best practices:	Lead partner of joint-project "Life in good health – 15 minutes a day", elaborated with another 4 POs - application submitted to a donor.

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ID card of patient organisations:

PO: Bulgarian Organisation for Voluntary Blood Donation	
Organisation's Mission:	- To promote, popularise and inform the public about the need and benefits of voluntary blood donation and the risks of paid blood donations; - To establish and maintain a complete and functioning register of voluntary blood donors from across the country; - To assist and organise blood donation actions.
Area of coverage:	National
Number of members:	180 members physical persons and over 1300 registered voluntary blood donors
Number of staff/volunteers:	3 persons members of the Board, representatives of patients 20 volunteers
Organisation's project/ strategy presentation:	- Design of a new website for the organisation with new functionalities; - Conduct campaigns among companies on the blood donation benefits.
Major achievements/ Best practices:	- An awareness campaign started on the national Radio Station "Darik radio". - The amount needed for the development of a new website is provided. - New volunteers attracted during the Health Festival (30 June - 2 July). More than 30 participants during the festival days subscribed as volunteers for various BOVBD activities. - Lead partner of joint-project "Volunteer Z", elaborated with another 3 POs - application submitted to a donor.

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ID card of patient organisations:

PO: Bulgarian Transplant Union	
Organisation's Mission:	- To defend the rights of transplanted people to have better and quality life standards; - To inform the society about the importance of organ donation trough participation in national sport games for transplanted people, trainings and donor parade.
Area of coverage:	National
Number of members:	100 members
Number of staff/volunteers:	9 volunteers
Organisation's project/ strategy presentation:	- To increase their organisational capacity; - To organise a health forum for transplanted people; - To create an advice platform/website, including videos of medical specialists answering important questions and topics for recently transplanted people.
Major achievements/ Best practices:	- Submitted a project under the "You and Lidl" initiative. - Engaged as a partner in the joint-project "Look at me", elaborated with another 3 POs - application submitted to a donor. - Arranged a meeting with the Bulgarian Ombudsman for lobbying the rights of transplanted people.

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ID card of patient organisations:

PO: Bulgarian Society of Patients with Pulmonary Hypertension	
Organisation's Mission:	To foster contacts and empathy among patients with the disease, as well as to help them to adapt to their changed lifestyles by raising awareness of the effects of the disease that go beyond the clinically defined symptoms and impact on the practical, emotional and financial aspect of their lives.
Area of coverage:	National
Number of members:	37
Number of staff/volunteers:	2 permanent staff members 5 volunteers
Organisation's project/ strategy presentation:	- Donors' campaigns for ensuring financial resources to patients with PH; - Awareness campaigns and events at national level; - Establishment of a Balkan Reference Centre for Pulmonary Hypertension.
Major achievements/ Best practices:	- Conducted campaigns targeting popular actors to take part in the PH World Day; - Funds raised for a patient with PH to cover the costs during his treatment abroad.

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ID card of patient organisations:

PO: "2002 Hopes" Association	
Organisation's Mission:	To support disadvantaged adults and children, as well as people with disabilities in need of care, by creating the conditions for meeting their needs and interests and by involving all stakeholders in this process.
Area of coverage:	Local in the town of Pazardzhik
Number of members:	80 members - individuals and 2 organisations; 7 members of the Board, which includes 2 healthcare entities.
Number of staff/volunteers:	5 volunteers, including 2 doctors
Organisation's project/ strategy presentation:	To renovate the home for elderly people "Hope" in the town of Pazardzhik in order to improve the quality of the social services provided.
Major achievements/ Best practices:	- A grant of BGN 5,000 received from the municipality of Pazardzhik to renovate the home for elderly people "Hope". - 2 new volunteers attracted. - Partner of joint-project "Life in good health ... 15 minutes every day!", elaborated with another 4 POs - application submitted to a donor.

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ID card of patient organisations:

PO: National Association "Diabetes, Prediabetes and Metabolic Syndrome	
Organisation's Mission:	- To supports people with diabetes to avoid complications as a result of the disease; - To prevents people in risk to develop diabetes by implementing trainings and screenings over the country.
Area of coverage:	National
Number of members:	1700 individual members
Number of staff/volunteers:	27 volunteers
Organisation's project/ strategy presentation:	- To make yearly screening for preventing diabetes; - To defend the right for preventive treatment for people at national level; - To increase the organisational capacity of the association; - To apply for major international projects, mainly under Erasmus+.
Major achievements/ Best practices:	- Clarified the main priorities of the organisation and defined concrete development ideas concerning new initiatives and projects. - Engaged as partner in the joint-project "Life in good health ... 15 minutes every day!", elaborated with another 4 POs - application submitted to a donor.

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ID card of patients' organisations:

PO: "National Patients' Organization" Association	
Organisation's Mission:	- To build and promote a strong and united patient movement at regional and national level, whose voice is fundamental at all levels in healthcare; - To support patients to be empowered and perceived as a factor in the design and development of health policies.
Area of coverage:	National
Number of members:	29 regional organisation representatives and 53 member organisations
Number of staff/volunteers:	9 permanent staff members 1 volunteer
Organisation's project/ strategy presentation:	- To develop its own project design and development capacity; - To play active role as un umbrella organisation; - To protect patient organisations rights through advocacy; - To create and develop a National Patient Centre.
Major achievements/ Best practices:	- Applied under the "You and Lidl" initiative. - Engaged as partners in the joint-project "Volunteer Z", elaborated with another 3 POs - application submitted to a donor. - Clarified new ideas for projects and initiatives.

