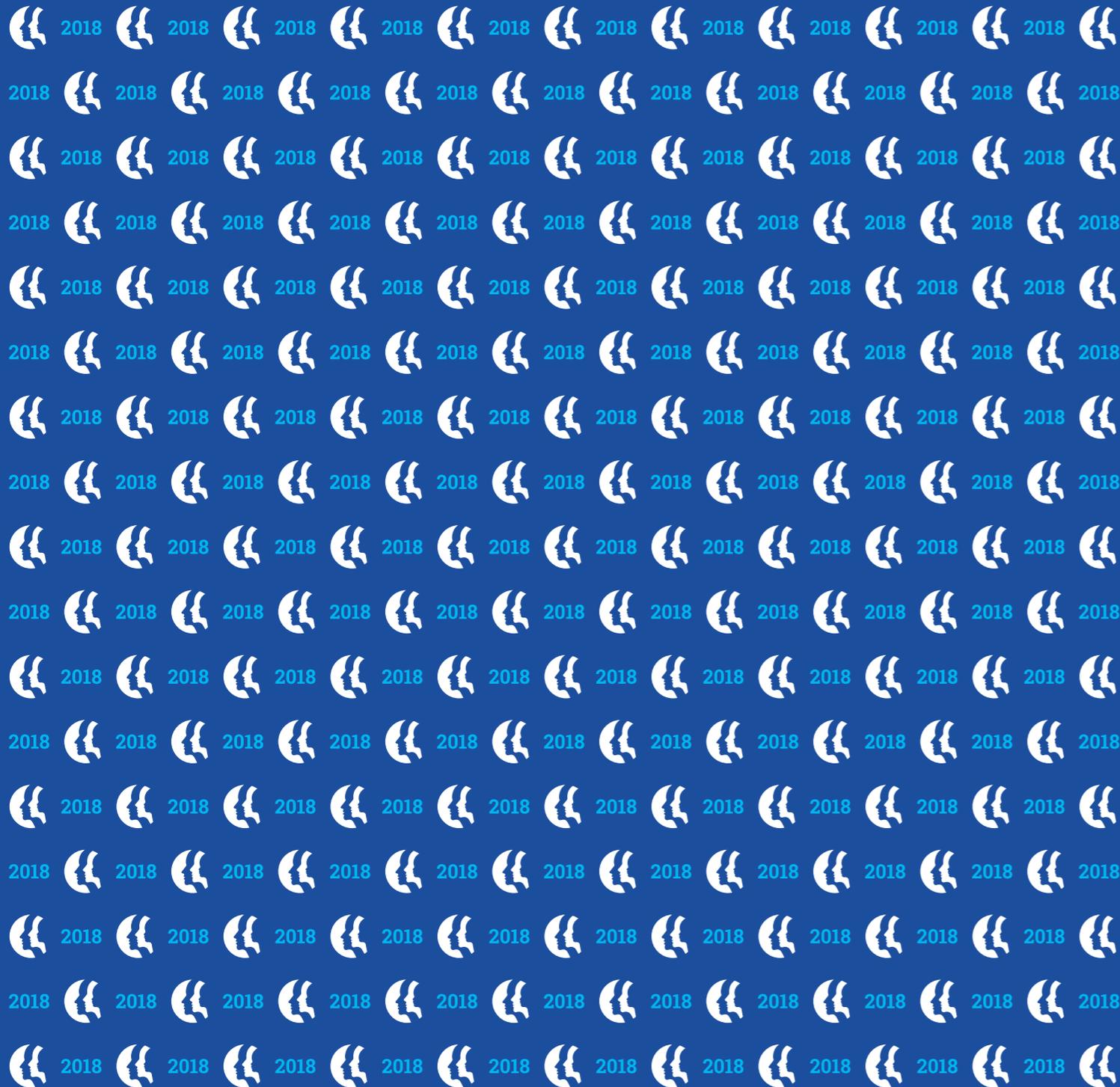




Civitas

Fundația - Alapítvány - Foundation

2018 Annual Report



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We are the Civitas Foundation for Civil Society

We run programs and projects within the local and regional development field. We build innovative and sustainable intervention models that have social impact. Our organisation is represented by two regional offices in the North-West and Center development regions of Romania, respectively in Cluj-Napoca and Odorheiu Secuiesc.

We are a leader of the non-profit sector. Small enough to be accepted at a local level and large enough to play the role of a strategic partner for large funders.

Our mission

To increase the development capacity of local communities through building success models that trigger well-being.

Our vision

Our vision is that people in local communities can improve their daily lives by getting involved in innovative and sustainable social impact programs. We believe in the power of communities and civic involvement. We also believe that citizens and local administration have to come together to transform initiatives into projects, plans into reality and development opportunities into prosperity.

Some of our achievements during the past 26 years



200+
Successfully implemented projects



110+
Accomplished partnerships



35+
Development strategies delivered

Our Fields of Involvement

We run regional and local development programs and projects in the following sub-fields:

- > **Community Development and Good Governance**
- > **Social Economy and Entrepreneurship**
- > **Civil Society Empowerment**
- > **Rural economic development**



Civitas 25+1

Our Chairman's Message, KOLUMBÁN Gábor



Dear readers,

In the following pages, you will be able to see a bit of what we have achieved with our projects throughout 2018. It was a very active and efficient year, the first year of implementing the 25+ strategy. The projects developed on this strategy have the particularity of being more closely positioned to the economic sphere, they have multiple and diversified funding sources and, last but not least, they are large projects, spread over many years. Amongst the projects we have started or implemented during the past year, there are several complex ones, which are valuable additions to our projects portfolio.

In 2018 we have started a few large projects in the field of social entrepreneurship and startups. With the help of specialists in the business and entrepreneurial sectors, we have searched for future

entrepreneurs. We have organized training programs and business plan pitches and competitions in order to provide funding for over one hundred successful startups. It was not easy to reconcile the social expectations and framework of the massive POCU (Operational Programme Human Capital, EU funding) with the competitive habitat of the market economy. We have built our way on the way and we connected ourselves to the young entrepreneurs' creativity. We have encouraged them and searched for answers to their questions. We took upon ourselves to help them in the endeavor of launching their enterprises and to support them during their first years on the market. Our shared responsibility for the success of these projects is to make their businesses successful.

