



## POINT - Platform for Opportunities and Ideas in Non-Profit Training

### Trainers country meeting in Republic of Moldova

Date/place: February 17, 2016, Chisinau, 65 M. Varlaam str, of. 401

Organized by: Center for Organizational Training and Consultancy (CICO)

Participants: NGO's leaders, project coordinators

#### Report:

1. Major goals and challenges in training and consultation for non-profit organizations in our country.

CICO (Center for Organizational Training and Consultancy) is a non-governmental organization that since 2006 contributes to the enhancement of management and leadership skills of the organizations and to their development into sustainable and competitive organizations.

On February, 17, CICO organized a Moldovan trainers meeting. The goal of the meeting was to discuss major challenges, needs and ideas for development of the training activities in Moldova.

The meeting was attended by 8 people from different Moldovan NGO's, which have experience in fundraising and constituents mobilization.. The project coordinator opened the meeting, summarized the Project's goals and introduced the project's activities for the participants. During the meeting, CICO's Project coordinator made an overall presentation regarding the situation of Moldovan CSOs, based on the Sustainability Index of Moldovan. The Index scores are based on seven dimensions: legal environment, organizational capacity, financial viability, advocacy, service provision, infrastructure, and public image.

After the overall presentation, the participants discussed and shared their experience in the training and consultancy area. They emphasized that NGO's representatives are interested in developing the training and consultancy services providing, especially the organizational development area and the CSO's sustainability increasing. Another mentioned issue was the lack of fundraisers and of fundraising strategies in Moldovan NGOs. The performed studies confirmed that the main source of funding (83%) for civil society organizations in Moldova are foreign organizations and foundations. Therefore most of the CSOs are trying to respect the donor's conditions in order to obtain a financing, instead of following their own mission and strategy. However, in spite of dependency to foreign sources, CSOs move towards to increase the diversification of funding sources. The organizations express their further interest in developing of fundraising skills and knowledges and participation/involvement in training activities and consultancy.

2. Recruitment process for the Training for Trainers School in April (recruitment rules, list of candidates).

In the beginning of February, CICO launched a press release in order to inform its partners about the POINT project implementation and to invite the interested organizations to participate in the country meeting. Also CICO invited the interested candidates to participate in a small interview. The interviews were held after the basic country meeting and included questions about candidate's experience in training and

consultancy, their will to improve the fundraising and constituents mobilization areas in Moldova and the reasons why they want to attend the ToT School. Candidates were informed about the opportunities that the ToT School offer, as well as about the responsibility they have for organizing the follow-up activities.

The list of selected participants is:

1. Nicolai Loghin
  2. Cristina Arnaut
  3. Igor Girlea
  4. Ludmila Vasilov
  5. Tudor Lazar
  6. (Aliona Badiur, from CICO. )
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3. Expectation from the Training for Trainers School in April (key knowledge, skills and attitudes which should be supported and developed).

The potential participants for ToT Spring School have highlighted the following expectations:

- Learning how to write/develop a viable fundraising strategy?
  - How properly to create and maintain the communication with donors?
  - What are the most efficient methods for having a good fundraising in our organizations?
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4. Suggestions and ideas for specific curricula and training courses that could be developed during the ToT in April 2016 by the group of international trainers and shared through the network.

CICO proposed to have a discussion on the topic: 2% law of ONGs financing. This law was adopted by the Moldovan Parliament 1,5 years ago. This means that taxpayers/contributors will have a right to direct an amount up to 2% of income tax not in the State Budget, but for NGO funding. Till now this law does not have a mechanism for implementation. Such practice is successfully applied in several European countries (Romania, Bulgaria, Germany etc).

5. Expectation from the POINT platform (what can the network do to support the development of non-profit training and consultations in our country).

The participants mentioned that it will be very useful to create a (regional) Moldovan Platform of the Fundraisers. This platform will consult NGOs in fundraising, will organize the open events to promote the most active fundraisers and trainers in fundraising, will share and exchange experience among other countries.

Also a good practice is the POINT platform and this year expectation is to have more participants involved in this platform and to make it more efficient. We want to meet and cooperate with similar organizations and trainers from others countries and to work together on common ideas and projects.

The Moldovan CSOs need more training in fundraising area, in order to be able to implement good fundraising methods in their organizations. Currently, in Moldova there are not trainers strong enough in this field, so the Moldovan CSOs should be trained by trainers from others countries. At this point, the POINT platform could support our CSOs development.

**Bulgaria - Czech Republic - Georgia - Hungary - Moldova - Poland - Romania  
Serbia - Slovakia - Ukraine**





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