



Challenges for CSOs in Bulgaria

Luben Panov

Bulgarian Center for Not-for-Profit Law

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!

Luben Panov

luben@bcnl.org

www.bcnl.org

