

Building Hope



An exciting partnership which will bring hope to thousands of Bulgarian people currently living in poverty

Bulgaria joined the European Union in 2007 bringing optimism and opportunity to the Bulgarian people; sadly, it will be many years before, the poorest and most vulnerable will feel the benefit.



A Roma Ghetto near the centre of Sofia - no running water and electricity

For many years, the people of the Sofia Baptist Church, in the centre of Sofia, have been meeting the needs of those in their community and beyond, both as a church and through their charitable arm – the Good Samaritan Foundation. Teddi Oprenov, Pastor of the Sofia Baptist Church, explains how working with the underprivileged communities in Sofia has inspired the vision for a new centre, which he hopes will reach out to many more people and give new hope to those who are most marginalised:

“As a Christian, I cannot just look at that and do nothing. As a pastor, I cannot just go there and preach to them. We had to do something practical. Yes, we can share our faith, but unless we show love we haven’t done anything.”

Inspired by Pastor Oprenov and his dedicated congregation, a group of people in the UK formed the Bulgarian Partners Trust – a charity dedicated to raising money and support to help make this vision a reality. The project has also hit home with a number of people from the USA, who have responded to the need.

A partnership is born.....

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Executive Summary

Bulgaria is one of the poorest countries in Europe. There has been some improvement over the last few years following the country's accession to the European Union, but it is still a society divided by poverty and inequality.

The vulnerable suffer most: the elderly, those in orphanages, those who are disabled either mentally or physically and those from different ethnic backgrounds, particularly the Roma population.

The social consequences of the situation in Bulgaria go beyond the borders of the country. Many Bulgarians migrate in the hope of finding a better life, but sadly, they are more likely to end up victims of criminal activity. For example, 10,000 children a year fall prey to human traffickers, many ending up in prostitution.

The Bulgarian Partners objective over the next 2 years is to finish the construction of a new multipurpose centre which will meet the needs of these people providing:

- Food for the hungry
- Medical care for the sick
- Training for the under educated
- Equality of opportunity for those who are discriminated against.

This is an extension of the work of the Sofia Baptist Church which will be based at the new centre.

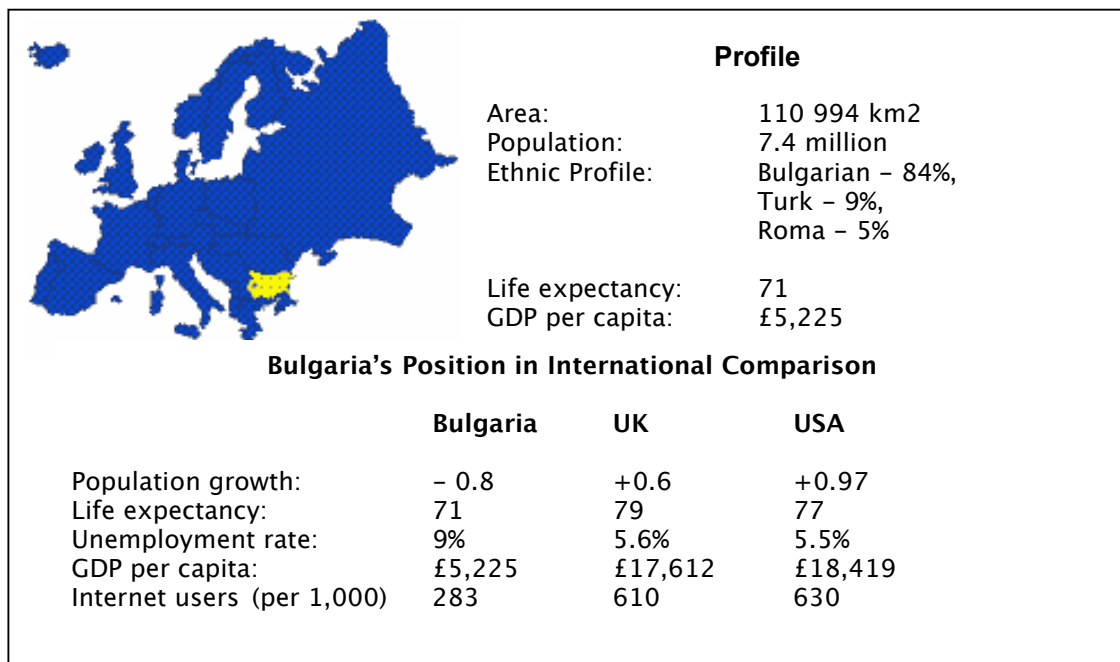
The Centre will cost just over £1.5 million more than half of which had been raised by early 2007. Once built, through its social enterprise lettings, it aims to be self supporting within 3 – 4 years.

The purpose of this document is to seek your support in funding this project.



The Sofia Church Community Training Centre under construction

Bulgaria - The Situation



Bulgarian Recent History - a summary

Bulgaria has experienced dramatic political, economic and social change over the last 17 years. As the country emerged from the throes of communism, it experienced a period of social and economic unrest that culminated in a severe economic and financial crisis. Bulgaria's economy contracted dramatically after 1989 with the collapse of the COMECON system and the loss of the Soviet market, and the standard of living fell by about 40%. For several years there was a three digit level of inflation which surged in 1994 to more than 300%. Almost one million Bulgarians, particularly the young and educated, emigrated.

The first signs of recovery became noticeable in the late 90s. With the help of the international community, a series of reforms helped stabilise the country's economy enabling Bulgaria to become a member of the North Atlantic Treaty Organisation on March 29, 2004, and joined the European Union on January 1, 2007.

Despite Bulgaria's structural reforms, effective marketing economy and many successes, serious problems still need to be addressed. While on a macro level, good progress has been achieved, it will be some time before this is reflected in social improvements for the majority, let alone those on the margins.

Poverty

Bulgaria is the poorest EU member state. The average monthly wage is just £106. In contrast, the cost of running a household is £120 per month.¹ This leaves one in eight Bulgarians living below the poverty line and 15% of children in jobless households. The knock-on effect of this lasting poverty and unemployment is increasing criminal activity, deteriorating health, a negative birth rate, emigration and corruption.

