ICFO

Annual Report 2019

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A. Preliminary Remarks

This annual report covers all major activities of ICFO and notably the acts of ICFO Board from 1 January to 31 December 2019, which will be presented for approval to the Annual General Meeting of ICFO on 6 June 2020.

B. Developments

1- ICFO-Members

All members as of the 31st of December 2019

By the end of 2019, ICFO counted thirteen ordinary members and seven supporting members.

Ordinary Members:
- Canada: Canadian Council of Christian Charities (CCCC)
- France: Comité de la Charte du Don en Confiance (DEC)
- Germany: Deutsches Zentralinstitut für soziale Fragen (DZI)
- Italy: Instituto Italiano della Donazione (IID)
- Mexico: Construyendo Organizaciones Civiles (CONFIO)
- Netherlands: Centraal Bureau Fondsverwerving (CBF)
- Norway: Stiftelsen Innsamlingskontrollen I Norge (IK)
- Rep. China: China Charity Alliance (CCA)
- Spain: Fundación Lealtad (FL)
- Sweden: Svensk Insamlingskontroll (SI)
- Switzerland: Stiftung Zewo (ZEWO)
- Taiwan: Taiwan NPO Self-Regulation Alliance (TWNPO)
- USA: BBB Wise Giving Alliance (BBB)

Supporting Members
- Austria: Österreichisches Spendengütesiegel (AUSTRIA)
- Brazil: Instituto Phomenta (IP)
- Czech Republic: Association of Public Benefit Organizations (AVPO)
- India: Credibility Alliance (CA)
- Japan: Japan Center for NPO Evaluation (JAPAN)
- Luxembourg: Don en Confiance Luxembourg (DONLUX)
- Ukraine: Charity Tuner (CT)

2- Annual General Meeting

The Annual General Meeting was held in Prague, Czech Republic on the 25th of May 2019, Husův dům, Jungmannova 22/9, 110 00 Nové Město, Prague. The Czech Republic member organization Association of Public Benefit Organizations hosted the meeting, which was attended by representatives from Europe, Asia, North and South-America.

Topics discussed:
- The CFRE organization was presented by Eva Aldrich, President and CEO of CFRE International
- The blockchain project of giving coins was presented by Art Taylor, ICFO board member
- An overview of ICFO members based on feedback of big numbers and country reports was presented by Ana Benavides, Vice President of ICFO
Canada, Mexico, France, Czech Republic, Japan, Sweden, Spain discussed their experience and thoughts on the following topics:
- disagreements over standards
- Social Impact: as monitoring agencies what are we doing
- Balance between rigorousness and efficiency in the monitoring

Austria, India, Norway, Ukraine shared their experience and thoughts on the following topics:
- Social impact: measurement and methodologies
- Which are the standards that always need a verification

Taiwan, Slovakia, Spain, Switzerland and Czech Republic shared their experience and thoughts on the following topics:
- Social impact: Is it realistic to ask NGO to work in social impact? How to evaluate it?
- Reliance on NGO: risk-oriented approach on the analysis

Brazil, France and Germany shared their experience and thoughts on the following topics:
- The appeal process
- Efficiency in the monitoring process

The ICFO reimbursement policies for hosting the AGM and Board Meetings were revised
- The need to review the supporting member criteria was discussed

Election
- Nathalie Blum, Executive Director of Don en Confiance, has been reelected as Secretary General

3- Board Meetings
Board Meetings took place on the following dates and locations:
15 February 2019 Board Meeting, Paris, France
26 April 2019 Board Meeting by Skype
23 May 2019 Board Meeting, Prague, Czech Republic
10 October 2019 Board Meeting by Skype

4- Public Annual Conference
The Public part of ICFO AGM was held on May 24th hosted by Association of Public Benefit Organizations Czech Republic (AVPO CR) together with International Association of Charity Monitoring Organizations (ICFO) on the topic “Building and Protection of Nonprofit Credibility” with the financial support of International Visegrad Fund.
The total attendance was about 100 persons.
The conference languages were English and Czech, with translators.

After the welcoming speech by Martina Ziegerer, President of International Committee on Fundraising Organizations (ICFO) and executive director of ZEWO, the following topics were addressed:

NGO Public Image in Europe and Eurasia
David Lenett, Program Manager of Civil Society Organizations Sustainability Index for Central and Eastern Europe and Eurasia, FHI 360

The Reputation of Nonprofit Organizations in the Civil Society Development
Pavol Frič, sociologists, Faculty of Social Sciences, Charles University

Government funding for the Czech non-profit sector: transparent or unknown?
Vladimir Hyánek, Centre for Nonprofit Sector Research
Trusted Nonprofit Organization – What Not to Forget?
Marek Šedivý, Association of Public Benefit Organizations CR

Annual Report – How to merge Transparency and Attractiveness
Burkhard Wilke, Director of Deutsches Zentralinstitut für soziale Fragen / ICFO member

Award Announcement: Non-Profit Organization of the Year 2019 and Golden Banana 2019
Foundation for Civil Society Development (NROS) and AVPO CR

WORKSHOPS

WORKSHOP A
Data Presentation in the Media: How to Attract Attention and Remain Trusted
Jaromír Mazák, Charles University teacher

WORKSHOP B
Protect Your Brand, It Raises Trust
Michaela Chytilová
Chytilová & spol., Patent Office

WORKSHOP C
Control System as a Tool for a Successful Nonprofit Organization
Jana Křížová, Director
Nina Mertová, Quality Manager
PFERDA Association

WORKSHOP D
Get Attention – Tell Your Story
Martin Groman, journalists

WORKSHOP E
International workshop V4 Group Countries/ICFO – Seal of Approval
Moderators: Martina Ziegerer, Zewo Foundation Switzerland and Marek Šedivý, AVPO ČR

5- Other activities

Country reports analysis
The questions included in the country reports analyses were revised and completed by Ana Benavides.

