

# ANNUAL REPORT ON THE ACTIVITIES OF KARIN DOM FOUNDATION FOR 2022

In 2022, Karin Dom Foundation continued to fulfill its mission of working for the full development and growth of children with special needs in their families, for their successful inclusion and increasing tolerance in society.

The Foundation is managed by a single-tier management system, including:

- Management Board
- Chairman
- CEO
- Advisory Board
- Honorary members

The members of the Management Board are:

- Georgi Vasilev Bogdanov, Country: BULGARIA
- Dorieta Hristova Georgieva-Angelova, Country: BULGARIA
- Feodora Stancioff, Country: USA
- Silvia Pavlova Nikolova, Country: BULGARIA
- Valentina Ivanova Tashkova, Country: BULGARIA
- Justine Jadala Maria Toms, Country: BULGARIA
- Martin Hristov Hristov, Country: BULGARIA

The foundation is represented jointly and separately by Georgi Vasilev Bogdanov and Borislava Ivanova Cherkezova.

Here are some important highlights of the Foundation's activities for 2022.

## **Social services**

In 2022, Karin Dom Foundation operated with a license for 6 social services from the Agency for Quality of Social Services, which were used by a total of 939 families with children from the city, the region and the country, including refugees from Ukraine.

The team of the Centre for Social Rehabilitation and Integration provided social services to 721 families: 196 families were involved in therapeutic and social work (through 3955 therapeutic sessions and 1553 social consultations, 63 one-time consultations and 23 one-week packages). Integration activities were provided to 525 Ukrainian children, who were refugees from the war.

The Early Intervention team consulted 192 families (714 home visits) out of which 94 children from the region and 46 families of newborn babies from the community supported by the Baby Box project under the Karin Dom on Wheels project.

Montessori house provided services to 26 children.

The palette of social services was expanded with new activities - adapted swimming in the pool, Montessori group for children with special needs from 6 to 9 years old. The occupational therapy activity was expanded, as was the community work with children from the region and refugees.

The upgrading trainings of the team continued using various methods and approaches, the most extensive being the Bobath approach, with tutors from the Belgian Bobath Association, where 9 physical and speech therapists from Karin Dom participated. Training of psychologists started in preparation for the expansion of diagnostic work with children. The training of professionals and children to use the eye tracking assistive technology as part of the therapeutic work is being extended.

### **Training activity**

In 2022 Karin Dom training center held 176 training events with a cumulative number of 2039 participants, of which 1465 were unique participants. The following trainings were conducted:

- Project based trainings to 614 specialists from the educational system and social services, needs assessment of the staff of 7 family-type child care homes and the first supervisions were carried out.
- 3 open trainings were held with 33 participants.
- 9 trainings were held with 127 participants, upon request, on topics such as "Application of the Ages and Stages Questionnaires ASQ-3 and ASQ&SE", "Sensory-motor activities", "Innovative methods and approaches in working with children with SEN", "Specifics in the education of children with special needs", "Application of the Montessori method in working with children with SEN", etc.
- During the year, 55 students and interns visited Karin Dom and participated in internship programs.

In October, Karin Dom organized a conference on the topic "Support and partnership in inclusion" with 165 participants. During the conference, we shared the outcomes of our work on the Transfer of Practices project, Karin Dom - the next 20 years project and the Additional Support and Mediated Learning in Inclusive Education (ASUMIE) project. In addition to the therapists and trainers from Karin Dom, our partners from Iceland, Belgium, Italy, Portugal and Norway, parents, representatives of the Ministry of Education and Science, Sofia university and partners from the country were speakers at the conference.

We added two new programs for qualification of pedagogical specialists approved by the Ministry of Education and Science - "Development of an individual support plan with the participation of specialists, parents and community services" and "Creative therapies in support of inclusion".

## **Communication and social networks. Projects.**

An automated digital email and LinkedIn campaign was carried out with the financial support of a project with the AGORA Platform Association (Active Civil Communities for the Development of an Alternative) within the framework of the Development of Charity at the Local Level Program under a grant of America for Bulgaria Foundation.

The good perception of the campaign and the interest shown by the contacted companies is impressive. As outcomes of the campaign, we can share about specific inquiries and donations in favor of Karin Dom, as well as an interest for additional information and future meetings.

The regular sending of press releases to the media continued. Karin Dom's media contact list is being updated regularly. After a charity event held in April at the British Embassy in Sofia, our list of national media and new partners expanded.

In 2022, a competition was held for the rebranding of the Karin Dom logo, which is to be protected as a trademark.

In 2022, we submitted 16 project and initiative applications, most of which have been approved.

