# The road to FINANCIAL SUSTAINABILITY of civil society organizations

**regional conference**

**agenda**

## Day 1 (May 15)

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:30</td>
<td>Registration</td>
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<tr>
<td>9:00</td>
<td>OFFICIAL OPENING</td>
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<tr>
<td>9:30</td>
<td>TRENDS IN ENABLING ENVIRONMENT IN THE EU AND THE EASTERN PARTNERSHIP REGION</td>
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<td></td>
<td>Examples and models of CSO financial sustainability in the region</td>
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<td></td>
<td>Challenges and trends that CSOs face</td>
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<td></td>
<td>MODERATOR: Lilia Barbarosie, Radio Free Europe (Moldova)</td>
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<td></td>
<td>SPEAKERS: Andreja Rosandic (CRO)</td>
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<tr>
<td>10:30</td>
<td>CSO FUNDING: IT ALL DEPENDS ON YOU....</td>
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<td></td>
<td>We invite you to conduct individual assessment of the sources of funding of your organization and to evaluate how sustainable your CSO is. Afterwards you will be able to choose from three thematic streams – percentage mechanism; philanthropy and social entrepreneurship. Each stream will contain 3 separate parts – Learn, Decide, Act.</td>
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<td>MODERATOR: Luben Panov, ECNL</td>
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<td>11:00</td>
<td>Coffee break</td>
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The conference is co-organized with the Parliament of the Republic of Moldova.

This conference is made possible by the generous support of the American people through the United States Agency for International Development (USAID), under the Moldova Partnerships for Sustainable Civil Society (MPS CS), implemented by FHI 360 in partnership with the European Center for Not-for-Profit Law (ECNL).

The event is co-financed by the “Monitoring Progress, Empowering Action” project, implemented with the financial support of the European Union.
11:30  CSO FUNDING: IT ALL DEPENDS ON YOU....

The three parallel sessions will present various funding models and how they have been applied in practice in other countries.

**Percentage mechanism**
New York Room
Impact of the percentage mechanism in other countries of Europe • Ideas how CSOs and authorities could further promote this mechanism • Assessment of the first year of implementation of the percentage mechanism in Moldova

MODERATOR:
Sorina Maccrinici, Legal Resources Center in Moldova (LRCM)

SPEAKERS:
Boris Strečansky, Center for Philanthropy (SK) | Tamás Miha, Human Dialog (HU) | Sorina Maccrinici, LRCM

**Philanthropy**
Red Room
How the state can support philanthropy: models and good practices • How CSO self-regulation can facilitate fundraising

MODERATOR:
Luben Ponoš, ECNL

SPEAKERS:

**Social entrepreneurship**
Barcelona Room
Types of direct financial and in-kind support that governments can provide to social enterprises • The importance of social impact

MODERATOR:
Eszter Hartay, ECNL

SPEAKERS:
Andreja Rosandic (CRO) | Teo Petricević, ACT Group (CRO) | Catherine Manning, Social Value (UK) | Angela Achitei (ADV Romania)

13:00 -14:00
Buffet lunch

14:00  CSO FUNDING: IT ALL DEPENDS ON YOU....

You will be able to engage in a policy debate and identify specific avenues for reform in Moldova.

**Percentage mechanism**
New York Room
The session will open floor for discussion on the following topics:
• need for further legal reform
• Need for better implementation
• Need for better promotion

MODERATOR:
Sorina Maccrinici, CRJM

RESOURCE PERSON:
Boris Strečansky, Centrul pentru Filantropie (SK)

**Philanthropy**
Red Room
Recommendations of the Philanthropy working group on how to promote philanthropy. Discussion on the following topics:
• The need for legal reform
• The need for better implementation
• The need for better skills/practice

MODERATOR:
Vasile Ciocarici, Contact Center

RESOURCE PERSON:
Milan Andrejkovič, Office of the Government Plenipotentiary for the Development of Civil Society (SK)

**Social entrepreneurship**
Barcelona Room
The session will open floor for discussion on the following topics:
• Enabling public financial programs for social enterprises investment and capacity building
• Mechanism of social criteria for public procurement processes and reserved contracts
• Research on economic and social importance

MODERATOR:
Sergiu Gurău, Eco-Răzeni

RESOURCE PERSON:
Andreja Rosandic (CRO)

15:30 -16:15
Coffee with.....

Inspirational members of the Moldovan civil society and foreign activists will share their mission, vision and challenges. Discussion on any issue of your interest.
### 16:15  CSO FUNDING: IT ALL DEPENDS ON YOU....

The three parallel sessions will explore practical tools which organisations can apply in the daily work to pursue their goals more effectively.

<table>
<thead>
<tr>
<th>Percentage mechanism</th>
<th>Philanthropy</th>
<th>Social entrepreneurship</th>
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<tbody>
<tr>
<td>New York Room</td>
<td>Red Room</td>
<td>Barcelona Room</td>
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<tr>
<td>To do or not to do a 2% promotional campaign?</td>
<td>Tips and tools for fundraising.</td>
<td>Basic steps and tools of social innovation process How to transform social needs and problems into business ideas - opportunities?</td>
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<tr>
<td>TRAINER: Natalia Șeremet, Legal Resources Center in Moldova (LRCM)</td>
<td>TRAINER: Tamás Miha, Human Dialog (HU)</td>
<td>TRAINER: Sergiu Gurău, Eco-Răzeni (MD)</td>
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<td>EXPERT: Nikica Kusinikova, Konekt (MK)</td>
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**Reception**

We invite all participants of the conference for a standing reception.
#road2sustainability

## Day 2 (May 16)

### Registration

**Registration**  
8:30 - 9:00

### 9:00

**MOLDOVA – THE POTENTIAL OF STATE FUNDING**  
Suggestions for reforms in two areas of state funding • Lessons learnt from international perspective • Collecting recommendations for improvement

<table>
<thead>
<tr>
<th>State grants</th>
<th>Social contracting</th>
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<tbody>
<tr>
<td><strong>Red Room</strong></td>
<td><strong>Barcelona Room</strong></td>
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<tr>
<td>SPEAKER: Liliana Palihovici (MD)</td>
<td>SPEAKER: Ion Cibotarică, Center for Legal Assistance for People with Disabilities (CAJPD) (MD)</td>
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<tr>
<td>RESOURCE PERSONS: Luka Kevešević, Government Office for Cooperation with CSOs (CRO)</td>
<td>RESOURCE PERSONS: Maksym Latsyba, UCIPR (UA)</td>
</tr>
<tr>
<td>Mohammad Guluzade, MG Consulting (AZ)</td>
<td>Luben Panov, ECNL</td>
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<tr>
<td>Mariam Latsabidze, Civil Society Institute (GE)</td>
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### 10:30 - 11:00  
**Coffee Break**

### 11:00

**WHAT’S NEXT FOR MOLDOVA (CLOSING SESSION)**  
Future steps to improve the environment for CSO financial sustainability in Moldova • presentation of key recommendations developed during the conference

**MODERATOR:** Veronica Cretu (MD)

### 12:30 -

**Buffet lunch**