Health Status

Health indicators have generally worsened in Bulgaria as the economy has deteriorated:

- One in 10 Bulgarians has no access to health care benefits.
- Mortality rates from chronic conditions have increased, as have deaths from trauma.
- Stroke mortality is six times the EU average.
- Only 55% of the cost of medical services is covered by the National Health Fund.

People at risk

Bulgaria's demographic and economic crises have put three groups of people particularly at risk:

The Elderly

- One in three Bulgarians is retired and lives on an average of 140 BGN (£47) per month.
- Bulgaria is the only EU member state that has not seen an increase in life expectancy since 1990, whereas the retirement age has been gradually rising.
- Lower birth rates mean fewer relatives to help in case of chronic illness or infirmity.

Children

- Bulgaria has one of the highest number of institutionalised children in the world with 25,000 children living in orphanages of some kind ¹.
- Each year 20,000 children (3%) drop out of school, one fifth of them to start work.
- Around 10,000 children annually fall victims of trafficking and prostitution ².

¹ Open Society Mental Health Initiative 1st March 2007. 'Condition of Institutionalised children in Bulgaria'. quoting: Peter Sharp, Sky news

² Europol Report, World Politics Watch, October 2006

The Roma Community

Social status is often determined by ethnicity in Bulgaria. Ethnic minorities and the Roma population in particular are among the most disenfranchised:

- 65% of the Roma are unemployed and in some regions this figure reaches 80%.
- Only 10% of the Roma complete high school education.
- 18% of all Roma are illiterate.
- The number of infants placed in state care is one of the highest in Europe, and continues to increase.
- Only 5% of Roma people reach the age of 65.



A young family in a Roma Ghetto near the centre of Sofia

The Response so Far to the Need

Prior to this project the Sofia Baptist Church has established a strong tradition of serving those around them. They have done this in the face of opposition under the communist regime and discrimination since its collapse. This makes their achievements that much more remarkable. Not only have they given their all to the service of others, they have also inspired people from the international community to partner them and support the many projects that they have undertaken. Together with their overseas partners they have raised in excess of £350,000 over the last 10 years and have invested this in projects to improve the situation of those living in poverty. Members of the church have committed their time and skills to supporting vulnerable groups in Bulgaria:

The Elderly

Members of the church regularly visit the elderly in their homes – taking food and, perhaps just as importantly, their company. The church has previously organised various medical clinics with visiting doctors, dentists and opticians in order to enable this group to receive affordable medical care. During the winter in particular food is distributed to local elderly people who struggle through these months as they are forced to choose between heating and food.



Children

Winter Help – the provision of food

The church has forged relationships with a number of Directors of Orphanages and as a consequence has been able to visit orphans taking food, toys, clothes and shoes. They take presents at Christmas and Easter and put on shows and parties for these neglected children. Beyond these demonstrations of love, the church has made large differences to their every day lives by building new toilet blocks, kitchens and classrooms and installing decent double glazed windows to keep out the harsh winter cold.

The Roma Community

The church has close links with the Roma community. They have distributed clothes, food and toys, installed clean water supplies and provided jobs for this badly discriminated section of society through the construction of the Centre.

For a full list of projects see **Appendix 4**

Vision for the Future – A Multipurpose Centre

As has been shown over the years, the Sofia Baptist Church and its partners and supporters has been involved in much social outreach to the most vulnerable in Bulgarian society. Out of this has grown a vision for the future – a multipurpose building, properly staffed to provide a far greater community resource than is currently possible.



The building is a social enterprise model – it has been designed to enable income generating activities to subsidise social outreach. It will be home to the Sofia Baptist Church which at weekends will use the conference and other rooms. During weekdays they will be available for other activities and for letting.

The Centre's activities:

1) Medical Centre

The Centre will enable the provision of affordable or free medical, ophthalmic and dental care on a far greater scale, to those who otherwise could not receive it. It is envisaged that a doctor under the current national health system could practice from the Centre under a contract system with the health authority and provide a part-time, free service to the most needy. A Practice Manager would be employed to ensure the Centre was properly organised and managed.

2) Training Workshops and classrooms

The education facilities will provide help at either end of childhood

- Afterschool homework clubs will help local children to succeed at school, boost literacy levels and encourage particularly Roma children to continue with their education.
- Vocational training will provide employable skills to children who would otherwise have few prospects as they leave the orphanage.
- The Centre will provide distance learning and IT skills

This will be achieved by employing an Education Manager who would develop an education programme. There may be some charges but these would be low cost and based on an ability to pay.

3) Feeding Station.

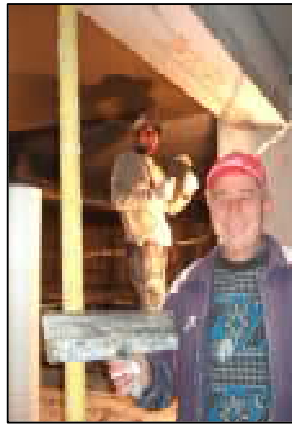
Warm meals will be provided on a daily basis to fight hunger and improve the health of the local community. The church is already doing this but the purpose built “Feeding Station” would provide an ongoing programme of support for those who are socially excluded and homeless. This will be managed by a Catering Manager who would also oversee other catering aspects of the Centre.



Emmanuel and the Contract Manager
beside the newly constructed feeding station

4) Job Centre and job creation

The Centre will help to connect those who struggle to find employment with jobs. Already, a number of people have found employment working on the construction of the Centre, particularly from the Roma community. All contractors are obliged to take on a percentage of people who are from the Roma community in an effort to continue to provide work.



Pictured above is Georgi who had been unemployed for a long time – He has been given work on the Centre’s building site which is enabling him to support his family.

5) Family Education

Family education and counselling services will be provided to help build and strengthen the community.

6) Day care Centre

This will provide child care services to those using other services within the Centre.

7) Conference Hall/Offices/Business Centre

The Conference Hall and offices will provide opportunities to generate an income that will help subsidise the social outreach programme. There is little in the way of such facilities within Sofia and with a growing economy the need for businesses to find suitable premises to meet becomes more pressing. There is already interest in this facility.