Work on the new projects gave Karin Dom the opportunity to expand its activities and enrich the offered services with new activities. The financing allowed to provide:

- upgrading trainings for the team,
- second work visit to Iceland,
- a round table in Sofia to present the results of the project and make recommendations for changing practices and policies in the educational system in Bulgaria,
- participation in an International Conference on the topic of Alternative and Augmentative communication,
- organization of various events: for sharing experience and partner meeting in Milan under the ASUMIE project, Regional conference on donation and intersectoral cooperation.

## **Advocacy**

Karin Dom's advocacy activities include informing the public about innovations in social services, policies for children, sharing experience and good practices in family counseling, in the therapy of children with special needs, and in early childhood education methods. Karin Dom is a member in various expert and civic councils such as the Council for the Development of Civil Society, the National Council of the State Agency for Child Protection, the Council for Social Services at the Municipality of

Varna, the National Alliance for Children, the Alliance for Early Childhood Development, EASPD, etc.

Charitable events were organized to promote the activities and expertise of Karin Dom and for fundraising purposes. The specialists from Karin Dom actively participated in public councils and expert working groups, giving opinions and recommendations on the preparation of legislative documents and national policies.

In 2022, Karin Dom received several significant awards for its activities:

- Forbes Award for Innovation,
- First place for the Building of the Year 2022 from the Golden Plumb regional competition of Bulgarian Construction Chamber - Varna.

### **New building**

On September 19, 2022, the new building of Karin Dom was officially opened. This happened thanks to several months of joint efforts of the team, donors, partners and volunteers. The successful implementation of this project is due to the cooperation of the municipality of Varna for a donated plot. The construction of the new center, equipment and furnishings took place through 2018 project funding from Velux Foundations, as well as the support of many socially responsible corporate donors and active citizens.

## FINANCIAL RESULTS AND INDICATORS FOR 2022

### Income

For 2022, the Foundation reports income from financing, donations and projects totaling BGN 1,686 thousand (2021: BGN 1,626 thousand), of which:

| <b>Recognized revenue from project activity</b>  | <b>31.12.2022</b>        | <b>31.12.2021</b>        |
|--|--------------------------|--------------------------|
|  | <b>Thousand<br/>leva</b> | <b>Thousand<br/>leva</b> |
| Project funded by Kahane Foundation - community work in small municipalities, inclusive education and training for staff of family-type child care homes     | 256                      | 431                      |
| Project funded by Medicor Foundation - financing of therapeutic activities   | 244                      | 176                      |
| Project funded by Velux Foundations - Karin Dom 20 years later   | 60                       | 138                      |
| Project funded by UNICEF - Early childhood intervention and EU Child guarantee   | 28                       | 52                       |
| Project funded by Active Citizens Fund - Transfer of practices to improve support for children with special needs and their families for inclusive education | 59                       | 65                       |
| Social inclusion project   | -                        | 73                       |
| Youth activities project   | -                        | 6                        |
| Support from the Culture Fund for the book "The first 25 years of Karin Dom"   | -                        | 3                        |
| AGORA Platform Association - Active Civil Communities for the Development of an Alternative  | 24                       | 7                        |
| Erasmus+ funded project ASUMIE - Additional support and mediated learning in inclusive education   | 12                       | 6                        |
| Erasmus+ funded project - Burnout-free ECI   | 15                       | -                        |
| Overgaz Networks AD - support for the overall activity of the new therapeutic center   | 12                       | -                        |
| BCause Foundation in aid of charity in Bulgaria - New beginning for Ukrainian women and children program   | 15                       | -                        |
| TBI Bank EAD - support for Ukrainian families  | 16                       | -                        |
| Social Protection Fund - equipment for the new center  | 2                        | -                        |
| Others   | 2                        | -                        |
| <b>Total:</b>  | <b>745</b>               | <b>957</b>               |

| <b>Income from delegated activities</b>  | <b>31.12.2022</b>        | <b>31.12.2021</b>        |
|--|--------------------------|--------------------------|
|  | <b>Thousand<br/>leva</b> | <b>Thousand<br/>leva</b> |
| State delegated activity - Center for rehabilitation and social integration of children with special needs and their families - children with special needs from the earliest age /0-18 years/, with physical and intellectual disabilities, sensory disorders, behavioral problems, prevention of abandonment | 300                      | 242                      |
| Municipally delegated activity for "Early intervention to prevent the abandonment of children with disabilities" - children from 0 to 4 years with disabilities or at risk of disability, or who have another special need that affects their development; families of the children from the target group.     | 191                      | 163                      |
| <b>Total</b>   | <b>491</b>               | <b>405</b>               |

| <b>Income from donations</b>        | <b>31.12.2022</b>        | <b>31.12.2021</b>        |
|-------------------------------------|--------------------------|--------------------------|
|                                     | <b>Thousand<br/>leva</b> | <b>Thousand<br/>leva</b> |
| Donations and fundraising campaigns | 450                      | 259                      |
| Other proceeds                      | -                        | 6                        |
| <b>Total</b>                        | <b>450</b>               | <b>265</b>               |

Reported financial income are positive differences from changes in exchange rates and amount to BGN 23 thousand (2021: BGN 58 thousand).

