



ROMANIAN - AMERICAN
FOUNDATION
A gift from the American people

**ROMANIAN-AMERICAN
FOUNDATION**

ANNUAL REPORT 2016

Dear friends,

Last October we celebrated seven years of work in Romania. Any successes we have had during this time are due to the visionary people who are our partners – or better said, “changemakers.”

RAF is both a part of and caregiver to an ecosystem of like-minded people, organizations, other funders, beneficiaries or plain enthusiasts for social change. So this year’s annual report is written by them.

We have invited a few of the Changemakers to share what change means to them. While we couldn’t include every story that touched us in this report, we hope to provide the opportunity to share more over the coming year through our blog.

We are grateful to Mona Dîrțu and Raluca Ion, the enthusiastic journalists who contributed their thinking and writing to this report and who uniquely illustrate the complexity of *Fondul Științescu* and *Fizica Altfel* interventions.

In *Științescu’s Lessons*, Mona Dîrțu tells the story of a program that brings together local communities to help raise students’ interest in STEM subjects, while stimulating philanthropy. It shows how the program impacts thousands of children, their teachers, parents, and peers. It illustrates the intricate facets and complexity of community foundations’ work. And it shows the power of a community once it unleashes its drive to grow.

Raluca Ion has followed the changes in the education system with the new approach in teaching Physics. In the piece *Fizica Altfel* she writes about a reform started five years ago by a group of passionate teachers that triggered an awakening in students. Inquiry-based learning not only shattered the apathy and boredom in the classroom, but it helped students understand the subject and encouraged them to be inquisitive. It introduced them to critical thinking, problem-solving, and teamwork. And it gave teachers a sense of professional fulfillment. This story speaks also about another type of philanthropy: the power of walking the extra mile fueled by passion and responsibility to others.

Our colleague Raluca Baran discussed with Oana Mitea the “making of” the Țara Făgărașului Community Foundation. This is the story of people who were able to rally a small community, with limited economic power, to come together and give their time, expertise, and resources to turn their region into a more vivid, pro-active, and philanthropic place. Their success can help others see that this could be possible anywhere. And it shows, once again, that our “line of work” is not about economics but about the people.

This eclectic mosaic of stories and insights from our Changemakers reflects our programs’ diversity and wide reach. These Changemakers and many others like them have our utmost respect and admiration for what they do and what they stand for. What a great story for us all to be a part of!

Annual letter



EMPOWERING CHANGEMAKERS

Connecting people, ideas and resources.

Since 2009

ABOUT RAF

The Foundation is a symbol of America's enduring commitment to the Romanian people and Romania's historic transition to a market-based economy.

Photo: Doria Drăgușin

INOVAȚIE ȘI ANTREPRENORIAL

Mission

The mission of the Romanian-American Foundation is to strengthen and promote conditions for a sustainable market economy and a democratic society that provides access to opportunity for all segments of Romanian society.



The rural economy becoming a significant economic driver



Innovation and technology becoming an integral part of the Romanian economy



Philanthropy becoming a societal value, grounded in solidarity and trust



Young people being encouraged to become leaders for change and progress



Communities shaping their own future

Vision

Our long-term goal is to contribute towards:

Our History

The Romanian-American Foundation was created in 2009.

The Foundation’s roots go back to the dawn of Eastern-European democracy, in the early 1990s, when the United States government decided to assist former communist countries’ transition to a market economy and democracy. The Support for Eastern European Democracy (SEED) Act provided a public-private partnership mechanism in the form of enterprise funds.

The Romanian-American Enterprise Fund (RAEF) was created in 1994 by the U.S. Congress, with an initial capital of \$50 million. RAEF’s portfolio of investments and development activities proved very successful in the Romanian marketplace. At the end of its mandate, according to the contractual terms, RAEF returned half of the initial grant to the U.S. State Department, the remaining half and all the profits constituting the endowment for a Foundation in perpetuity. Currently, RAF’s endowment is around \$120 million.

- 1989 SEED ACT
- 1994 SEED Act Grant to Romania, RAEF created
- 1994 - 2009 RAEF investments in Romania
- 2009 Creation of the Romanian-American Foundation

Strategy

Our aim is to use our resources wisely and efficiently.

Our interventions are targeted around three strategic priorities that we perceive as having tremendous potential for growth and that will contribute to a better Romania: rural economy, technology and innovation, as well as philanthropy and civic engagement.

We use education as a cross-cutting investment throughout all of our work. We believe that by contributing to the formation of skilled and well-prepared new generations of students we support the long-term sustainability of our interventions.



RURAL ECONOMY

In our effort to contribute to the economic development of rural communities, together with national partners and local leaders, we have designed complex programs that tackle two niches where we see great potential: small farmers and ecotourism. We complement our interventions in rural areas with educational programs.



TECHNOLOGY AND INNOVATION

We work with teachers, schools, universities and partners from the business and NGO sectors to design entrepreneurial programs that endow students of all ages with the knowledge and technical skills required by today’s competitive markets.



PHILANTHROPY AND CIVIC ENGAGEMENT

Civic engagement is essential in a democracy, as Philanthropy is for any self-reliant community. We believe that citizens who actively participate in the decision-making process, vote, hold officials accountable, volunteer and donate to causes they believe in are the key to a healthy democratic society.

How We work

Transparency, partnership, and collaboration are an essential part of the RAF culture and work ethic.

We make social investments in the fields we consider strategic, and match them with ongoing technical assistance. RAF programs support projects, ideas and organizations that have a substantial impact on communities and that have a strong potential for scaling-up and replication. We work with our partners to co-design our collaborative efforts, and adjust them to incorporate lessons learned. In general, programs are funded by invitation only. However, we are open to exchanging ideas for potential initiatives with eligible organizations.

RAF’s programming in Romania is exclusively implemented through the funding of NGOs. The final approval stays with RAF’s Board of Trustees.

The Process



SEARCH FOR PARTNERS

We identify partners and ideas by proactive solicitation. We carefully evaluate each of them, using a clear set of criteria. We are also open to receiving proposals at any moment.



WORK TOGETHER

We work closely with each selected partner to develop a pilot for the idea. Our aim is to develop innovative ideas, with the potential to scale and leverage resources.



DESIGN AND TEST

We test the idea for sustainability and impact.