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ID card of patient organisations:

PO: Foundation "Thrombophlebitis Patients in Action"	
Organisation's Mission:	To ensure a full and healthy life for patients with deep vein thrombosis by providing timely and reliable information about the disease and the social and rehabilitation services.
Area of coverage:	Local
Number of members:	28 members
Number of staff/volunteers:	2 volunteers. The Board consists of 3 persons, all of them are patients.
Organisation's project/ strategy presentation:	- Development of a new website of the organisation, including at least a national register of patients with thrombophlebitis and a rich database with information on disease prevention and successful treatment practices; - Purchase a Doppler for the Foundation to run free-of-charge risk group reviews.
Major achievements/ Best practices:	- Two volunteers from the University of Nursing Education in Stara Zagora were attracted. - Partner of joint-project "Look at me!", elaborated with another 3 POs - application submitted to a donor.

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ID card of patient organisations:

PO: NGO "Diabetes Kubrat"	
Organisation's Mission:	To defend the rights of people with diabetes and support them trough thematic trainings and discussions, screenings and direct social support.
Area of coverage:	Regional
Number of members:	160 active members
Number of staff/volunteers:	1 employee 12 volunteers
Organisation's project/ strategy presentation:	- To improve the organisation's infrastructure and ensure multimedia for presentations; - To ensure salary for more employees; - To attract funding for lectures and presentations of leading medical experts at local level.
Major achievements/ Best practices:	- Fundraised a laptop and a printer for the association. - In process of developing a website in 3 languages – BG, TK, EN (www.diabetkubrat.eu). - Created a presentation booklet in 3 languages (BG, TK, EN). - Partner of joint-project "Life in good health ... 15 minutes every day!" elaborated with another 4 POs - application submitted to a donor.

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ID card of patient organisations:

PO: NGO "Diabetes Silistra"	
Organisation's Mission:	To help building an informed diabetic community with the means of communication and information technology
Area of coverage:	Local in the town of Silistra
Number of members:	368 members
Number of staff/volunteers:	2 permanent staff members 17 volunteers
Organisation's project/ strategy presentation:	- Build a network of medical professionals - endocrinologists, diabetic nurses, psychologists and social workers; - Raise capacity and empower patients with diabetes; - Increase the knowledge and skills of the patients' relatives to measure blood sugar and to provide first aid in the state of hypoglycemia
Major achievements/ Best practices:	- Partner of Joint project "Life in good health ... 15 minutes every day!", elaborated with another 4 POs - application submitted to a donor. - Actions taken on the elaboration of the organisation's website.

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ID card of patient organisations:

PO: Bulgarian Hemophilia Association	
Organisation's Mission:	To help patients with hemophilia A, hemophilia B, Von Villebrand`s disease and other rare coagulopathies to lead a life that does not differ from the lives of healthy people by giving them the opportunity for adequate therapy and full inclusion in society.
Area of coverage:	National
Number of members:	118 members – physical persons
Number of staff/volunteers:	The staff consists of 2 people - a chairman and a deputy chairman. Board consisting of 5 members. BHA operates with 4 volunteers, representatives in Sofia, Pleven, Plovdiv and Varna.
Organisation's project/ strategy presentation:	- To organise a 10-day summer campus for kids aged 7 – 16 suffering hemophilia. - To organise a National Annual Thematic Seminar on hemophilia problems with wide participation of medical and other specialists.
Major achievements/ Best practices:	- Carried out a campaign entitled "Cycling tour - Together" (23 April, 2017) on the occasion of World Hemophilia Day in 3 cities with over 230 participants. - Conducted a campaign among high school students of English Second Language High School in Sofia, who have donated money (300 euros) for summer campus for children with hemophilia. - Partner of joint-project "Volunteer Z" elaborated with another 3 POs - application submitted to a donor.

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ID card of patient organisations:

PO: Association "Cancer Patients and Friends" – Gabrovo	
Organisation's Mission:	- To support patients with cancer at local level; - To prevent people in the region through preventive medical checks, information campaigns and discussions.
Area of coverage:	Regional
Number of members:	58 members
Number of staff/volunteers:	15 volunteers
Organisation's project/ strategy presentation:	- To ensure preventive medical checks for at least 100 people from the local community; - To implement a crowd funding campaign; - To develop and create a video with doctors on the importance of cancer prevention at local and regional level.
Major achievements/ Best practices:	- Designed and launched a crowd funding campaign for ensuring 100 preventive medical checks for people form the local community. - Initiated talks and discussions with local medical specialists to support the campaign. - Involved young people in gathering national and international contacts for the campaign.