A view from the offices across the City

The Centre is just outside the Central Business District close to one of the major roads. Austrian supermarket giant Billa has located a few hundred metres away and it is also close to the new Sofia Mall with its Multiplex Cinema. Rentals in this area have reached £20 per square metre. The offices will be classed “A-” in other words just below the best that can be rented. There will also be secure underground parking which is very attractive.

The Centre seeks to support entrepreneurialism and new businesses and will provide business advice as well as small ‘starter premises’. In the long term it hopes to be able to invest in new businesses to help give people from disadvantaged backgrounds the opportunity to improve their situation.



The Conference Facility under construction

The Partnership

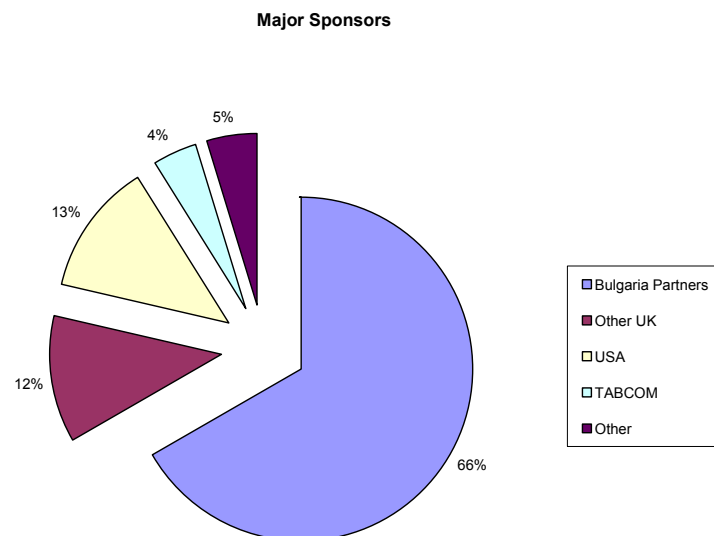
This project is a partnership between the Baptist Church in Sofia and supporters in the UK and USA. The project is locally born and driven and ultimately it will be managed by those in situ.

As well as outside supporters, the Church has committed to raising 10% of the building costs itself.

The Partners

- The Baptist Church of Sofia led by Teddi and Didi Oprenov and Elders. The Baptist Church has a charitable arm, the Good Samaritan Foundation, which was set up to enable the social outreach to take place.
- The Bulgarian Partners – A UK charity set up to fundraise for the building project. Teddi Oprenov is Chair of Trustees of the charity to ensure congruence of aims.
- As well as the formal partnership between the Sofia Baptist Church and The Bulgarian Partners there are other key supporters who have provided substantial funds, such as Eurovangelism (a charity which supports work in the former Eastern Bloc countries) and funders from the USA.

The following chart shows how aid for the project has been donated by a range of different groups from around the world, illustrating the importance of partnership funding.



Details of the structure are to be found at **Appendix 1**

Capital Funding requirement

By Western European standards the cost of building works is relatively inexpensive. However, with the accession to the European Union and the considerable foreign investment in property, building wage inflation and material costs have been rising at a rate of 20% a year. There is some urgency therefore to complete the project in the shortest possible timescale to minimise the effect of these inflationary pressures.

The shell is now complete with most windows in and funds in place to complete all the external work. The next phase is to put in the services prior to plastering and final completion. Below is the capital budget, which shows how much money has been raised so far and the remaining funding requirement

Capital Budget		(Updated Feb 2008)			
		Date completed/ planned	Project costs to date	Project costs to complete	Total Construction Cost
Phase			£	£	£
1	Land Acquisition	2002	39,780		39,780
2	Architect/pre build costs	2003	12,750		12,750
3	Complete primary structure and roof	2004-6	452,200		452,200
5	External envelope to date	2006/7	184,280		184,280
6	External envelope to finish	2007	87,720		87,720
7	Services:				
	Electrical system	2007/8	54,260	10,000	64,260
	Air conditioning/heating system	2008		204,415	204,415
	Sewage and water	2008		33,000	33,000
	Other Systems (security, sound systems, light system)	2008		102,000	102,000
8	Architectural Finishes (Ceilings, Plastering and finishes etc)	2008/9		299,200	299,200
9	Elevators	2009		20,400	20,400
10	Commissioning	2009		10,200	10,200
11	Handover	2009		6,800	6,800
12	Fittings and Furnishings	2009		68,000	68,000
	Contingency/ Inflation			34,000	34,000
Total Construction Cost			830,990	788,015	1,619,005
Amounts raised to date			-830,990	-175,348	-1,006,338
Funding requirement			0	612,667	612,667

Revenue Funding – A social enterprise model

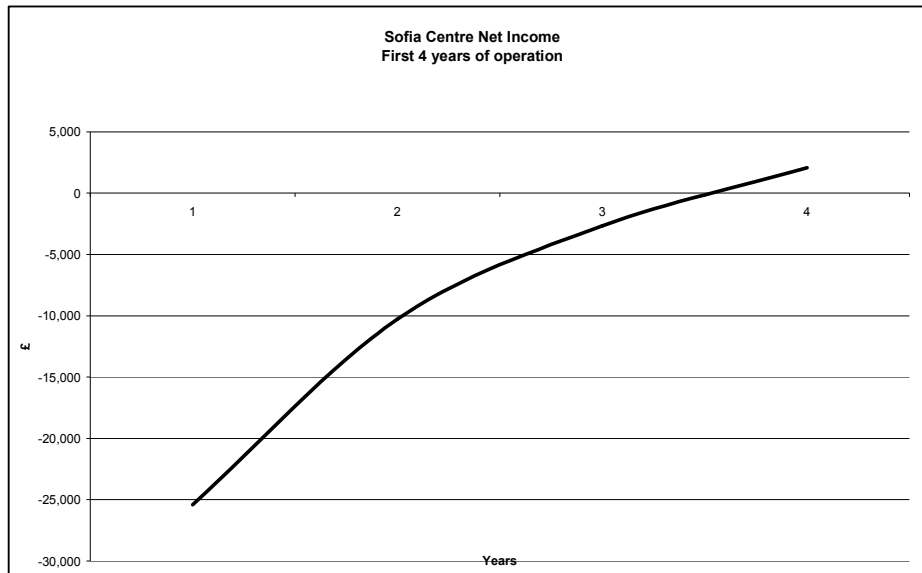
The building has been designed with the capacity to enable the Centre to become self supporting through the letting out of offices and multifunctional space. The following summary table shows this being achieved in the 4th year.