SUPPORT

We build a supporting network and/or community to expand the support and resources available and to nurture the initiative.



SCALE AND REPLICATE

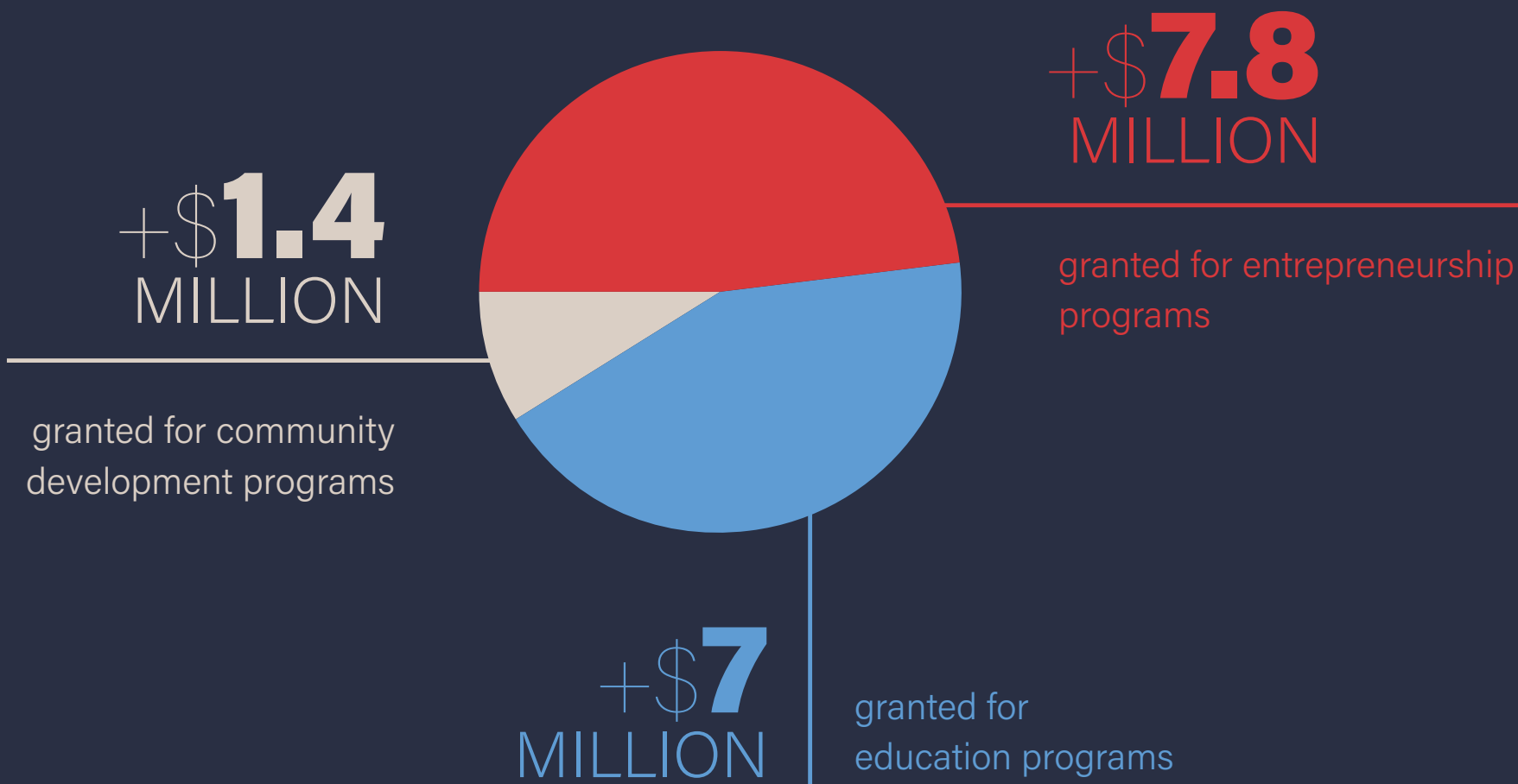
We support scale up and replication, where feasible, through advocacy, connecting with new funders etc.

RAF Investments

2009-2016

+\$16.2MILLION

in RAF grants and Program-Related Investments 2009-2016



+160
grants awarded

+70
partner NGOs

+\$7.5
MILLION
co-invested or attracted
by our partners

+\$1.68
MILLION
in Program-Related
Investments (PRIs)

RAF Investments

2016

+\$3.3 MILLION

IN NEW GRANTS, IN 2016

+\$1.7 MILLION
ENTREPRENEURSHIP PROGRAMS

Company of the Year Competition
Photo Courtesy of Junior Achievement Romania

90

active grants

+\$1.3 MILLION
EDUCATION PROGRAMS

Magic Science, Științescu Sibiu
Photo courtesy of Fundația Comunitară Sibiu

44

newly contracted
grants in 2016

+\$0.3 MILLION
COMMUNITY DEVELOPMENT PROGRAMS

Community Foundations National Conference
Photo courtesy of Federația Fundațiile Comunitare din România

+45

partner NGOs



ABOUT RAF

STORIES

CHANGEMAKERS

RURAL ECONOMY

TECHNOLOGY & INNOVATION

PHILANTHROPY & CIVIC ENGAGEMENT

PRIs

GRANTS

FINANCIAL STATEMENTS

PEOPLE

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RAF House

RAF House stands as a symbol of our long-term commitment to contribute to Romania's development.

The historical building, dating from the 1920s, has served as a space open to social interaction through the years. Today, RAF House is a hub where civil society organizations can meet and exchange ideas.

The ground floor rooms are offered, free of charge, to not-for-profit organizations to host events in line with our scope of work.

In 2016, RAF House hosted over 140 events organized by civil society organizations, which brought together more than 3,000 participants. This translates into an estimated RAF in-kind contribution of over \$105,000.





OUR STORIES

We've selected a collection of stories to showcase how change happens. In most cases, the secret ingredient is passionate people who demonstrate that where there's a will, there's a way.