Also, last year we made the bold move to embed the business model of our FoodHub project in our organization. The two enterprises (Nod Verde in Cluj and Helyénaló in Odorheiu Secuiesc) engaged the challenges of the free market head on, soon after being launched. The small number of registered local farmers, the high product prices and the consumers' resiliency into paying more for local food, have all generated a context for which we were, probably, not prepared enough. Our abilities and expertise as community development workers soon had to be seconded fast by marketing and market economy skills. We have found innovative ways to make our local stores work. But the challenge continues and during the next months, we need to make these two enterprises sustainable and find additional funding to support their development.

A third most complex and challenging project which has continued throughout 2018 was "Integrated Measures for Marginalized Communities in the Transylvanian Plain Area". The project aims to contribute to the development of two marginalized communities within the Transylvanian Plain area: the communes of Geaca and Cornesti. 455 people living in precarious conditions will benefit from better access to education and employment opportunities, medical and social services.

Projects of such magnitude, constantly implemented throughout the past years, have generated a climate of financial stability in our organization. However, they also generated certain challenges on the human resource level, due to strict wage policies imposed within. Personnel fluctuation, due to this reason, remains rather high. This phenomenon complicates the skills development at an organizational level and also the process of transferring 25 years of know-how and expertise to the new employees. Our annual report details other projects as well.

I trust that we have managed to present the successes of our dedicated team. The Civitas organizational culture and professional expertise give an encouraging perspective towards accomplishing our goals. Stay with us in this sometimes adventurous journey to serve local communities.



In 2018, we have celebrated 25 years since started changing the daily life of local communities.

(Photos: Mihai Biris)



**Projects
implemented
throughout
2018**



**Community
Development and
Good Governance**

**We bring together citizens and local administration,
in order to build and to apply initiatives that generate
prosperity.**

Project:

Integrated Measures for Marginalized Communities in the Transylvanian Plain Area

Duration:

September 2017 - September 2020

Budget:

10.201.483,22 RON

Funding:

European Social Fund through the Human Capital Operational

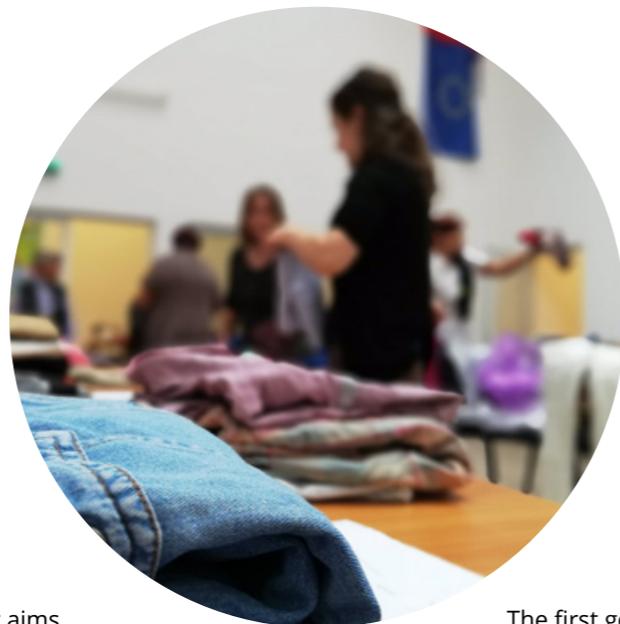
Civitas status in the project:

Applicant

Office:

Cluj-Napoca

Partners: Association for Sustainable Society, Geaca Commune, Diakonia Christian Foundation, Cornești Commune, Geaca School



The project aims to contribute to the development of two marginalized communities within the Transylvanian Plain area: the communes of Geaca and Cornesti. 455 people living in precarious conditions will benefit from better access to education and employment opportunities, medical and social services. The challenge is to build an intervention model through which people will get involved in the development of their communities. We plan to replicate this model in other areas. Our endeavor is built on three strategic goals.

The first goal is to improve access to education and prevent student to drop out of school. Afterschool programs will be implemented in each commune, for a two year period. For the first time, some of the children will be able to compensate their deficiencies at school subjects, do their homework in an appropriate environment and take part in educative games, sports and workshops. They will have a place where to learn about personal hygiene (e.g. hands and teeth washing) or Civic Education (traffic rules, good manners etc.) Parents will

benefit from parental education sessions. Ten pre-school children from each of the communities will participate at a summer kindergarten program; in this way we plan to encourage the subscription into the education system of children from underprivileged families. These children will receive free daily meal, school supplies, personal hygiene products, toys and transportation.

The second strategic goal is the employment, increase of chances of employment and maintaining the employed status for 228 people from both communes. We will organize apprenticeship programs, internships, training courses (electrician, baker, mechanic, builder, barber, caretaker etc.) Moreover, we commit to support 12 people from Geaca and Cornesti to open their own local businesses by funding their business plans with 25.000 euros each.

The third objective is to facilitate social integration and living standards increase. Members from the communities will be involved in volunteering activities. At least 30 households will receive septic tanks and 50 other households will benefit from fountain and home cleaning and sanitation services. Through our project we will change the joinery and windows for dozens of homes belonging to underprivileged people.

“What we mostly wish is to increase their capacity to identify and solve the problems of their community by themselves, through communication and cooperation. There are many challenges, but in the end we plan to have a good practice model which we can easily embed into other communities and to trigger change starting on a vertical axis, starting down”, says Andreea Suciuc, Program Director.



Project:

Agricultural High Schools prepare the Farmers of Tomorrow

Duration:

January 2018 - December 2021

Budget:

250.000 USD

Funding:

Romanian-American Foundation

Civitas status in the project:

Applicant

Office:

Cluj-Napoca

Partners:

World Vision Romania (WVR), Junior Achievement Romania (JAR), Center for Economic Education and Development of Romania (CEED), Romanian Center for European Policies (CRPE)



This project is a natural follow-up of the "Agricultural High Schools - Local Hubs for the Development of Small and Medium Farmers" project. We continue to invest in developing the necessary skills for students to become future farmers and entrepreneurs in agriculture.

Until now the interventions from the previous stage have been tested and adapted for the agricultural high schools in Miroslava, Huși, Branesti, Slatina, Salonta, Turda, Ciumbrud and Prejmer.

This new phase of the program

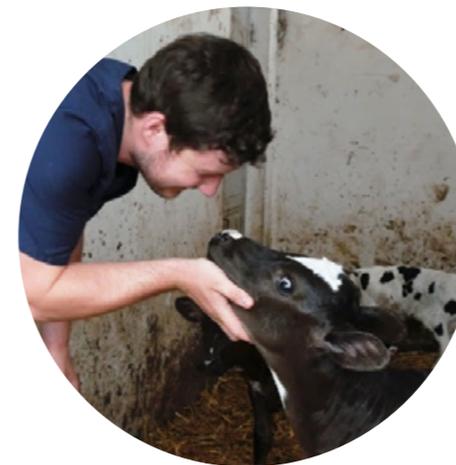
focuses on increasing the ability of high schools to continue the initiative independently and to identify additional resources to finance their own activities. Tasks in the program have been shared between project partners, and the Civitas Foundation is now responsible for most of the high schools in Transylvania.