REVENUE BUDGET - ANNUAL INCOME	Year 1	Year 2	Year 3	Year 4
	£	£	£	£
TOTAL INCOME	75,841	98,788	115,022	126,141
TOTAL EXPENDITURE	101,238	109,062	117,697	124,074
NET	-25,397	-10,274	-2,675	2,067

The background to the above can be found at **Appendix 2**.

Key to the assumptions we have made in our calculations are that:

- **Rent** – The building is located just outside the central business district where rents on quality units are fetching £20 a square metre/month. We have been cautious in our calculations and have calculated income based at a rental of £15/sq m/ month with appropriate voids in the first three years of operation.
- **Inflation** will be higher than the 2007 headline rate (6.5%) – we have set it at 10% with a further 5% contingency for price rises.



Appendix 1 – The Team

Bulgaria – Sofia Baptist Church/ Good Samaritan Foundation

Teddi Oprenov

As the Pastor of Sofia Baptist Church Teddi has successfully organised and overseen the church's previous projects and has been responsible for the timely delivery of each to high quality standards and within budget – a particularly challenging task in a post-communist society. Teddi has been accountable to international supporters for the performance of each project, and a measure of his success is the sustained and increasing support for the Church's work by those same donors.

Didi Oprenova

Didi is also a minister of Sofia Baptist Church and has been involved in fundraising, communication and the organisation of voluntary teams for many of the key projects of the SBC and the GSF.

Sevdalina Illievska

Sevda is the Country Director for the National Democratic Institute for International Affairs in Bulgaria. Sevda has vast national and international experience in institutional and policy development and community organisation. This experience and knowledge has been invaluable to the church as it has looked to find the best way to meet the needs of those around them.

Volodiya Georgiev

Volodiya has 34 years of practical building experience and has had his own building company since 1994. Volodiya's company provided the labour to put the roof on the Centre in 2005 and he continues to contribute to the construction of the Centre.

Zorka Necheva

Zori is a civil engineer who currently works for ET "Konstruct" in Sofia, a leading projecting company in Sofia. She also is the founder of the project company "Nechev-Project" which creates engineering plans for buildings and facilities. Zori is a very dedicated young specialist and has contributed her skills and knowledge frequently to the project over the last three years.

Liudmil Konakchiev

Liudmil works as an architect with "DACT-TEX", and for the projecting bureau "AZ". Liudmil has helped the project with his architectural expertise, interior planning and also with exploring the requirements for the different sections of the project once it is operational.

Zdravko Voinov

Zdravko is trained in engineering as well as marketing and business communication. He now works as a Consultant Intranet Engineer. Zdravko's knowledge and experience are a valuable contribution to the plans to make the Centre self-sufficient.

Tsvetana Angelova

Tsvetana is a qualified accountant. Her input is essential to the monitoring of the finances and ensuring that all accounting transactions are both recorded and available for scrutiny and audit.

Hristo Zehirev

Hristo is an electronics engineer, PhD in Computer Sciences, former military intelligence officer, colonel from the reserves, senior research associate in information processing and controls. He works as a senior manager for a private software company, developing the GPS systems for Bulgaria. His skills are especially valuable in the area of project management, IT technology, training and development.

Stefan Milenov

Stefan is a professional photographer and is now the executive Director STIV ltd – a private printing house. Stefan provides printing services to the church and the project without cost.

Rumen Papratilov

Rumen is the founding Managing Director of the “New Man” publishing house. He is a Member of the Board of the Foundation for Education and Culture and President of the Association of the Editors and Publishers of Christian Literature and press in Bulgaria. Rumen will be instrumental to establishing a library of Christian literature within the Centre.

Alexander Buchkov

Alexander is a trained doctor who worked as a GP in the Military Medical Academy. He now works as a Clinical Research Associate for Janssen-Cilag. Alexander is involved in the plans for the medical centre that will be housed within the Centre.

Emanuel Yolov

Emanuel is a trained Civil Engineer who now owns and manages a private Building and Trade Company. He has a reputation for maintaining a high level of work and excellent standards and has managed a number of nationally significant projects. Emanuel has dedicated his own time to manage the construction of the Social and Training Centre. He is of Romany origin himself and is deeply committed to serving this community.



The Team in action

UK – The Bulgarian Partners Trust

Trustees:

Teddi Oprenov – Chair (see biography above)

Geoff Wallis FRSA – General Secretary

Geoff is managing director of Dorothea Restorations, a highly specialised engineering company. He became secretary of the Bulgarian Partners Trust because of his desire to mobilise UK support for the work of the Sofia Baptist Church.

James Caldwell

James is managing director of Fair Investment Company, an internet marketing company that financially supports the building of the Centre. He is the newest trustee of the Bulgarian Partners trust and brings his business expertise to the project.

John Ringrose – Treasurer

John is a retired teacher who has known and supported Teddi and Didi for many years..

Dr Andrew Green

Andrew is a GP who brings his medical knowledge to the board of trustees. He set up and managed the supporters' database and communication.

Fundraising Team:

Richard Pendlebury – Hon Director of Fundraising

Richard has been involved in the charitable sector for nearly 20 years at trustee and senior management level. He is currently Director of Emmaus Bristol. Richard is supported by personal donors, which releases him to provide his expertise to the project.

Rebekah Barker

Rebekah is the office manager of the Fair Investment Company and has been seconded to help Richard and the trustees as they work to raise funds and awareness in the UK. She is a qualified teacher.