LegoFun , Științescu Sibiu
Photo courtesy of Fundația Comunitară Sibiu



ABOUT RAF

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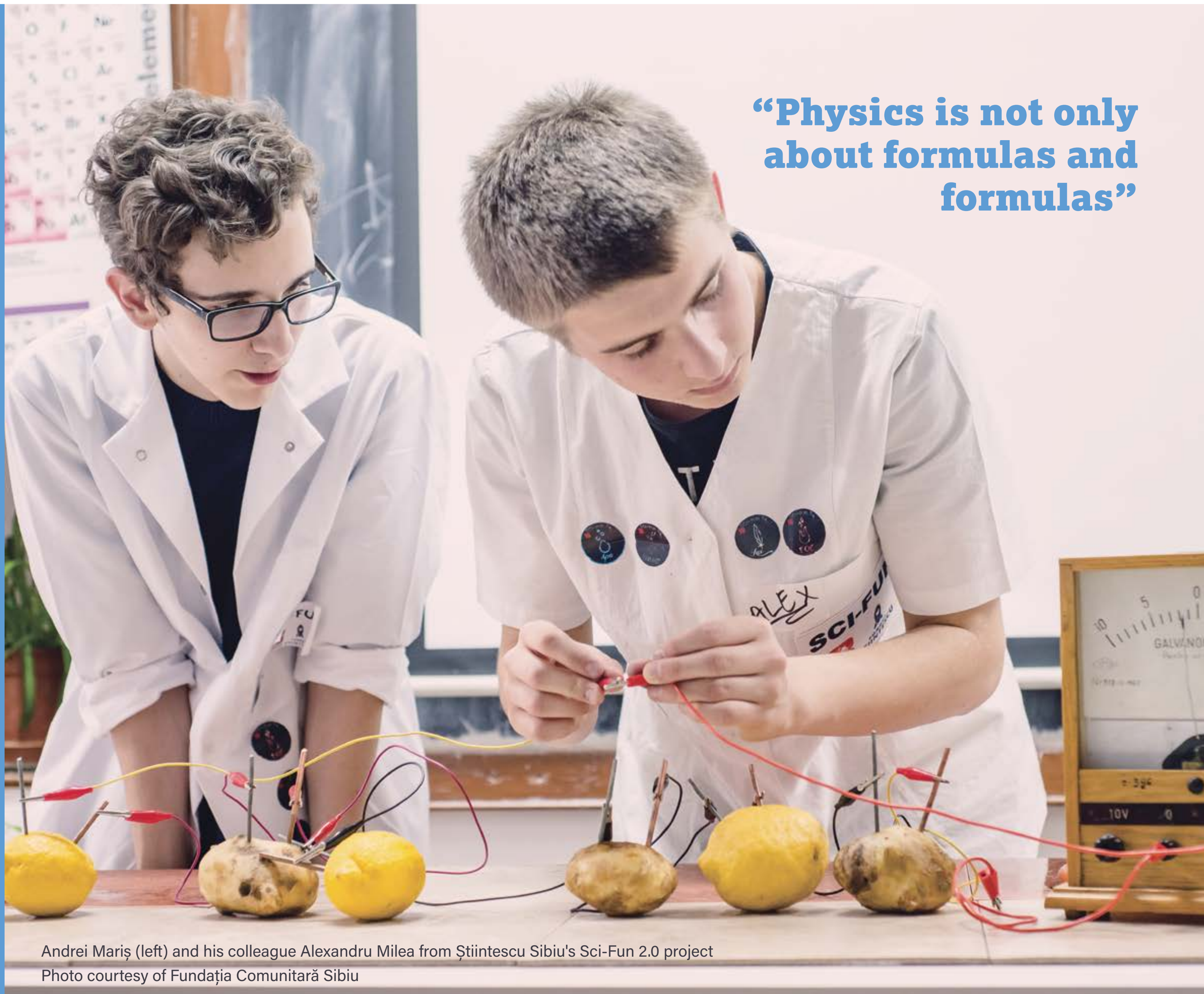
9

ȘTIINȚESCU'S LESSONS

BY MONA DÎRȚU

Mona trained to become a Chemistry and Physics teacher, but she ended up working as a journalist for over 20 years in general and business media. She was the Editor-in-chief of Business Magazin and Money Express, and she is currently writing the Monday Memo weekly press review. She also delivers business storytelling, training, and e-learning courses and mentors young journalists.

Forget about the Olympics - about the hard fought victories, the gold medals, the glorious headlines sprinkled upon “Romania’s genius kids”. This is a story about the average Romanian kid - about thousands of them, to be precise - who experienced for the first time the sciences as they always were: unbound by the austerity of a school curriculum, naturally fascinating, useful, surprisingly fun.



“Physics is not only about formulas and formulas”

Andrei Mariș (left) and his colleague Alexandru Milea from Științescu Sibiu's Sci-Fun 2.0 project
Photo courtesy of Fundația Comunitară Sibiu



Here's Legolas the Elf, for example - Orlando Bloom's character from "The Lord of the Rings". Some 30 seventh-graders from Iași, a city in North-Eastern Romania, try to help Legolas transport a bunch of weapons up a hill. Everybody knows Legolas is a fictional character, of course, but that doesn't make the task less critical. And it's not about grades this time. They're simply playing with Legos - though, curiously, a formula from the physics textbook will prove wonderfully handy in finding the solution.

"This Legolas story disguises our intention, you know?", says Florin Anghel, one of the three teenagers who created the Legolas problem to spice up Techno Brick 2, their extra-curricular project. "We tell the kids we're going to play together with Legos, and that's something they all love. But, besides playing, we want them to learn something". For example, they can learn to solve an inclined plane problem by studying the dynamics of the Lego construction instead of decomposing the force vectors, as they were taught in school. "Physics is not only about formulas and formulas. It has a lot of practical stuff, but the children don't always grasp this", adds Rareș Crăciun, Florin's colleague.

Florin, Rareș and Sabin Grigoraș - the last partner of the trio - invented the Lego-Legolas problem to upgrade Techno Brick 1, an engineering and robotics workshop they attended as students the year before. They loved the idea of reshaping the workshop from their half-student/

half-teacher perspective, so they decided to add their own objective. "We wrote it down in the application. We wanted to show to both teachers and students how important the practical side of the sciences is, and how much the kids can learn when they see things", Rareș explains.

So, did it work? "Yes", says Florin. "One day, after the workshop, a kid came to me and said "Thanks, now I really understand what we've learned at school".