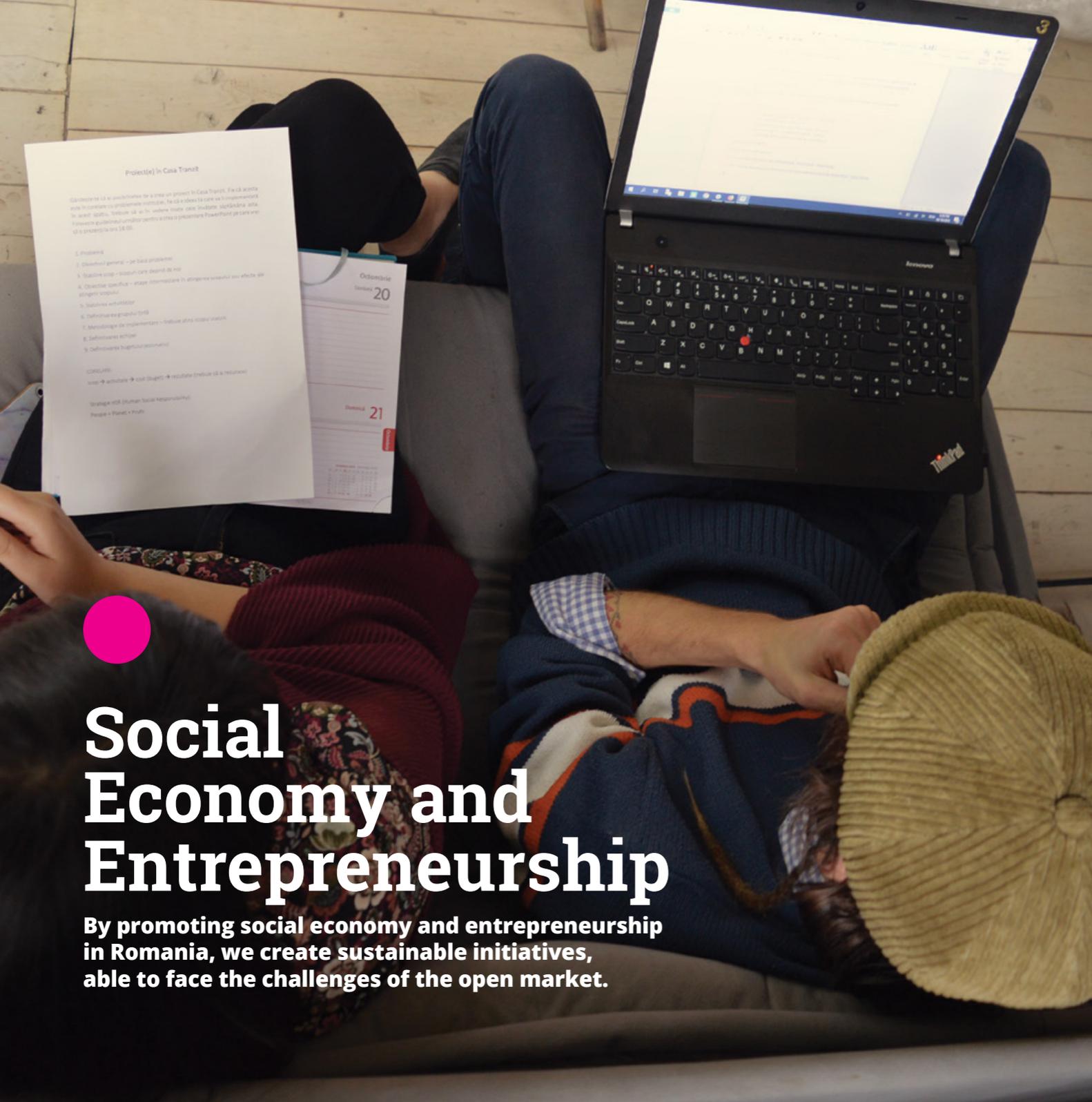
We continue to work with the high schools in Turda, Ciumbrud and Salonta in the next three years and we have also included new ones, specifically the agricultural high schools in Geoagiu, Mureș and Sibiu. The involvement of the other six high schools from the rest of the

country is coordinated by the World Vision Foundation Romania.

The current project describes three educational components designed to help transform agricultural high schools: study visits, relevant practice, and high school promotion to attract motivated candidates and partners. The activities aim to help agricultural high schools become active actors in the community, effective education providers and catalysts for economic development.

Our approach is part of a complex program to increase the number of students interested in a career in agriculture. The opportunities that have emerged in the past put this sector in a new perspective light. In this new context, the stakes are the demolition of prejudices about agricultural education and offer support for being more attractive to secondary school graduates. At the same time, we make an effort to make high school representatives aware of the resources available and how they can work more effectively for the benefit of students, civil society and the local business sector.





Social Economy and Entrepreneurship

By promoting social economy and entrepreneurship in Romania, we create sustainable initiatives, able to face the challenges of the open market.

Project:

SPEED - Towards an Efficient and Developed Economy

Duration:

January 2018 - January 2021

Budget:

10.683.494,44 RON

Funding:

European Social Fund through the Human Capital Operational Programme, POCU / 82/3/7/104998

Civitas status in the project:

Applicant

Office:

Odorheiu Secuiesc

Partners:

Harghita Center for Business Innovation and Incubation in Miercurea Ciuc

The project targets people interested to start a non-agricultural enterprise in one of the cities in the counties of Alba, Braşov, Covasna, Harghita, Mureş, and Sibiu.



The overall objective of the project is to support the increase in living standards of the population in the Center Development Region in Romania by developing its citizens' entrepreneurial capacity, supporting the establishment of new non-agricultural enterprises in the urban area, respectively by promoting the creation of new, sustainable and quality jobs.

In the first phase of the project, we have organized an entrepreneurial training course. Out of the total number of participants, 60% of them were unemployed or inactive, and 40% were self-employed. The course consisted of the following modules: Starting your business, Business Accounting, Business Communication, Marketing, Business Plan Development, ICT. Based on the results of the graduation exam, the top 10 players in each group were rewarded with cash prizes.