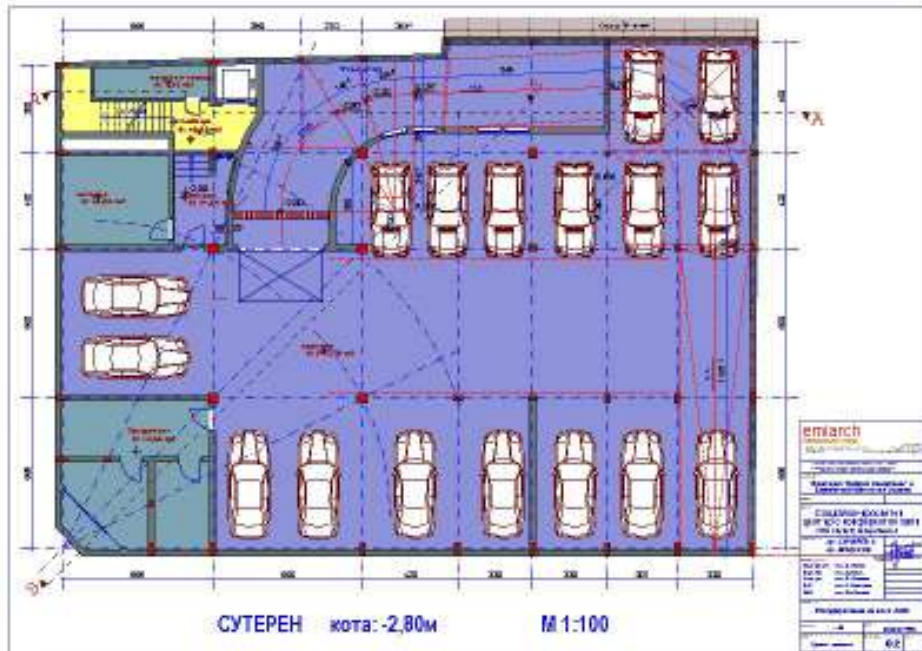
Appendix 2 – Detailed Financial information

REVENUE BUDGET - ANNUAL INCOME	Year 1	Year 2	Year 3	Year 4
	£	£	£	£
Training + Family Centre				
Medical Centre (private practitioner)	2,712	3,390	4,068	4,746
Distance Learning and IT courses	203	407	678	814
Community/ After school/Club	3,051	3,729	4,407	4,407
Business Centre				
Two shops	7,567	8,071	8,575	8,575
Offices, studios & workshops	36,612	51,257	58,579	65,902
Conference Centre				
Auditorium hire (days)	2,712	3,729	4,882	5,424
Auditorium hire (hours)	2,712	3,390	4,068	4,746
Three small seminar rooms	678	746	814	1,017
Large seminar room	1,220	1,356	1,492	1,627
Small auditorium	1,695	2,034	2,237	2,441
Equipment Hire	1,356	1,695	2,034	2,373
Church				
Utilities, Auditorium, small and large seminar rooms	6,780	10,170	13,560	16,950
Small seminar rooms				
Large seminar room				
Infrastructure				
Parking space lease	2,712	2,983	3,119	2,644
/ Daily parking	0	0	0	0
Foyer permanent displays	203	203	203	203
Foyer temporary displays	203	203	203	203
Vending machines	678	678	678	678
External advertising	1,356	1,356	1,356	1,356
Cafeteria	2,034	2,712	3,390	1,356
Accommodation	678	678	678	678
TOTAL INCOME	75,841	98,788	115,022	126,141
TOTAL EXPENDITURE	101,238	109,062	117,697	124,074
NET	-25,397	-10,274	-2,675	2,067