A moment of silence interrupts the flow of the Techno Brick story. The boys look at one another and smile. That's what learning is all about, isn't it?

Their hypothesis proved to be correct to the last letter: the kids learn more easily, indeed, "when they see things". Quod erat demonstrandum.

And Techno Brick is just one of over one hundred little projects that tell the greater story of the Științescu Fund. It's also a developing story: before Techno Brick 2 there was Techno Brick 1, a project created in 2015 by two trainers who liked the enthusiasm of Florin, Rareș and Sabin so much that they encouraged the three teenagers to take over the workshop and grow it further. To become teachers themselves, in other words.

"There's this concept of learn-practice-teach, you know?" says Florin. "That's what we did; we just followed the steps of the concept".

MR. ȘTIINȚESCU IS BORN

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The remarkable insights of these three teenagers might have never existed if it wasn't for a little "what if?" question raised few years ago. "It was the autumn of 2014", remembers Roxana Vitan, RAF's President. What if we nurtured the revival of science education all across the country, we wondered, by funding, with the help of RAF and with money raised by the communities, little science projects for middle school kids - for thousands of them? "Because education is, in the end, a community's responsibility", she argues; "that's something we, as a nation, have yet to learn". And STEM education - an acronym for science, technology, engineering and math - is something we can't afford, as a nation, to fall behind on.

So Roxana Vitan asked the question - "the seed of an idea", as she describes it - of the community foundations and gave it enough space and time to germinate at its own pace. "There was only an idea back then, not a plan. We knew that before starting any serious planning, everyone should go back to their community and explore if - and how - it can be done".

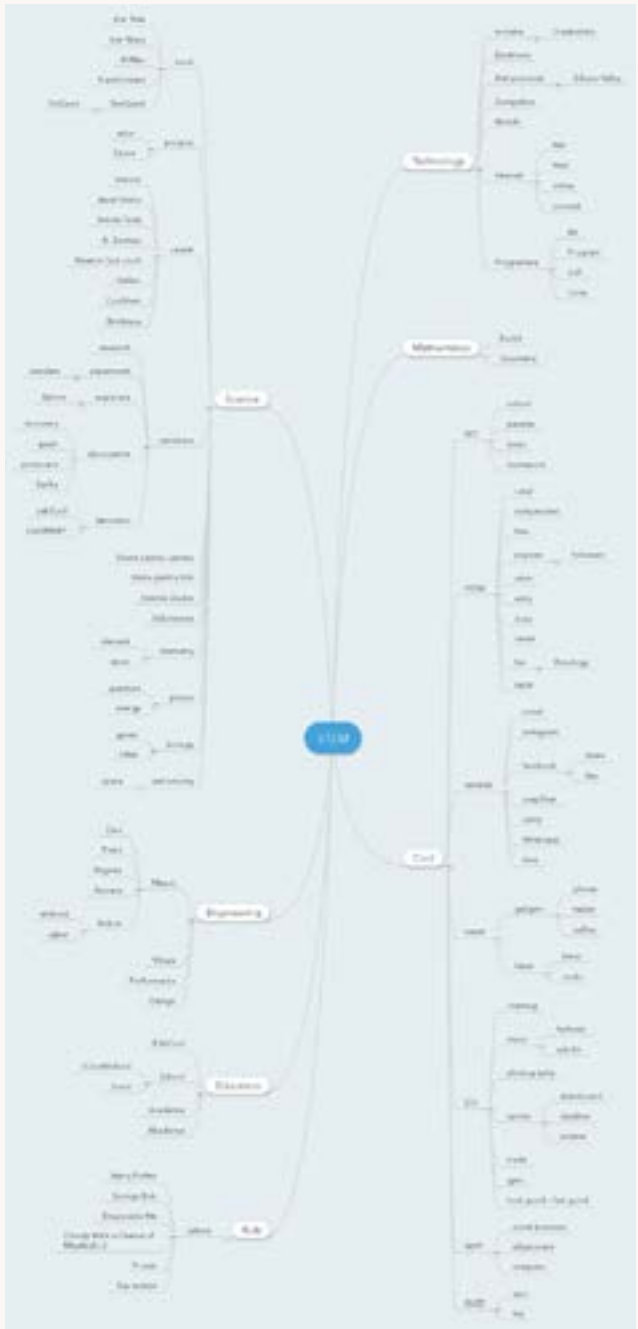
Științescu Iași, Techno Brick 2: Florin Anghel, Rareș Crăciun, and Sabin Grigoraș make a great team!

Photo courtesy of Fundația Comunitară Iași



Fast forward to 2015. The little “what if?” embryo grew, inch by inch, until it took a life of its own in four cities - Sibiu, Iași, Cluj and Bucharest - where the Științescu Fund was first launched as a pilot project. What about the name of the fund? “Oh, it’s the community foundations that came up with the name”, says Roxana.

Ciprian Ciocan, the head of the community foundation in Sibiu, doesn’t remember who exactly came up with the Științescu name. “I only remember I wrote down a mind map with all the ideas that came to our minds. Do you



The mind map is considered Științescu's symbolic birth certificate

want to see it?”. Of course I do; that mind map might be considered the project’s symbolic birth certificate.

Here it is: an indistinctive word document, A4, portrait. In the middle, highlighted in bright blue, the word STEM, surrounded by seven branches and a swarm of over 100 words in small font; “discovery”, “Eureka!”, “challenge” and “cool” are among them. On the left side of the page, a list of seven names, mostly scientists - including Tesla, Einstein and Newton (labeled “not cool” into brackets, as if this was his nickname). The last of the seven listed scientists? Someone nobody ever heard of: Mr. Științescu.

For a Romanian native, the name “Științescu” doesn’t need much of an explanation. It comes from “știință”, the Romanian word for “science”, and “-escu”, a frequent ending for family names. The most common Romanian name? Ionescu. The most celebrated poet? Eminescu. The most revered composer? Enescu. The last communist president? Ceaușescu. The first post-communist president? Iliescu.