At the graduation exam, the students presented their own business plans. They were subsequently enrolled in an evaluation process, and the first 36 best business plans would benefit from a grant of up to 177,740 lei to set up new businesses. The owners will practice 2-month internships at establishments whose object of activity is identical to the one of their business.

Entrepreneurs will benefit from support, consultancy, mentoring services and will be monitored by the experts provided within the project until the end of implementation (December 2020). Established businesses will be organized into a collaborative and cooperative network where members will benefit from expert and peer-to-peer support and experience exchange. Within this network, they can implement common marketing strategies, but can also set up business partnerships.

Project:

NOI AntreprenORI (New Entrepreneurs)

Duration:

January 2018 -
January 2021

Budget:

8.900.412,34 RON

Funding:

European Social Fund
through the Human
Capital Operational
Programme, POCU / 82 /
3.7 / 104273

Civitas status in the project:

Applicant

Office:

Cluj-Napoca

Partners:

DCG Development
Consulting Group, Center
for Public Policy (CENPO)



„New Entrepreneurs” (NOI AntreprenORI – Un PLUS pentru STARTUP-urile Regiunii Nord-Vest) have launched at the beginning of 2018 and is funded through the Romania Startup Plus programme.

The project targets people interested in starting a business in the urban area of the counties of Bihor, Bistrița-Năsăud, Cluj, Maramureș, Satu Mare and Sălaj. One of the main activities offered is training in entrepreneurship skills for a total of 307 participants of various categories (employed, self-employed,

unemployed and professionally inactive).

Every training was organized in locations outside of the cities, based on a „boot-camp” model. We have covered transport, accommodation and meal costs for all the trainees throughout the workshops. Besides the trainers, we have invited guest speakers who were professionals in the business field (business angels, consultants, experienced entrepreneurs) who shared their views and expertise with the students.

A business plan competition and



pitching session took place between October 26 and January 2019 (at the beginning of 2019 we have published the final list of selected projects). 38 business plans were selected to receive startup funding of 30 or 40 thousand euros. This means that 12 startups will receive financial support of €40.000, and 26 others will receive €30.000. The new entrepreneurs will also benefit from internship programs, personalized consultancy services, mentorship and monitoring from our experts. This aid will last for the first 18 months after they establish the new enterprises.

The project is co-financed through the European Social Fund, precisely the Human Capital Operational Programme (POCU/82/3.7/104273). The total budget of the project is 8.900.412,34 Ron, out of which 7.534.576,40 Ron represent EU grants, 1.329.631,13 ron come from the national budget and 36.204,81 Ron is the value of our co-funding.



Project:

Startup@Centru



Duration:

January 2018 -
January 2021

Budget:

11.887.011,47 RON

Funding:

European Social Fund
through the Human
Capital Operational
Programme, POCU / 82 /
3.7 / 105851

Civitas status in the project:

Partner

Office:

Cluj-Napoca

Partners:

Iceberg Consulting SRL,
Alba Iulia Municipality

The project targets people interested to start an enterprise in one of the cities in the counties of Alba, Braşov, Covasna, Harghita, Mureş, and Sibiu.

During the project, 396 people (employees, self-employed, unemployed and professionally inactive) have the opportunity to participate in an entrepreneurship training course. The graduates were later offered the opportunity to subscribe to a business plan competition. The businesses had to be outside of the agricultural domain and based in the urban area. 48 business plans were selected to receive funding up to 35,500 euros.

These entrepreneurs will be involved in the next phases of the project: internship, mentorship, and consultancy programs. They will also have the opportunity to participate in a business school program.

The total eligible project budget is 11.887.011,47 Ron (roughly 2.5 million euros), out of which the

irredeemable amount granted by the EU is 11.739.344,06 lei (98,76% of the total), divided as follows:

Irredeemable eligible granted through the Social European Fund: 9.983.943,32 Ron;

Irredeemable eligible amount from the national budget: 1.755.400,74 Ron;

Eligible co-funding covered by the beneficiary and partners: 147.667,41 Ron.

The business plans competition was launched on the 15th of October 2018. The project subscription period was October 18 – November 2nd, 2018. At the competition were able to participate people who graduated our entrepreneurial programme organized within the project, but also people who live in the Center Region but have not participated at the workshops (in the latter case we can select and fund at most 4 business plans belonging to entrepreneurs who have not attended the courses).



Civil Society Empowerment

We support the transfer of good practices and partnerships in the civil society environment. Our initiatives enforce active citizenship and youth involvement in the community.

Project:

Rural Opinions, Advocacy and Development (ROAD)

Duration:

October 2018 -
November 2019

Budget:

148,680 EUR (total value)
4,000 EUR (Civitas
managed budget)

Funding:

European Commission,
Europe for Citizens
Programme

Civitas status in the project:

Partner

Office:

Cluj-Napoca

Partners:

PREPARE, SYTI
(Finnish Village Action
Association)



Rural Opinions, Advocacy and Development (ROAD) is a project run by Suomen kylätoiminta ry (Finland), where Civitas Foundation for Civil Society is one of the partners. The initiative is funded by the European Commission through the Europe for Citizens Program, through the „Democratic engagement and civic participation line, 2.3 Society Projects”.

The aim of the project is to involve the inhabitants of rural areas in expressing their opinion on the economic development problems of their communities. We are therefore proposing to help find solutions at the local level that are directly linked to the public policy-making process of the European Rural Parliament. The stake is the activation of rural residents to function as a civil society capable of advocacy to defend their rights and interests.

The project also aims to inform citizens about the European Union, in particular about rural policies and actions of European citizens in rural development. Project activities will include social media campaigns, political debates,

questionnaires, and thematic events to be concluded with the European Rural Parliament meeting.

The budget we have at our disposal is 4,000 euros, and the total budget of the project, which will be spent by our partners, amounts to about 150,000 euros.

In the first instance, Civitas Foundation has undertaken to contribute to this project by organizing debates, focus groups and small informative events on the subject of local rural and community policies and will develop a questionnaire aiming to identify solutions and suggestions of local actors for the creation of new rural policy instruments. The questionnaire aims to determine the level of cooperation in rural areas, the forms and difficulties of involving civil society in the construction of the local economy.

Project:

Vote4Europe



Duration:

October 2018 -
March 2020

Budget:

136,080 EUR (total budget)
21,000 EUR (the budget
managed by Civitas)

Funding:

European Commission,
Europe for Citizens
Programme

Civitas status in the project:

Partner

Applicant organization:

Comité Européen de
Coordination

Office:

Cluj-Napoca

Partners:

Européen de Coordination
(Belgium), Coopérative
d'Initiative Jeunes (France),
Fundació Privaz Trinijove
(Spain), ACFI-FIAS (Belgium)



Vote4Europe is a project funded by the European Commission and implemented in partnership with other organizations in Belgium, France, Poland, and Spain. It aims to encourage young people aged 18-35 to vote for the European elections in May 2019.