In 2022 and 2021, the Foundation realized income from economic activity, including income from the sale of goods, income from social services, training and paid therapeutic services.

|                               | 31.12.2022       | 31.12.2021       |
|-------------------------------|------------------|------------------|
|                               | Thousand<br>leva | Thousand<br>leva |
| Income from the sale of goods | 1                | 3                |
| Income from services          | 152              | 129              |
| Other income                  | 1                | 11               |
| <b>Total</b>                  | <b>154</b>       | <b>143</b>       |

The financial result of Karin Dom Foundation, formed by its economic activity before its transformation, according to the current tax legislation, is a profit in the amount of BGN 28 000.

### Expenses

The Foundation's reported expenses for 2022 total BGN 1,556,000 (2021: BGN 1,664,000).

|   | 31.12.2022       | 31.12.2021       |
|---|------------------|------------------|
|   | Thousand<br>leva | Thousand<br>leva |
| Expenses for usual activity                                   | 1 556            | 1631             |
| Interest costs and other financial costs                      | 29               | 33               |
| Operating profit (loss) / Profit (loss) from usual activities | 307              | 163              |

### Profit / Loss after tax

|                               | 31.12.2022       | 31.12.2021       |
|-------------------------------|------------------|------------------|
|                               | Thousand<br>leva | Thousand<br>leva |
| Result of economic activity   | 28               | 7                |
| Result of non-profit activity | 279              | 156              |
| <b>Total</b>                  | <b>307</b>       | <b>163</b>       |

### Revenue dynamics

| Year                                  | 2022        | % of<br>total<br>revenue | 2021        | % of<br>total<br>revenue |
|---------------------------------------|-------------|--------------------------|-------------|--------------------------|
| <b>Total revenues including:</b>      | <b>1840</b> |                          | <b>1769</b> |                          |
| Income from project activity          | 745         | 40,49                    | 957         | 54,10                    |
| Income from delegated activities      | 491         | 26,68                    | 403         | 22,78                    |
| Income from donations                 | 450         | 24,46                    | 266         | 15,04                    |
| Income generated by economic activity | 154         | 8,37                     | 143         | 8,08                     |

### Dynamics of costs by economic elements

| Year   | 2022         | % of<br>total<br>expenses | 2021         | % of<br>total<br>expenses |
|--|--------------|---------------------------|--------------|---------------------------|
| <b>Total expenses including:</b>                                       |              |                           |              |                           |
| Materials  | 252          | 16,51                     | 202          | 12,39                     |
| External services  | 236          | 15,47                     | 272          | 16,68                     |
| Salaries and other remuneration  | 917          | 60,09                     | 859          | 52,67                     |
| Social security  | 177          | 11,60                     | 166          | 10,17                     |
| Depreciation   | 126          | 8,26                      | 38           | 2,33                      |
| Other expenses   | 83           | 5,44                      | 38           | 2,33                      |
| Balance sheet of assets sold   | 1            | 0,06                      | 0            | 0                         |
| <b>Change in financing costs recognized during the current period:</b> | <b>(266)</b> | <b>(17,43)</b>            | <b>56</b>    | <b>3,43</b>               |
| Recognized during the period   | 42           |                           | 98           |                           |
| Deferred for recognition   | (308)        |                           | (42)         |                           |
| <b>Total</b>   | <b>1 526</b> |                           | <b>1 631</b> |                           |

### Own capital

The net assets (equity) of Karin Dom Foundation as of December 31, 2022 amounted to BGN 1,617,000 (December 31, 2021: BGN 1,310,000).



## **Future development of the Karin Dom Foundation**

The management has set the following main goals to be achieved in 2023:

- Maintenance of good and high quality of the specified and provided services,
- Cost optimization,
- Stability and sustainability of the activities,
- Finding funding sources that ensure sustainability in the provision of services for children with special needs and their parents and implementation of new services and therapeutic methods,
- Promotion of the goals and activities of the Foundation.

## **Responsibilities of Management**

According to Bulgarian legislation, the management should prepare a financial report for each financial year, which gives a true and fair view of the Foundation's financial position at the end of the reporting period, its financial performance and its cash flows.

Management confirms that it has consistently applied adequate accounting policies in preparing the annual financial statements as of December 31, 2022 and has made reasonable and prudent judgments, assumptions and estimates.

The management also confirms that it has adhered to the current accounting standards, and the financial statement has been prepared on the going concern basis.

The management is responsible for the proper keeping of accounting records, for the expedient management of assets and for taking the necessary measures to avoid and reveal possible abuses and other irregularities.

**Date: 09.05.2023**

**Varna**

**CEO: .....**

**/Borislava Cherkezova/**