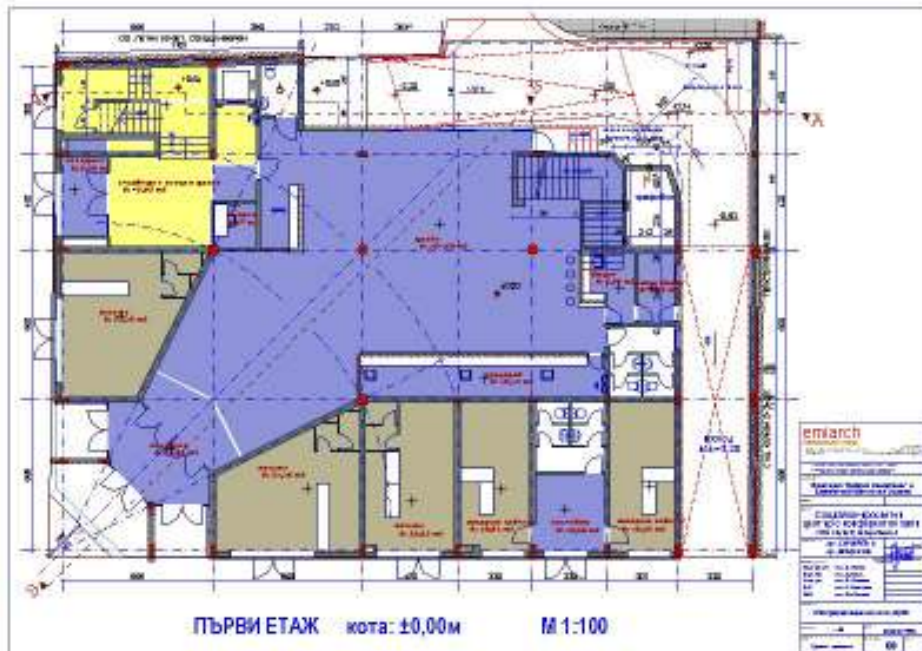
REVENUE BUDGET - ANNUAL EXPENDITURE

	Year 1	Year 2	Year 3	Year 4
	£	£	£	£
Medical Centre	6,780	7,458	8,204	9,024
Feeding Station	17,628	17,628	17,628	17,628
Marketing	2,034	2,441	2,915	2,707
General Manager (booking, marketing, supervision)	5,841	6,425	7,068	7,775
Administrator	2,629	2,892	3,181	3,498
Technical Manager	3,505	3,855	4,241	4,665
Treasurer	2,921	3,212	3,534	3,888
Cleaners x 2	2,921	3,212	3,534	3,888
Security personnel x 3	4,381	4,819	5,301	5,831
Maintenance Manager	2,336	2,570	2,827	3,110
Education Manager	2,921	3,212	3,534	3,888
Practice Manager (Medical Centre)	3,505	3,855	4,241	4,665
Catering Manager (Feeding Station/Events)	2,336	2,570	2,827	3,110
Electricity	8,136	8,950	9,845	13,536
Security system COT	2,373	2,373	2,373	3,159
Internet connection	678	746	820	902
Telephone (excluding leased spaces)	1,356	1,492	1,641	1,805
Water	814	895	984	1,083
Heating/ Air conditioning (excluding rented space)	10,170	11,187	12,306	13,536
Mini-bus fuel, running costs + maintenance	1,017	1,119	1,231	1,354
Rates (excluding rented spaces)	2,780	3,058	3,364	3,700
Audit	1,356	1,356	1,356	1,805
	96,417	103,869	112,093	118,166
Inflationary contingency 5%	4,821	5,194	5,604	5,908
	101,238	109,062	117,697	124,074

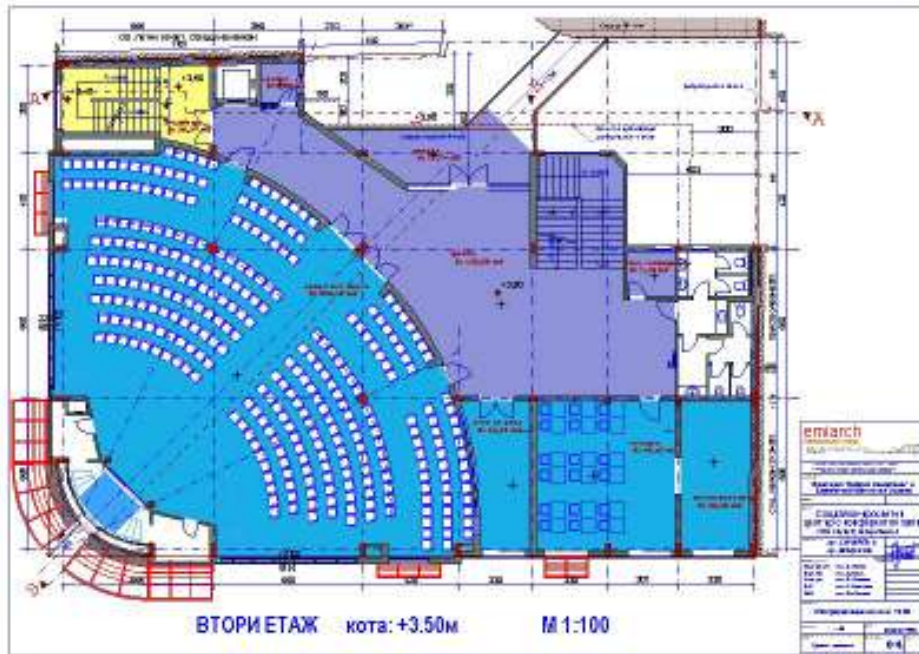
Appendix 3 – Floor Plans and Areas



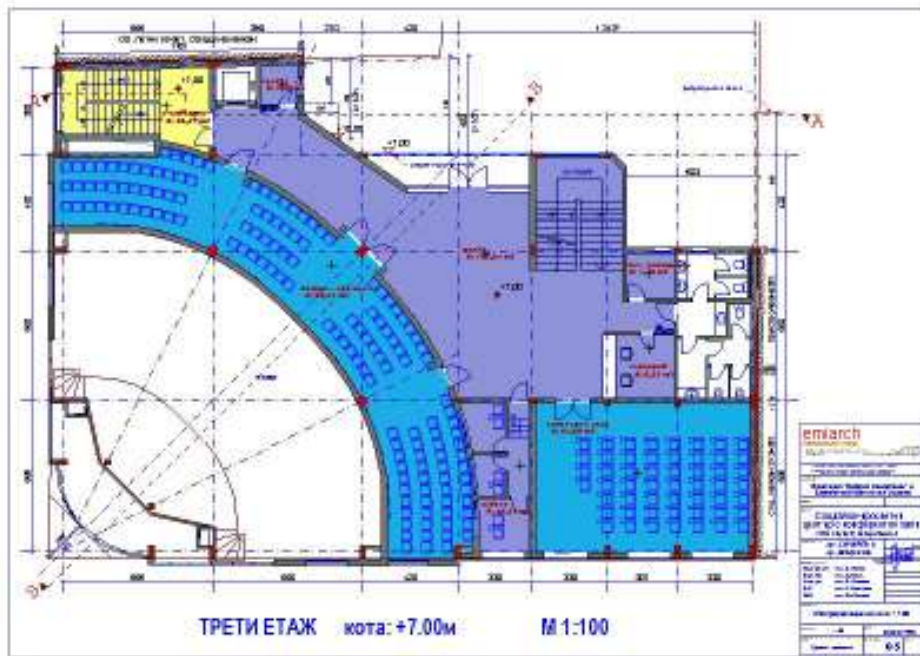
Main Building: Basement Level-- Parking, Services/Plant rooms.