Within this project we will organize a transnational event in March 2019 through which we want to create a debate on the importance of involving everyone in the European elections, allowing young people to become well-informed European citizens.

The goal is also to raise young people's awareness of the benefits of being citizens of the European Union, to make them more aware of the

impact of their voice on everyday life and to encourage the vote in the May 2019 European elections.

The event will be attended by local youth but also by 7 young people from other European countries in order to exchange experiences, and we also want to have as MEPs to answer the questions young people can have.

A national seminar will also take place in May 2019 to better understand the benefits of being an EU citizen.

Another added value of this project is the fact that 3 young people will have the opportunity to visit the European Parliament in Brussels and to discuss directly with MEPs.

Project:

Transformator



Duration:
May - November 2018

Budget: 11.000 RON

Funding:
Cluj-Napoca City Hall

Civitas status in the project:
Applicant

Office:
Cluj-Napoca

Partners:
Transit House,
Reciproca Association

„Transformator - Collaboration and Sustainability in the NGO Sector and the Independent Cultural Sector in Cluj-Napoca” aimed at creating a context that encourages collaboration between non-profit organizations in Cluj so that their initiatives have a greater impact on the young public and in the cultural sector. We have organized a series of workshops for these organizations and have upgraded the www.ongcluj.ro site. The series of 8 workshops for nonprofit representatives aimed to train participants in areas such as project writing, networking, fundraising, pitching, and social entrepreneurship.

The major goal was to create cross-sectorial links between different social domains such as the non-profit sphere, the cultural environment, the social economy sphere by developing entrepreneurial skills and promoting sustainability models in the non-profit sphere, disseminating good practices in non-profit, as well as the professional training of representatives of private institutions.

The development of www.ongcluj.ro aims at transforming it into a modern communication platform between NGOs in Cluj-Napoca and a place for the exchange of ideas and resources,

the promotion of opportunities and good practices in the sector.

Thus, the site built in 2014 through previous funding has been developed with functionalities that allow better management of the resources of the NGOs in Cluj together. They will be able to put their resources (logistical and not only) into the service of other organizations, they will be better coordinated in organizing events.

At the same time, citizens interested in getting involved in the causes of non-profit organizations now have a relevant and representative contacts database. Basically, the site has the potential to truly become a place to meet and collaborate.

Project:

Citizen Advice Office in Odorheiu Secuiesc



Duration:
permanent project (since 2002)

Funding:
Civitas Foundation for Civil Society,
Odorheiu Secuiesc City Council

Civitas status in the project:
Applicant

Office:
Odorheiu Secuiesc

Partners:
Odorheiu Secuiesc City Hall

During its 16 years of continuous activity, the Citizen Advice Office in Odorheiu Secuiesc was a support office for citizens in identifying solutions to the problems they face when dealing with public administration issues. Our investment into a quality service, where problems are treated with empathy and professionalism turned out to be a very useful thing, even from the beginning. It is why we decided to continue this activity. This office offers free information and counseling regarding citizens' rights and obligations. Informing and counseling services are confidential, free of charge, impartial and independent.

We became aware that many times people start dealing with bureaucratic issues without being fully aware of his or her rights and obligations. Most often they search for solutions after the situation got aggravated. The Citizen Advice Office has an important role in the community not only because it offers information and counseling to citizens, but also due to its involvement in various social projects which were implemented in the region, collaborating with many organizations, institutions and applying its long-term acquired experience.



Rural Economic Development

By offering support to local initiatives we help rural communities. Our purpose is to make the members of these communities aware of their resources and able to use them responsibly.

Project:

Duration:
October 2017 -
October 2018

Budget:
75.708 euro

Funding:
National Rural
Development Program

Civitas status in the project:
Applicant

Office:
Cluj-Napoca

Partners:
Agricultural Cooperative
Honey of Plain,
PFA Stoian Vasile

The Tea Box



The project "Cooperation between beekeepers and herbal producers for the development of the Tea Box" proposes building a business model that brings together honey producers and those who produce and process medicinal plants.

The central product of our approach is the creation of the "Tea Box", a result of the collaboration between two groups of farmers: the Agricultural Cooperative "Miere de Campie" and the individual producer of medicinal and aromatic plants, PFA Stoian Vasile. We plan to deliver a mixed package of honey and herbs to our customers' homes.

In this way, we encourage the economic development of the areas of the product's origin through the consumption of local products. At the same time, the proposed mix (honey and herbs) is made up of healthy foods that contribute to a balanced and preventive diet. Our initiative aims to achieve an operational stream superimposed on the concept of a "short chain" both from the perspective of the producer-consumer relationship and the distance traveled by the food to reach the consumer. Specifically, there must be at most one single intermediary between the producer and the consumer, and the products come from the local market, respectively from a radius of no more than 75 kilometers.

Project:

FOOD HUB - Developing an integrator centre model for local products

Duration:

August 2017 - February 2020

Budget:

46.170 USD

Funding:

Romanian-American Foundation

Civitas status in the project:

Applicant, Program Coordinator

Office:

Cluj-Napoca

Partners:

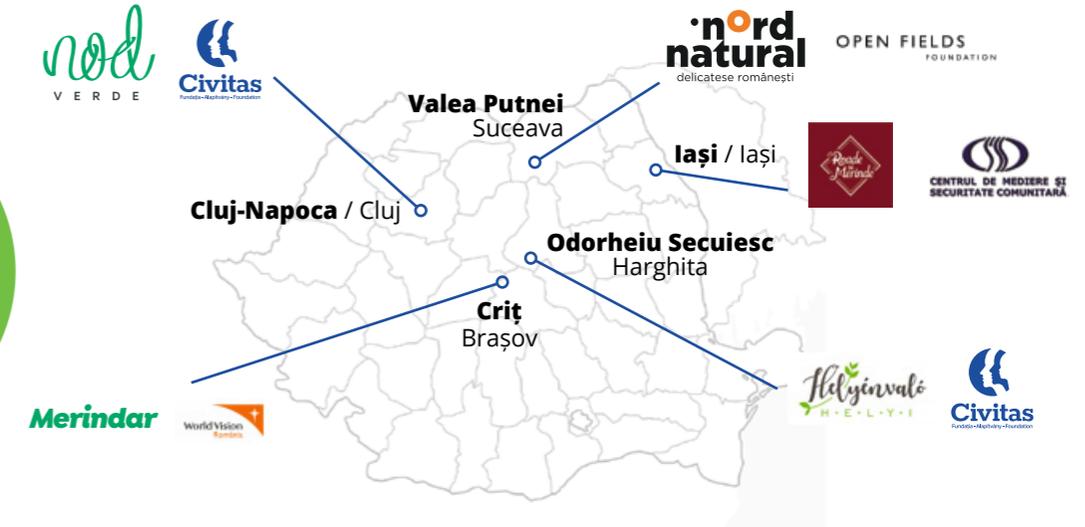
Open Fields Foundation, Center for Mediation and Community Security (CMSC), World Vision Romania