LOCAL FLAVORS
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Fast forward to 2016. Under the umbrella of this single, unifying name, a spectacular diversity of passions and creative ideas blossomed during Științescu’s first years. As 2016 dawned, eight other cities launched their own Științescu Fund, adding to the initial four. The list of funded

projects grew from 42 during the pilot phase to over 100, and among those who applied were science teachers, active and retired, from both towns and villages; students; engineers; all sorts of people who love science and technology, including a kinetic sculptor from Cîsnădie, a small town near Sibiu; and a librarian from Cîtnari - a village famous for its wine - who literally aimed for the stars and organized an astronomy club.

Each community foundation raised money to fund the projects in different ways. In Sibiu, for example, Ciprian Ciocan activated his network of partners from other projects, many of them local



Științescu Iași, Roboticon project
Photo courtesy of Fundația Comunitară Iași

entrepreneurs. He used to be an entrepreneur himself before 2012, when he left his web development business to become executive director of the newly established community foundation. In Iași, where one of the main financial backers withdrew from the project, the team decided to raise the money by organizing an athletics event modeled on the Swimathon formula, remembers Ciprian Păiuș, who heads the local community foundation. “That’s how we hit the jackpot in the first year: companies ended up sponsoring the event, which gave them more visibility than the fund itself - and some of them even matched the money raised by their employees, who registered in the competition as runners”, says Păiuș. The bottom line: in Iași, the pilot was financed mainly by individuals, not by corporate donors.

There are, also, various other specificities. Științescu Iași, for example, encouraged projects from villages, aiming to spread the idea of STEM into smaller communities. The Sibiu team decided to help establish the flagship Științescu Hub, a place where most of the workshops take place today - some of them are paid, so the hub is also testing an incipient business model that may someday cover its operating expenses. They also created, in Sibiu, a special fund dedicated to students who want to teach sciences to kids - and they christened it, naturally, Științescu Jr.

"The sciences are not as boring as the kids thought"

One of Științescu Jr.’s success stories is Sci-Fun, now in its second year. It started in 2015, when a handful of ninth-graders led by Daniel Popescu - Dani, as everybody calls him - imagined “a four-day festival dedicated to light”. Why light? Because 2015 “is considered the international year of light”, explains the application form. They got the funding, and as a result they combined in a “best of” list the most spectacular experiments they had heard of. Three sciences were covered in their "festival": biology, chemistry and physics.

The “Octavian Goga” high school, where they are students, provided the school lab and - at the beginning - some adult supervision. Științescu Jr. provided, along with assistance in planning the project, the money for the substances and materials: \$208 in the first year and \$304 in the second.



The team’s main ambition was to let the sixth-graders make experiments with their own hands, when possible. After two years of Sci-Fun, they’re happy with the results: they proved to almost 250 gymnasium kids that the sciences are not as boring as they thought. It wasn’t always easy, of course. “One company wouldn't sell us the substances”, says Andrei Mariș, who joined Dani’s team during Sci-Fun’s second year (when they also changed the “light theme” to “the four elements”). “When they saw that we’re only 16-years-old, the companies were afraid to sell us substances, I guess”.

THE RIGHT ECOSYSTEM

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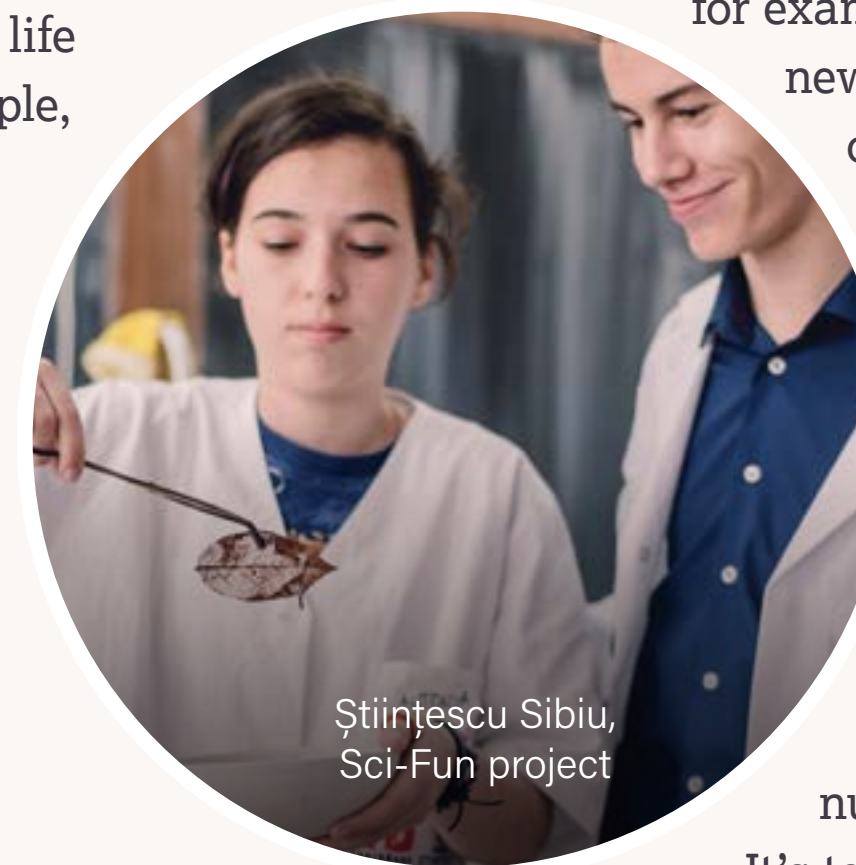
If Științescu were a real teacher, what would he be like? Probably someone who teaches you more lessons than listed in the standard curriculum. Everybody learned while working to bring life into the project. The community foundations, for example, answered along the way the “what if?” question from 2014. There are indeed, in their communities, people who resonate with the idea of developing and funding small educational projects for kids, “an abundance of little initiatives locally grown, and financed by the community”, as Suzana Dobre, RAF’s program director for education, describes them.

Some of the community foundations also learned to run a larger, more complex program. “Științescu was an opportunity for us, at the Iași community foundation, to improve our grant making processes, for example”, says Ciprian Păiuș.

The teachers, in turn, learned that there are still a lot of things that can be done, despite the scarce resources provided by the public education system. “Some middle-aged teachers from the village of Valea Lupului told me that with Științescu they did things they were dreaming of in college”, says Ciprian Păiuș.