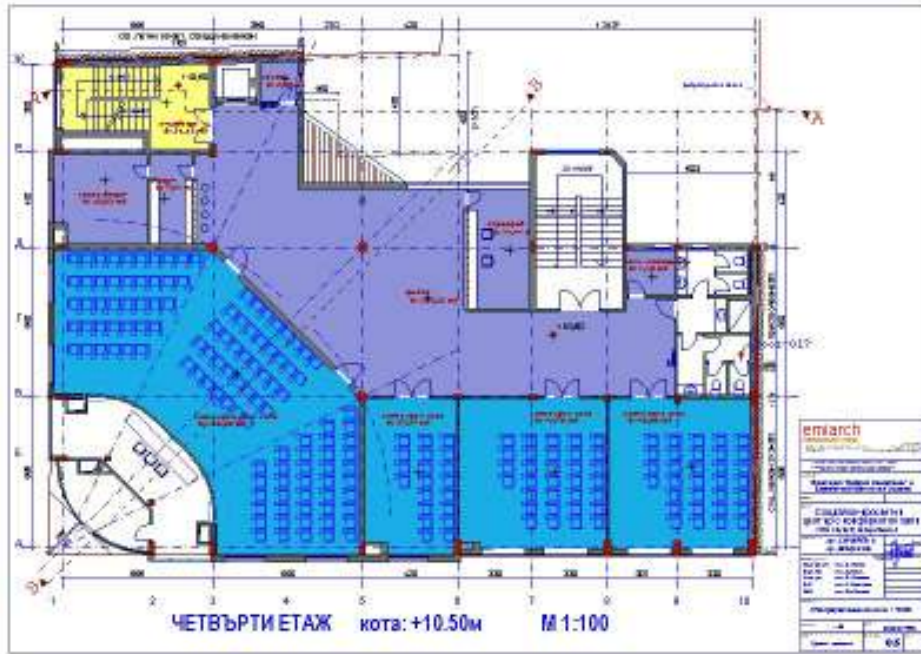
Main Building: Ground Floor – Medical Centre, Shops.



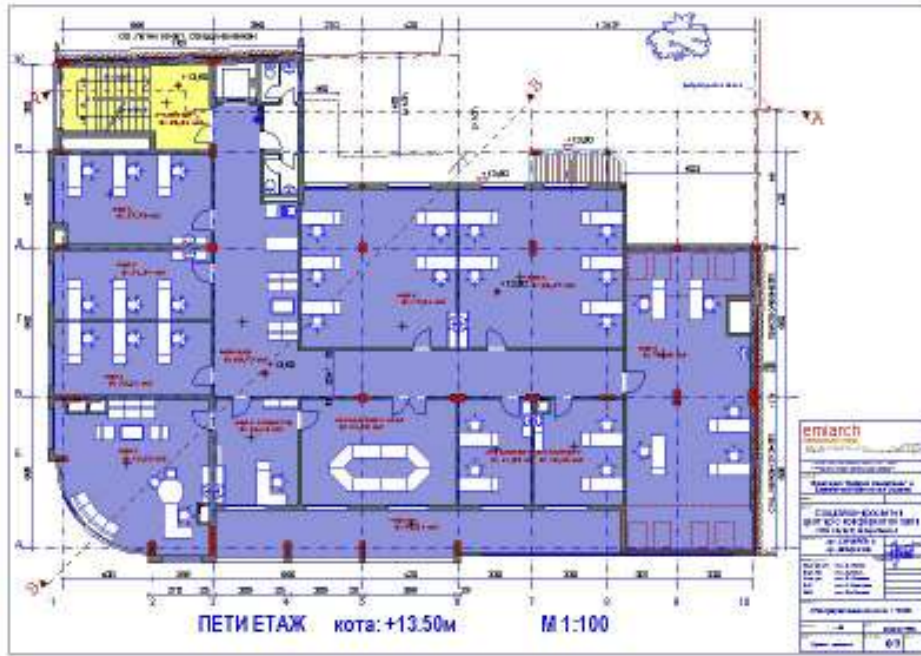
Main Building: 1st Floor – Main Conference Hall, Seminar Room, Library



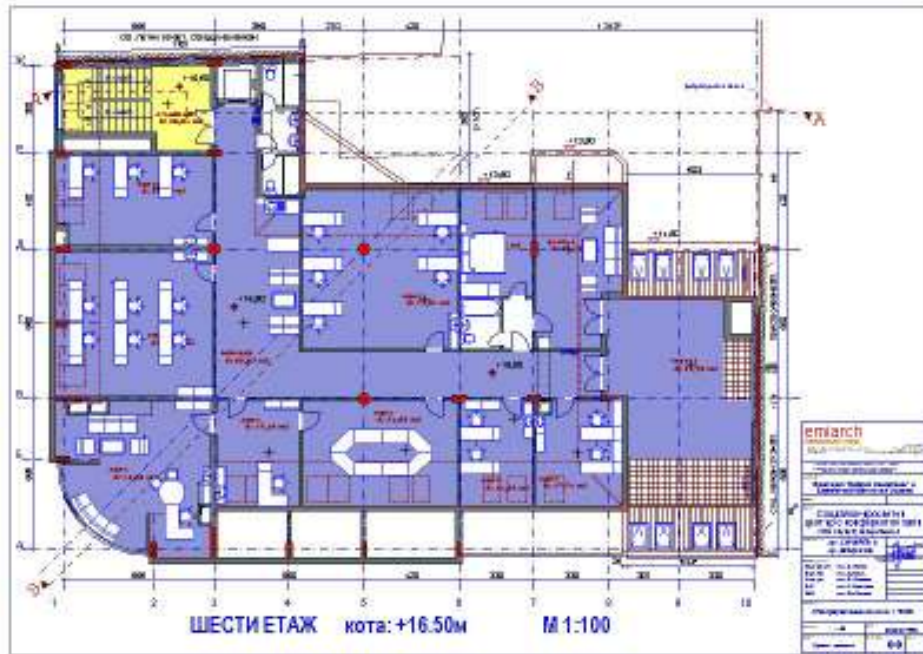
Main Building: 2nd Floor – Balcony of Main Hall, Seminar Room.