For the „FoodHub” program, 2018 was the year in which the remaining four out of five foodhubs were created by Civitas and our partner organizations: Nod Verde (Cluj, Civitas Foundation), Helyénvaló (Odorheiu Secuiesc, Civitas Foundation), Roade și Merinde (Iași, Center for Mediation and Community Security) and Merindar (Criș - Brașov, World Vision Romania). The fifth, Nord Natural (Putnei Valley - Suceava, Open Fields Foundation) was launched in 2017. The main challenge was to find solutions to make the enterprises competitive on the market and financially sustainable.

The opening events also included conferences with special guest speakers, on subjects of interest such as food safety, online advertising, and agricultural enterprise logistics.

From this moment on, the farmers had the chance to collaborate and benefit from consultancy services for developing their production capacity and offer. Moreover, in this stage, the employees of the foodhubs will ensure the logistics and communication between the local farmers and their clients, which can be both people and companies (restaurants, cantinas, shops, universities etc.).



Although the numbers were promising, we still need to find better solutions regarding financial sustainability. Entering the market sector brought new challenges and also development opportunities. The partner organizations have started drafting a good practice and procedure manual with practical examples gathered from our experience. This document will be at the disposal of anyone who wants to create similar structures.

Launched in 2017, the „FoodHub” program was about to become one of the most challenging initiatives for supporting Romanian local producers. The idea for the program appeared after a study visit in the USA, which took place in 2014. The Civitas team visited similar food hub organizations and later on, together with our

partners, we have adapted the concept to the reality in our country.

During the entire period of the program, starting 2017 until 2021, the Civitas Foundation is the administrator to the grants received from the funder (Romanian-American Foundation), and also to monitor the way the five initiatives work in order to document the process and facilitate the collaboration between the organizations involved.

Services offered by the Civitas Food-Hubs

The services and resources we offer to local producers who collaborate with the food-hubs allow them to face market challenges both from a qualitative perspective (by abiding

by quality norms imposed by us) and also from a quantitative perspective (by efficiently aggregating similar product types). We offer the following services to local farmers:

- I. Operational** (commercial component): collecting the products, aggregation, distribution, promotion, packaging, brokering (direct market connection).
- II. Support** (educational component): management consultancy, technical consultancy, professional training, educative and awareness campaigns.

Project:

„Helyénvaló” Shop



prosperous vision.

The products are available on www.helyenvalo.ro.

We also participate in the project Village Responsible, founded by the Hungarian Ministry of Agriculture. Through this project are organized workshops for producers and in this way, we can promote our product from the store.



Duration:
August 2017 -
January 2020

Budget:
215.403 USD,
11.337 USD (Civitas
budget)

Funding:
Romanian-American
Foundation

**Civitas status in the
project:**
Applicant

Office:
Odorheiu Secuiesc

The Helyénvaló store was founded during the Food Hub project, as an alternative institution which tries to bring a new concept in the business world. Helyénvaló perceives the relationship between producers and customers as a partnership, selecting suppliers carefully and giving seasonal products to clients.

The customers can find products purchased from a maximum distance of 70 km from Odorheiu Secuiesc. In May 2018, the store was launched with only 23 producers, but until the end of the year, we had signed contracts with 69 more producers (bakery products, meat products, dairy products, fresh and processed vegetables, fruits, teas, spices, handicrafts).

The legal requirements for selling in the market and selling in the store are different. Therefore, small producers have to meet more requirements if they want to sell their products in the store. We support this process, working in the same time to increase the number of the clients who want to consume local products from different reasons: they are fresh, healthy, eco, reflect our traditions, strengthens social cohesion and community spirit. By buying them, the customers contribute to the preservation of nature and to a

Project:

Nod Verde

Duration:
August 2017 –
January 2020

Budget:
226.740 USD
Founder contribution:
215.403 USD
Local contribution:
11.337 USD

Office:
Cluj-Napoca

Nod Verde or after its full name, Developing an integrator center model for local products, represents a short food supply chain initiative, offering new market opportunities for the local producers. Simultaneously, it serves as an alternative for the consumers to buy local products. Based on the orders received from customers and restaurants, Nod Verde collects agri-food products at its headquarters located at Agro Transylvania Center from Dezmir, distributing them at home or at work.

In 2018, Nod Verde expanded its capabilities, being able to deliver more than 200 different products from over 50 producers. In June it was launched an order platform and a series of activities were organized to consolidate the Nod Verde community, involving both producers and customers, driven by sustainability, mutual trust and honesty.

Nod Verde, the store with food from refreshed land, represents the contribution of Civitas Foundation to a better connection between the producer and consumer.



Project:

Network of facilitators for developing associative structures - COOP NET

Data începerii:

January 2017 - June 2019

Budget:

55,167 USD (Civitas budget only)

Funding:

Romanian - American Foundation

Civitas status in the project:

Applicant

Office:

Cluj-Napoca

Partners:

The Center for Economic Development and Development in Romania (CEED), the Romanian Center for European Policies (CRPE), the Center for Mediation and Community Security (CMSC), the Civil Society Development Foundation (FDSC)



We aim to support the foundation of 25 agricultural cooperatives and to train 80 people into how to fund a cooperative and how to manage one. Coop Net is a network that supports association and collaboration between farmers in Romania.

The purpose of Coop Net is to contribute to responsible and sustainable spending of the grants available through the LEADER and PNDR programmes. Thus, we train specialists who will have the expertise to create and manage associations and cooperative in a financially sustainable way and in the benefit of the community. Through our initiative, we will train 80 people to create sustainable structures in the benefit of local farmers and to help small producers by granting them access to the market.

During the first phase of the project, our focus was to train GAL experts who were responsible for the application process designed to give grants for creating cooperatives and associations. The second phase targeted the people who applied for funding and wrote projects

for these GAL grants. We are now in the third stage of our project, in which we approach the beneficiaries of those grants, specifically the people who accessed the grants after writing projects. The fourth and final stage of the project will target the cooperative managers and leadership in general.