The students learned teamwork, how to write a project, how to keep the costs in check and, crucially, how to manage a group of enthusiastic, noisy kids playing scientists. They have also improved, thanks to Științescu, their presentation skills. “And we understood why our teachers don’t do more complex experiments in

the classroom”, says Dani Popescu from Sci-Fun. “The substances are so expensive, and they get such little funding; we never thought about that before”. Some of the kids even learned surprising concepts that have nothing to do with the sciences. Dani and Andrei for example, say they cannot apply next year with a new version of their workshop, as they’re now part of YouthBank, another project run by the Sibiu community foundation. "We would be in a conflict of interest", explains Dani. They both laugh when they hear out loud those two words. Who would have thought you can learn this kind of stuff before graduating high school?



The Științescu Fund grew some healthy roots during the past few years, that's for sure. Can it nurture a revival of STEM education in Romania?

It’s too early to say, obviously. It takes years to answer such a question - and even if STEM education will blossom again in Romania someday, we may never know how much Științescu contributed. What’s certain, for now, is that twelve of the community foundations tested, in real life, their power to aggregate community resources and redirect them to a multitude of community-generated educational projects. Some of these projects have a good chance to live on without the funding from Științescu - and to coagulate around various science "micro-communities", as Ciprian Păiuș calls them. "We've designed an ecosystem in Sibiu for these kind of independent initiatives to emerge", says Ciprian Ciocan. "We don't know what they will look like in the end - and that's irrelevant, anyway".

It takes a village to raise a child, they say. It might well take a community to raise a scientist.

Roxana’s Note: We know it’s confusing, but there is no mistake. Both executive directors are called Ciprian. It was not an eligibility criterion; it just happened.



A WINNING FORMULA

BY RALUCA ION

Raluca Ion is a journalist for the online publication Republica. She was awarded the Superscrieri journalism scholarship for her articles covering education and domestic violence and throughout her career she has published articles in Gândul.info, Dilema Veche, Cotidianul and Evenimentul Zilei.

”In middle school I couldn’t understand Physics at all, nothing made sense. Now it’s quite the opposite, I feel Physics is the subject that best explains what goes on in the world”, says Anca Stroe, a 10th grade student at the Emil Racoviță Natural Science High School in Brașov. The change occurred when she met her high school Physics teacher, Gabriela Deliu, who used a teaching method that made science accessible and attractive for students.



“...teaching science in Romania is shifting from *students learn so they know* to *students learn so they can do.*”

Sciences are fun!
Photo: Tudor Vintiloiu



In an education system built around teachers delivering lesson plans that children memorize and reproduce upon request, the new method seemed rather curious. But a program started six years ago turned things around. Inquiry-based learning was introduced in the new national curriculum for Physics in middle school. It is being used by teachers throughout the country, and is about to be extended, through a pilot program, to another subject: Chemistry. At the same time, teaching science in Romania is shifting from “students learn so they know” to “students learn so they can do.”

The change, now spreading throughout the system, started when a handful of people decided to trust one another and to work together. All they needed was a leap of faith to try and see what they could do, and they exceeded each other’s expectations.

Cristian Hatu, the President of Centrul de Evalua^{re} și Analiza Educa^{țională} (CEAE), was well aware towards the end of the year 2000 of the disastrous scores Romanian students produced while taking international standardized tests. His teacher friends confirmed that judging from their experiences



Students running an experiment in Gabriela Deliu's class
Photo: Tudor Vintiloiu

in the classroom, there was reason for concern: Romanian students were not taught how to think, find solutions to problems, and collaborate. In other words, they were not able to acquire certain key skills needed for today’s labor market. He started looking at what was happening in education in other countries. Having a degree in geophysics and a PhD in the history and philosophy of sciences, Hatu became interested in the way the Physics curriculum

could be reformed in Romania. “I saw serious, really high stakes debates abroad, while in Romania the subject was completely missing from the public space. I tried to go deeper and understand the arguments of those who had generated changes to education systems abroad, and published reports on this topic. I realized it was worth going for a systemic change and at that moment we got support from RAF, who asked: “Beyond what happens in other countries,

how could we apply this way of looking at education in Romania?” This question brought about an apparently insurmountable challenge in a system where both teachers and decision makers were reluctant to change. They all had enough of the failed experiments the Romanian school system had been subject to after the 1989 Revolution.

“The education system was like a solid citadel, with reinforced walls. How could one get through? Then we found a way in the national curriculum. It stipulated that teachers could choose the teaching-learning methods that would build the desired student competencies. This allowed us to start the process of change from the bottom up, independent from the decision-makers”, explains Hatu. Meanwhile, Gabriela Deliu and other Physics teachers around the country were looking for a method to motivate their students to learn, whole-heartedly, the things they would find useful throughout their lives, anywhere they ended up in the world.

After the CEAE team drafted the *Fizica altfel* program, they discussed the role of teachers in the classroom and the instruments that could help them develop student competences. Such a model already existed abroad and had proven very efficient, but it was new to Romania, and at the time the team did not know what steps to take.

CEAE brought an expert to rigorously substantiate the new methodological approach, while many of the professors started, voluntarily, to write down the learning units that would help their colleagues in class. The inquiry-based learning method allows teachers to stir students' curiosity, encouraging them to find explanations for various natural phenomena. All this time, students work in teams developing critical thinking abilities and casting a coherent look on their surroundings and scientific knowledge. "It was a know-how building process. We didn't have an outsider to deliver solutions. Our approach came from another world and we all had to fix the pillars we would later build on", says Cristian Hatu.

Gabriel Negrea, the Principal of the Gheorghe Lazăr National College in Sibiu, joined the program when the team was looking for a way to measure the competencies of students taught



Photo courtesy of Centrul de Evaluare și Analize Educaționale

with the new methods. "In the first stage, I started working on the evaluation component of the project. I was impressed with the thoroughness of the approach: after they started deploying the methodological guide, they used control-classes to evaluate if students taught with the new method recorded any progress compared to the control group. It was for the first time I had seen something like this in Romania, a real change in paradigm", says Negrea.