Newsletter
4 newsletters were issued and sent to all members in 2019: in March, 2 in May, and December.

Exchange between members
- The Swedish ICFO-member Svensk Insamlingskontroll met in Berlin with Burkhard Wilke and Christel Neff from to exchange experiences. DZI and Svensk Insammlingskontroll discussed possibilities to find ways of higher levels of participation of the fundraising sector on the standards of Svensk Insamlingskontroll
- DZI in Germany had another initiative to continue a project between Charity Tuner, Ukraine and DZI that was implemented in 2018 and financed by the German Foreign Office. Due to a large number of project proposals the renewed application was not successful.
- Burkhard Wilke from DZI in Germany was a speaker at Österreichisches Spendengütesiegel national event “OSGS- Forum” for auditors and NGOs in Austria
- Ana Benavides, from Fundación Lealtad was invited to exchange with the monitoring team in France on December 11 regarding methodology of pre analysis
- Ana Benavides, from Fundacion Lealtad had constant relations with Confío in Mexico as Ana is member of the Board.
- Dr. Harish Vasishth from Credibility Alliance in India came over to Japan for giving a speech at their symposium in July 2019.
- Stiftung Zewo in Switzerland had phone and mails exchanges on specific events
- Kenichi Sugita from Japan did visit Zewo's office in Zurich for exchange monitoring systems in May 2019

C. Financial Statements – Results 2019

The ICFO Financial Statements 2019 are attached to this Annual Report

D. Auditor’s report

The ICFO Auditor’s Report 2019 is attached to this Annual Report
International Committee on Fundraising Organizations (ICFO)

Euros

Audited

Profit and Loss account

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Membership fees</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- full members</td>
<td>14,418</td>
<td>16,198</td>
</tr>
<tr>
<td>- supporting members</td>
<td>3,881</td>
<td>3,494</td>
</tr>
<tr>
<td>Reversal Booklet project</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>18,298</td>
<td>19,691</td>
</tr>
<tr>
<td>Interests</td>
<td></td>
<td>0</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>18,298</td>
<td>19,691</td>
</tr>
</tbody>
</table>

**Expenses**

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>AGM and Board meetings</td>
<td>7,444</td>
<td>5,926</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>311</td>
<td>8</td>
</tr>
<tr>
<td>Bank charges</td>
<td>274</td>
<td>498</td>
</tr>
<tr>
<td>Website</td>
<td>934</td>
<td>9,082</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>8,962</td>
<td>15,514</td>
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</tbody>
</table>

**Net profit**

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net profit</strong></td>
<td>9,336</td>
<td>4,177</td>
</tr>
</tbody>
</table>

Balance sheet as per 31-12

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ABN-AMRO Bank</td>
<td>114,782</td>
<td>104,247</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>0</td>
<td>318</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>114,782</td>
<td>104,565</td>
</tr>
</tbody>
</table>

**Liabilities**

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Booklet project</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Prepaid membership fee</td>
<td>0</td>
<td>556</td>
</tr>
<tr>
<td>Payable CCC</td>
<td>1,974</td>
<td>537</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Equity**

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retained earnings</td>
<td>112,808</td>
<td>103,472</td>
</tr>
<tr>
<td><strong>Total Equity</strong></td>
<td>114,782</td>
<td>104,565</td>
</tr>
</tbody>
</table>

Approval date: March 12, 2020
To the Annual Meeting of
International Committee on Fundraising Organizations (ICFO)

AUDITORS REPORT FOR 2019

I have audited the annual financial statements of the International Committee on Fundraising Organizations (ICFO) as of 31 December 2019, showing a net profit of €9 336. The financial statements comprise the balance sheet and profit and loss account. These financial statements are the responsibility of the Board of Directors and the Secretary General of the Committee. My responsibility is to express an opinion on these financial statements and on the other information according to the requirements on Auditing and Auditors.

I conduct my audit in accordance with generally accepted auditing standards. Generally accepted auditing standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidencing supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by the management, as well as evaluating the overall financial statement presentation. To the extent required by law and generally accepted auditing standards, an audit also comprises a review of the management of the Committee’s financial affairs and its accounting and internal control systems. I believe that my audit provides a reasonable basis for my opinion.

In my opinion, the financial statements are prepared in accordance with the statutes and present the financial position of the Committee as of 31 December 2019, and the result of its operation for the year then ended, in accordance with generally accepted auditing standards.

Oslo, 20 February 2020

[Signature]

Certified Public Accountant (Norway)