Within the first year of our project, we have already reached 57 members in Coop Net. The network members can be GAL employees, applicants, to various agricultural grants but also people who already benefit from grants. The project also targets people who already manage cooperatives which were created through GAL funding.

Based on a network approach, the project supports small farmers by involving consultants in a set of activities where they learn details on how to implement projects regarding associative structures (trainings, consultancy services, monitoring visits of associations and cooperatives, bureaucracy, information etc).

Project:

Fruits Festival - 10th edition

Duration:

14-16 September 2018

Funding:

different partners

Office:

Odorheiu Secuiesc

Partners:

Székelygyümölcs Association



Fruits Festival is aimed for Odorhei communities, as a great variety of fruits and related products are found in the villages of the area. For several years, Fruits Festival is organized at the same time with the Transylvanian Folk Dance Houses annual gathering. In this way the local products offer is combined with the cultural offer.

In 2018, Fruits Festival had reached its tenth edition, where 12 communities were present: Cechest, Lupeni, Brădești, Fântâna Brazilor, Firtănuș,

Firtușu, Dealu, Aluniș, Păltiniș, Chinușu, Satu Mare, Zetea. The representatives of Foodhub Network from Iași, Putna, and Cluj-Napoca attended the event.

Beside the above-mentioned, five communities participated at every edition of Fruits Festival: Chinușu, Lupeni, Firtușu, Dealu, and Păltiniș. In the last day of the festival, every community prepared a jam from 10 types of fruits for the people attending the festival.

Project:

Transylvania Herbs Garden Association

Duration:
Post-implementation

Budget:
253 917 CHF

Funding:
Swiss-Romanian
Cooperation Program

Civitas status in the project:
Applicant, Program
Coordinator

Office:
Odorheiu Secuiesc

Partners:
Bethlen Gabor Found
(BGA)



The association was founded on 7th April of 2017, together with other 46 founding members during the project Transylvania Herbs Garden Association - Social Integration of Underprivileged People from Rural Areas through Sustainable Collection and Processing of Medical Plants, coordinated by Civitas Foundation from Odorheiu Secuiesc and co-founded by Swiss-Romanian Cooperation Program.

The association supports and promotes cultivation, sustainable collection, and processing of medical plants. Besides representing the

members' interests, one of the main objectives is to promote the processing of medical plants in order to grow the profitability of traditional agriculture. Last but not least, the social integration of underprivileged people will remain an important aspect of the association programs.

In 2018, we continued to organize the Open Days at the Center of Competence from Locodeni, a program funded by Bethlen Gabor Found (BGU) from Hungary. The official programme included theoretical presentations and



workshops through which we brought valuable information about the possibilities of using medical plants in health, but also about their economic potential and their importance in community development.

Also, through another project funded by BGU, we acquired a solar dryer for the Center of Competence from Locodeni. The dryer has three modules that are removable and therefore easy to transport and to be installed in different areas, where the community members can use it for the processing of medical plants.



Project:

Funding the “Arome Transilvane” berries producers’ cooperative

Duration:
May 2018 -
January 2020

Budget:
85.966,45 EUR

Funding:
National Rural
Development Program

Civitas status in the project:
Applicant

Office:
Cluj-Napoca

Civitas Foundation came in support of berries producers through a project that aims to establish the first cooperative in this area in Cluj County, and its development.



etc. The members of the cooperative come from the villages and communes of Lujerdiu, Sic, Borșa, and Vișea.

The associates aim to provide consumers with fruit from their own crops, as well as fruit syrups or jams from forest fruits. Another goal is to support small and medium-sized producers and to encourage new farmers to focus on the production of forest fruits.

The project is called suggestively “Establishment and development of a cooperative of forest fruit producers on the territory of the Somes Transylvanian LAG Association”. Subsequently, the established cooperative was named “Aroma Transilvane”. This initiative aims at better integration of farmers in the agri-food chain, increasing the added value of agricultural products, promoting them in local markets and short supply circuits.

This is the first agricultural cooperative of forest fruit producers established on the area of Cluj County. The founding of the association comes at the initiative of the Civitas Foundation and its 9 founding members, which cultivate and process a wide range of forest fruits such as blackcurrant and redcurrants, raspberries, blackberries,

Prior to the association, the nine founding members encountered problems such as increasing shortage of workforce, the possibility of finding a sales outlet. The main reason was the small amount of fruit obtained by each producer, but also the large quantities of fruit imported from abroad. Through this associative form the cooperative will try to solve these problems by centralizing the fruit varieties cultivated by its members and facilitating the creation of fixed and mobile points of sale for the products, first in Cluj-Napoca.

Project:

Funding the “Izvorul Fizesului” cereals producers’ cooperative

Duration:
July 2018 -
April 2020

Budget:
97.870 EUR

Funding:
National Rural
Development Program

Civitas status in the project:
Applicant

Office:
Cluj-Napoca

The project “Establishment of a vegetable sector producers’ cooperative in the GAL of Câmpia Transilvaniei” provides the support of the grain growers in the GAL of the Transylvania Plain by creating a legal entity that will allow them access to more resources and reduce the production costs.

“Izvorul Fizeșului” Cooperative was established with European funds through the Câmpia Transilvaniei GAL with the support of the Civitas Foundation at the end of 2018. The 10 founding members together have about 1,000 hectares of land, growing corn, sunflower, soybean and wheat. Civitas Foundation supports these producers with assistance in implementing the business plan, finding viable ways to function on the market, organizational and management support.

Through this project we aim to develop and implement a business plan for grain growers, assisting

in the development and internal functioning of the cooperative and providing advice on fundraising. The headquarters of the “Izvorul Fizeșului” cooperative are located in the village of Cătina, in the commune of the same name.

The cooperation between grain producers will allow joint technology investments that they need in order to improve their supply of products delivered on the market, both in terms of quantity and quality. The first phase the project will include documentary visits, focus groups and a collection of data relevant to the food market, standards and best practices in the industry, data on competitors, or innovative brands to establish internal values, brand name, logo choice or for the development of the identity manual - aspects necessary for the future development of the cooperative.



Project:

Keeping our health through local and natural fresh products

Duration:
July - November 2018

Budget:
8429.14 lei (7500 lei from Odorheiu Secuiesc City Hall)

Funding:
Odorheiu Secuiesc City Hall

Civitas status in the project:
Applicant

Office:
Odorheiu Secuiesc



We conducted an information campaign about the effects and benefits of consuming fresh local products. The campaign meant 7 interactive presentations in 7 high schools from Odorheiu Secuiesc and local products tasting. Also, was edited a brochure about healthy alimentation with examples of local products that can be used in daily food. The brochure was printed in 200 copies and was distributed to the students participating in the project and teacher from high schools.