Gabriel Negrea

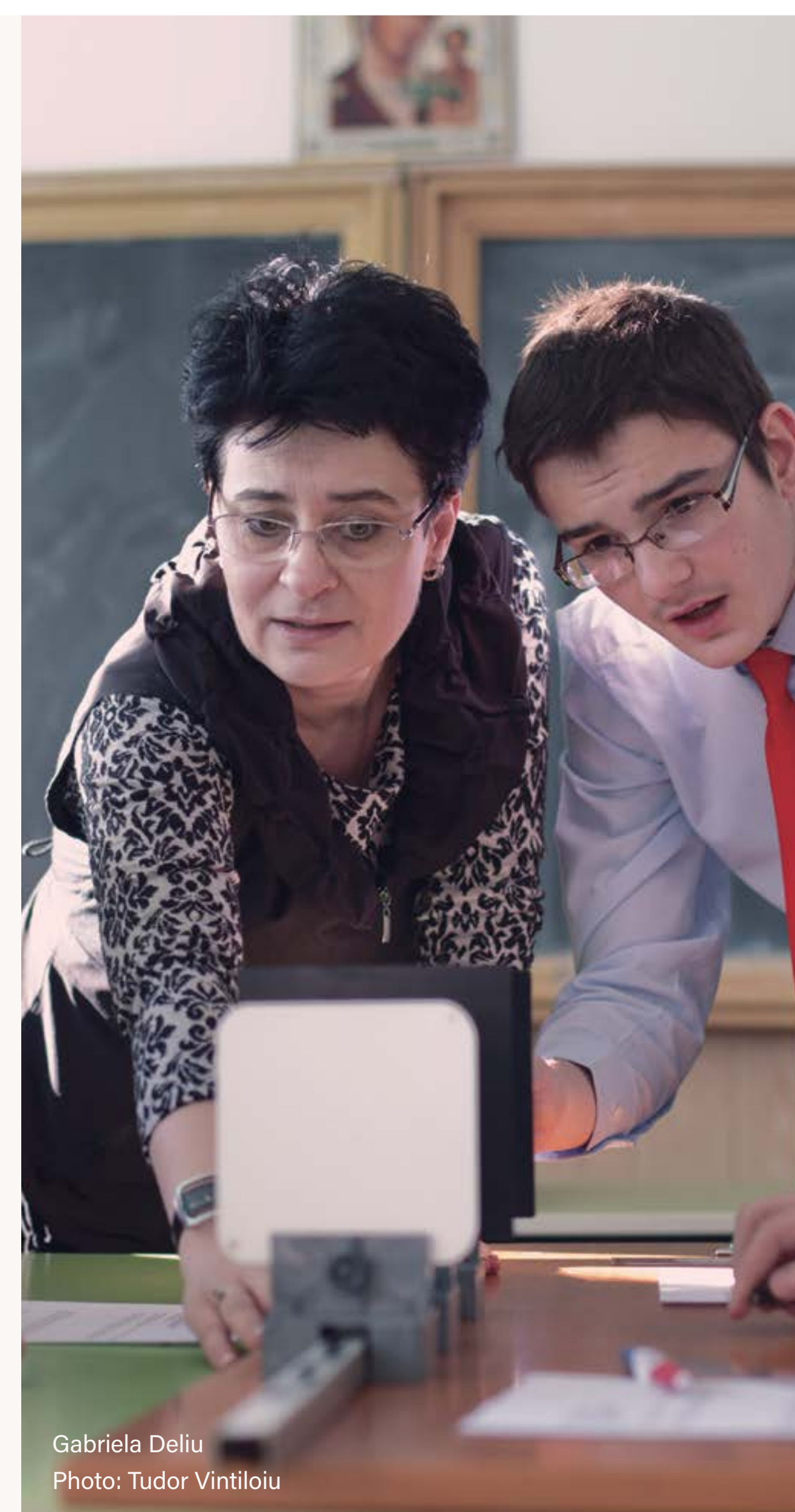
The evaluations, conducted with the support of an OECD expert, showed a 14% increase in the performance of the students who had been using inquiry-based learning.

Besides the methodological guide, CEAE and the teachers from the *Fizica altfel* program have created two accredited courses to help Physics teachers use the new methods in class. "The courses help teachers see the world through their students' eyes so they can better understand how the students learn", explains Daniela Țepeș, a teacher who participated in all the program stages. 1,700 Physics teachers from all over the country benefited from training through the *Fizica altfel* program, and some of them were school inspectors for this subject.

When they saw the results, they became dedicated supporters, and some became trainers themselves. When the Ministry of Education formed a working group to design the new national Physics curriculum, many teachers from the program, including Gabriel Negrea, joined. "Curricular reforms everywhere, not only in Romania, generally follow a top-to-bottom policy. In our case, things started from the teachers' level. It was simply a teachers' initiative, justified by the need to increase students' motivation to learn Physics and improve their performances.

The curriculum changed the paradigm from the theoretical, descriptive approach specific to science teaching in Romania, to an inductive one, focused on supporting students to investigate and discover, which I believe is beneficial for the children. It helps them acquire the necessary knowledge in day-to-day life", says Negrea.

In 2017, CEAE pilots the *Chimia altfel* program, supporting 200 teachers to use inductive methods, this time in teaching Chemistry. When asked why she chose to change the way she teaches, Deliu explains: "In 10-20 years, today's children will have to adapt to a very unpredictable labor market. This is why we want to help them acquire a set of skills they can use in any situation." What kept her involved in the program, despite the difficulties? "My students, especially when they experience wow moments and exclaim *I really can do this!*"



Gabriela Deliu
Photo: Tudor Vintiloiu

ȚARA FĂGĂRAȘULUI: THE MAKING OF A COMMUNITY FOUNDATION

We sometimes go back to our childhoods in the most surprising ways. As a child, Ștefan Cibian used to visit his grandparents in Făgăraș. Years later, after having studied and worked abroad, he came back to the little town with the belief that he could give something back and with a dream to lend a hand to the growth of a community he deeply cared about.



Swimming contest

Photo courtesy of Fundația Comunitară Țara Făgărașului

“We wanted to send a message that we care, we’re there for the community and we want to be involved. We just had to be there!”