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ID card of patient organisations:

PO: Association "Tolerance 2010" Silistra	
Organisation's Mission:	- To improve the quality of life of people with disabilities, in particular those with emotional, behavioral and mental disorders, and their families; - To support their personal realisation by providing access to quality services, training and appropriate employment.
Area of coverage:	Local in the town of Silistra
Number of members:	7 members
Number of staff/volunteers:	2 permanent staff members 5 volunteers
Organisation's project/ strategy presentation:	- Launching a new social service in the community "Center for psychosocial and therapeutic assistance and support" for the territory of the town of Silistra; - Creating conditions for effective rehabilitation and integration; - Starting social entrepreneurship entity within the POs structure.
Major achievements/ Best practices:	- Partner of joint-project "Look at me", elaborated with another 3 POs - application submitted to a donor. - Application for a Lidl initiative addressing the healthy eating habits of people with emotional, behavioral and mental disorders.

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ID card of patient organisations:

PO: "MS Society Foundation" Branch Blagoevgrad	
Organisation's Mission:	- To support and assist people with multiple sclerosis (MC) and myasthenia gravis (MG); - To ensure their dignity, independence, spiritual and professional development; - To protect their civil and human rights and the creation of a specific therapeutic environment with a holistic focus.
Area of coverage:	The branch is operational at the region of Blagoevgrad
Number of members:	The Blagoevgrad Branch is one out of 11 branches across the country, with over 200 members.
Number of staff/volunteers:	1 chairman of the Branch as a staff 12 volunteers.
Organisation's project/ strategy presentation:	- To provide a mobile home service for patients with MS as a new service to the Rehabilitation Center for Psychological and Physical Rehabilitation of MS and MG in the branch of MS Society; - To create a free-of-charge "Green Telephone on Multiple Sclerosis" telephone line to provide the necessary information about the disease, as well to provide expert advice.
Major achievements/ Best practices:	- Several donor organisations attracted to finance the mobile home service for patients with MS. - Mobile home service launched by the MS Society - Bulgaria Foundation branch in Blagoevgrad. - Applied with a fundraising concept for Green telephone to Grant Call by LIDL and to UniCredit Bank. - Developed a project proposal "Psychosocial and physical rehabilitation of people with multiple sclerosis - innovative social mobile services, according to their individual needs" and applied for funding to the Social Protection Fund to the Ministry of Labor and Social Policy. - Lead Partner of joint-project "Look at me", elaborated with another 3 POs - application submitted to a donor.

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Joint Projects elaborated within the CBP:

Project Name:	"Look at Me"	"Volunteer Z"	"Life in good health – 15 minutes a day"
Lead Partner and Partnership	LP: **MS Society Bulgaria** in partnership with: - Bulgarian Transplant Unit, - "Tolerantnost 2010", - "Thrombophlebitis Patients in Action"	LP: **Bulgarian Organisation for voluntary blood donation** in partnership with: - National Patients Organisation, - Bulgarian Association of Hemophilia, - Association of Children and Young People with Diabetes	LP: **Bulgarian association for patients' protection** in partnership with: - "Diabet Kubrat"; - "Diabet Silistra", - "Diabetes, Prediabetes and Metabolic Syndrome", - "2002 Hopes"
General objectives	A national coalition to be established by NGOs working on the issues of people with rare diseases, and creating an efficient and expansive organisational structure that can easily disseminate information.	To improve youth's awareness of the merits of volunteering, the benefits and the effect of taking part in such initiatives, and make young people realise that giving their time and labor has a tremendous return for them as it will give useful knowledge and skills for potential future application in their professional life. To attract young volunteers to initiatives and campaigns conducted by POs to create conditions for volunteering to be an important topic in the educational process.	To support POs at local and national level by promoting activeness and volunteering of the civil society in one of the major spheres of public life: public health. The long-term objectives of the project are aimed at initiating legislative changes for the establishment of a national program for better and healthier working conditions.

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Trends and outcomes of the Capacity Building Programme:

Trends:	Outcomes:
Applying the coaching approach in the capacity building process has helped to achieve a greater focus on the work with each patient organisation and to develop strategies and plans that reflects POs' specific problems and needs.	Active exchange of good practices between patient organisations. The program of the two trainings focused on sharing successful practices/projects/initiatives, creating a common know-how base of which all organisations can benefit from in the long run.
The coaching phase of the CPB was extremely useful for the process of developing the 2nd training program as it enabled to identify the common needs for the POs' knowledge and skills.	Developed practical skills for: Problem analysis and definition of project goals; Group discussion of a project idea on a specific funding program; Development of project activities, expected results and indicators.
A trend towards formalising the process of developing a fundraising strategy and a plan was observed in a large number of patient organisations. Documents were not perceived as tools to support and systematise the organisation's work, but rather as a formal commitment to the project.	Network of patient organisations established with potential for strong partnerships and elaboration of joint projects to apply at different funding institutions.
The joint group work of patient organisations to develop specific projects / campaigns was extremely useful both for building practical skills and for raising self-esteem and motivation.	Enlarged interests of patient organisations on topics related to their activities - Advocacy and advocacy campaigns; Budgeting of project activities; Developing communication skills and teamwork.

Trainers/coaches from Your Ideas Matter:

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