The number of the participants in the project: 210 students, 14 teachers, 20 volunteers (including the team project).

Nowadays, the healthy and right alimentation is the most important subject when we discuss about an healthy life. Young people should be informed about the possibilities through which they can assure products from natural sources. Through this project, we aimed to raise the awareness of consuming local and fresh products among high school students.

Organizations mentored by Civitas

Civitas Consulting



Civitas Consulting was established in 2008 by the Civitas Foundation for Civil Society. The company's earnings are directed towards the foundation, supporting its local development and civil society projects.

In terms of results, 2018 meant 16 projects submitted for funding through National Rural Development Program and Regional Operational Programme. Moreover, we began the implementation phase of the projects that received funding in the past years.

The consultancy services offered in the field of public acquisitions started to represent a greater share of our activities compared with previous years.

To sum up, the most important achievements of the past year are the following: successfully securing funding of a business incubator that has considerable regional importance and shaping a new, more agile team structure.



Our team

The board



KOLUMBÁN Gábor
Board president



SMARANDA Enache
Board member



ECKSTEIN KOVÁCS Péter
Board member



BAKK Miklós
Board member



HAJDÓ Csaba
Board member



ORBÁN Árpád
Board member



BALOGH Márton
Regional Director



KISS Emese
Financial Director



Carmen CIOBANU
Program Director



Valentin FILIP
Program Director



Andreea SUCIU
Program Director



Adrian M. POPA
Project Coordinator



Alexandra ANGHEL
Project Coordinator



Anca ODOBLEJA
Project Coordinator



Antoneta STATE
Project Coordinator



Gabriela DEMIAN
Project Coordinator

Cluj-Napoca



Gheorghită TODICA
Project Coordinator



Silvana SURULESCU
Project Coordinator



Ruxandra SIDOR
Project Coordinator



Simona BARTIȘ
Project Coordinator



Raluca DROZAN
Target Group
Expert



Andreea OLTEANU
Economist



Cristina BADEA
Economist



Gabriela Lupea
Economist



Loredana LAZA
Economist



GABOS Izabella
Administrative
Secretary



BODI Brigitta
Administrative
Secretary



Alexandra NAE
Project Assistant



BÁLAZS Evelin
Project Assistant



CSORBA Zsuzsi
Project Assistant



LAZLO Edit
Project Assistant



SZABÓ Csaba
Project Assistant



Andrei LUCACIU
Intern



DÉNES Lajos-Géza
Financial & Executive Director



KIS Zoltán
Program Director



MOLNÁR Judith
Program Director



BÁKAI Magdolna
Project Manager



BARTHA-PÁL Csaba
Project Manager



BÁLINT Magdolna
Counselor



BUCUR Bernadett
Project Assistant



MENYHART Sarolta
Project Assistant



MIHÁLY István
Project Assistant



MOLNOS Zsuzsánna
Project Assistant



SZOTYORI Anna-Mária
Project Manager



DOBAI Margit
Commercial Director



DÉNES Izabella
Commercial Assistant



CSIKI Kinga-Katalin
Commercial Assistant

Odorheiu Secuiesc team

Funders and partners

Funders



National partners:

- | | | |
|--|--|--|
| Harghita Business Innovation and Incubation Centre in Miercurea Ciuc | Center for Community Mediation and Security (CMSC) | Helyénvaló local products store |
| Centre for a Durable Society Association | Center for Economic Education and Development (CEED) | Transylvanian Folklore dance Houses Meeting |
| Reciproca Association | Diakonia Christian Foundation | Székelygyümölcs Association - the Association of Fruits Producers in Odorhei |
| Tranzit House Foundation | Open Fields Foundation | PFA Stoian Vasile |
| Public Policies Centre (CENPO) | Foundation for Civil Society Development (FDSC) | Odorheiu Secuiesc City Hall |
| Romanian Centre for European Policies (CRPE) | Development Consultancy Group (DCG) | Geaca Middle School |
| Cornești Commune (Cluj County) | Iceberg Consulting SRL | World Vision Romania |
| Geaca Commune (Cluj County) | Junior Achievement Romania (JAR) | |
| "Miere de Campie" Agricultural Cooperative | Alba Iulia City Hall | |

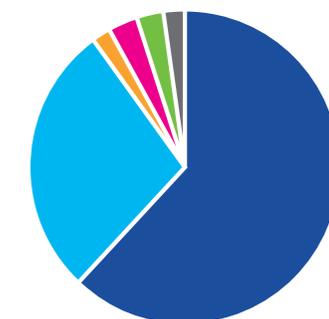
International partners:

- | | |
|---|--|
| ACFI-FIAS (Belgium) | Fundacja Pomocy Wzajemnej "Barka" (Poland) |
| Comité Européen de Coordination (Belgium) | PREPARE |
| Coopérative d'Initiative Jeunes (France) | SYTY (Finnish Village Action Association) |
| Fundació Privada Trinijove (Spain) | Bethlen Gabor Fond |

Financial Report

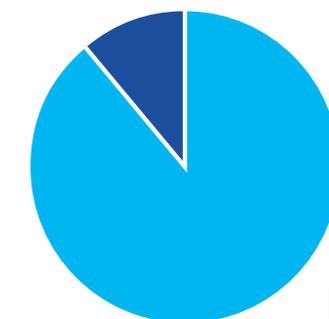
Income 5,172,526 lei

Grants from public sources	3,333,441 lei	64%
Grants from private sources	1,460,786 lei	28%
Donations, sponsorships from individuals and companies	45,613 lei	1%
Dividends	137,812 lei	3%
Incomes from economic activities	142,641 lei	3%
Other incomes	52,233 lei	1%

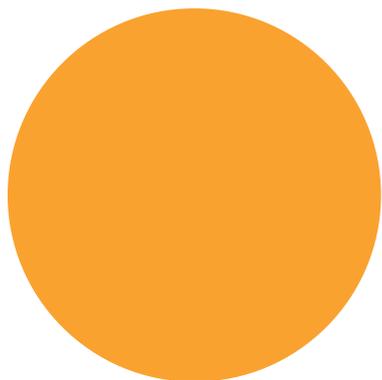


Expenses 4,282,670 lei

Expenses with projects in progress	3,825,122 lei	89%
Administrative expenses	457,548 lei	11%



Net result 889,856 lei



Civitas

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