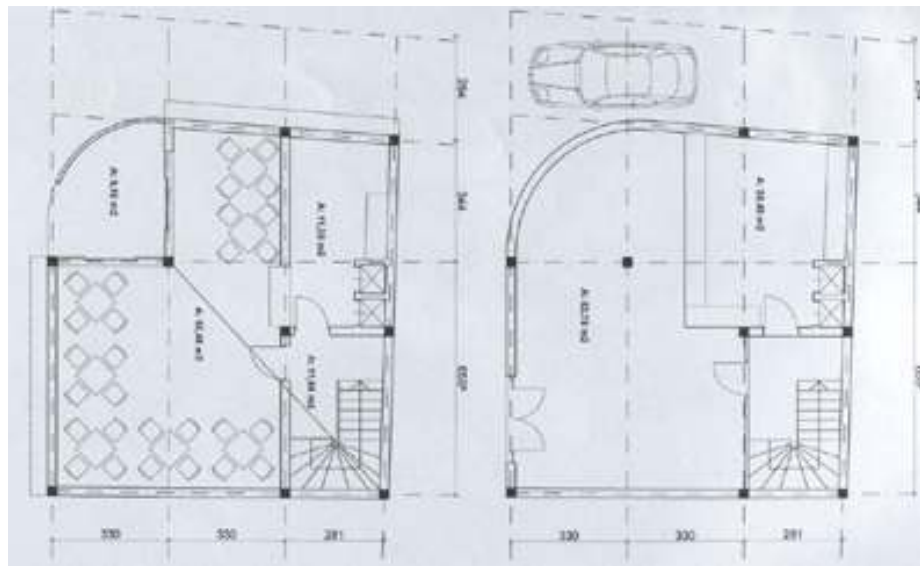
Main Building: 3rd Floor - Concert + Cultural Hall, Seminar & Computer Rooms, Job Centre.



Main Building: 4th Floor - Business Centre.



Main Building: 5th Floor - Business Centre.

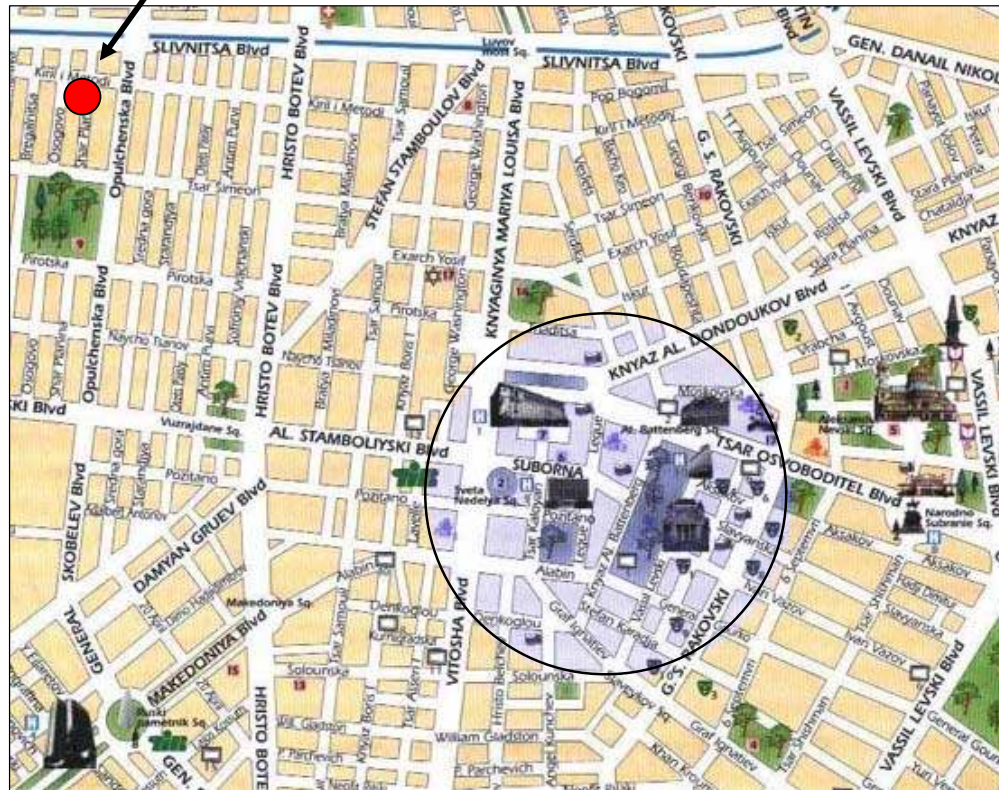


Auxiliary Building - Feeding Station, including Soup Kitchen & Catering.

SCHEDULE of FLOOR AREAS			
CENTRE		AREA (m²)	AREA (ft²)
Church			
Fellowship		144	1,547
Theological Library		61	655
Crèche		17	183
Guest Accommodation		50	537
Social and Training			
Medical Centre		92	988
Feeding Facility		78	838
Catering		140	1,503
Education/Training		184	1,869
Conference			
Auditorium	(with church)	350	3,759
Large seminar room	(with church)	62	666
3 small seminar rooms	(with church)	112	1,203
Media Control Room		17	182
Level 1 Foyers		244	2,621
Level 2 Foyer		127	1,364
Level 3 Foyer		117	1,257
Level 4 Foyer		132	1,418
Small Auditorium	(with church)	144	1,547
Catering		24	258
Other		10	107
Business			
Shops		62	666
Office space		605	6,498
<i>Infrastructure</i>			
Parking		467	5,016
Storage		25	268
Serveries		6	64
Roadways and paving		150	1,611
Elevators		21	226
Staircases, corridors		569	6,111
Toilets, cloakroom		162	1,740
Total :		3,921 m²	42,219 ft²

Location Plan: Distance from the centre of the City of Sofia.

Church, Social and Training Centre



Appendix 4

Previous Projects.

1994	Stob Orphnage - Complete the new building	£11,980
1994	Georgy Damiyanavo - Heating and Refurbishment of Children's home	£6,650
1994	Berkovitsa Children's Home. - Refurbishment of Play Hall (Supported by Eurovangelism)	£9,900
1991-2002	20 building projects in various children's homes to improve living conditions	£53,200
1991-2002	Supplying food, clothes and medical care and training to various schools and children's homes.	£39,000
1991-2002	Construction of Training Centre	£200,000
2004	Sofia Hospital for Diseases. Gift of ultrasonic nebuliser	£2400
2004	Petrovo Home for the Seriously Handicapped Refurbishing second floor of old building and building toilets.	£1,020
2004	Various Schools. Supply of food, clothes and medical care and training	£3,100
2004	Berkovitsa Home for children with slight mental disabilities: Construction of new classroom and toilet block	£22,300
2005	Various Schools. Supply of food, clothes and medical care and training	£4,500
2005	Berkovitsa Home for children with slight mental disabilities: Further development of building and refurbishment.	£7,950

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