In March 2013, he discussed with Oana Mitea the possibility of creating a community foundation in Făgăraș. She loved the idea, but did not understand very well how it would work. “It all sounded exciting, but I needed to know more”. Ștefan facilitated a work visit to Asociația pentru Relații Comunitare (ARC) in Cluj, where they were introduced to the world of community foundations – these dynamic entities that help communities organize and find local resources to address a local problem. The four participants in this visit came back with a mission to create a community foundation that would serve the people living in the former Făgăraș County. “It was March 2013. We came back from Cluj knowing we had to raise 37,500 lei by May. In our little town, fundraising was a relatively new concept – if people made donations, they went to the church or the school prom. There was no such thing as raising funds for a cause or to address a community problem”, recalls Oana Mitea.

“We knew that the people in Făgăraș had an acute need for cultural events, and we saw this as an opportunity to give them something they would appreciate, while getting them involved.”



Bikeathon

Photo courtesy of Fundația Comunitară Țara Făgărașului

To make this happen, the 13 founding members, together with 20 people from local action groups started to call everyone: friends, family members, neighbors, businesses. They reconnected with childhood friends who, even if living elsewhere, wanted to help by volunteering in organizing the events, donating, or liaising with potential sponsors or individual donors.

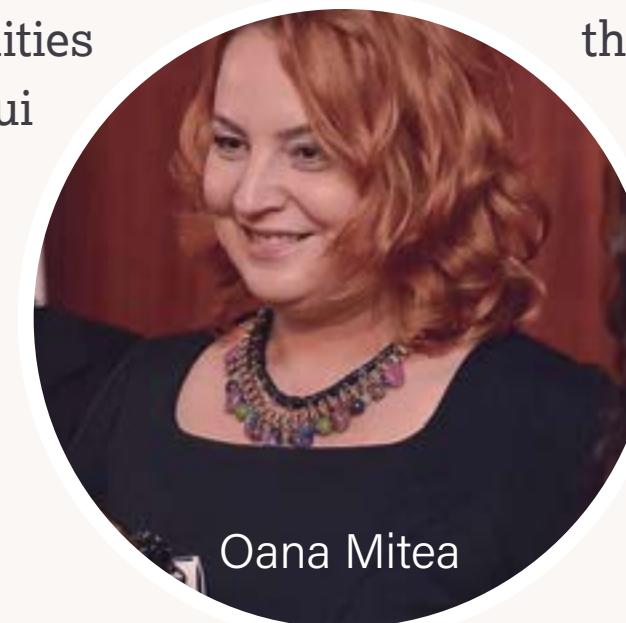
“I don’t know how, but we pulled through. We put together three events: we invited Răzvan Suma to play his violin at our Community Gala, we organized an unconventional recital with tenor Vlad Miriță in the railway station,

and we hosted a concert in a club. With the support of 120 individual donors and seven local companies, we raised over 40,000 lei, a little more than the required 37,500 that was matched by ARC. Thus, we had the necessary funds to proceed with the formalities of setting up the Țara Făgărașului community foundation”, explains Oana.

Once they had the organization registered, they started to design a work plan. It was a time of calculations, projections

and figuring out the next steps. As they advanced, it became more and more obvious that this was a full-time endeavor that required hired staff, a strategy, and a constant pool of supporters. Oana Mitea decided to stay on as the foundation’s Executive Director. The elected board of directors provided guidance and support. In the fall of that year, they launched the foundation’s first two programs: Youth Bank and a scholarship fund.

Oana recalls how in the beginning they put a lot of time and effort into



Oana Mitea

building a sound relationship with their donors: “We needed to gain their trust, to prove that we use the funds responsibly and account for it transparently. It was something they were not acquainted to – following-up on your donation, seeing how it makes a difference. We keep our supporters informed, we send them reports, and we incorporate their feedback. In the long run, this weighs a lot. At the same time, we had to strengthen our relationship with the community. We had to capitalize on this initial energy, which is very volatile if left latent. We were everywhere,

at each and every public event, whether or not it was related to our scope of work. We wanted to send a message that we care, we’re there for the community and we want to be involved. We just had to be there!”

Things settled down and the team, together with the board of directors, reached the turning point of beginning to design a strategy for the foundation. They identified seven strategic directions for the organization - from education, entrepreneurship, culture, health, arts & sport to

rural development and social inclusion.

Oana and her team are currently managing a wide portfolio of programs, such as the Donors Circle, YouthBank, Bikeathon, Științescu and other funds that support projects such as after-school programs in rural areas, scholarships for children and youth, and the development of civic journalism.

Fondul Științescu had been on their radar for some time. Oana had followed the developments throughout the pilot phase of the program, and had shared her enthusiasm with a friend who is a researcher in France. Together they thought of options for bringing Fondul Științescu to Făgăraș. They already had connections in schools, and these connections confirmed that such a program would be well-received.

In 2016, they successfully applied to Fondul Științescu. “We toured the schools in Făgăraș, Rupea, Victoria, as well as in the communes. We kept a constant dialogue with teachers, both during the guidelines development and selection phase. Our network came together and, from wherever they were – France, Massachusetts Institute of Technology, Italy, different corners of Romania – they lent a hand as mentors, jury members, scientific consultants, donors, or advocates”, explains Oana.

They designed and promoted the program together with a group of high school students, and collaborated with professionals in the STEM area (academics and entrepreneurs) to adapt it

to the local specifics. They received 24 project proposals (from teachers, students and NGOs) from both rural and urban localities, promoting the teacher-student collaboration, the inter-connectedness between the different STEM areas, and the ties between the urban and the rural environments, particularly in Făgăraș. With a total budget raised of 84,000 lei, they funded 10 projects on IT, physics, chemistry, biology, restoration, and arts and technology.

”Things are coming together nicely. Most sponsors are entrepreneurs, and some of them are recurrent supporters. About 20% of them are from Făgăraș. We’re happy that our community is directly involved in its own development. It’s a long process, but if there’s one thing I’ve learned from this experience, it is that change doesn’t happen in one year, as I had imagined. It takes time and patience”,

reflects Oana. “We’re already looking towards the future. Our big dream is to raise the necessary funds for the foundation’s endowment, and we hope to achieve that in the next five years”.



Oana Mitea (second from left) and Ștefan Cibian (center-right) among other founding members in 2012
Photo courtesy of Fundația Comunitară Țara Făgărașului



MEET THE CHANGEMAKERS

For seven years, we have been privileged to work with some of Romania's brightest people. Their passion, energy, and level of commitment inspire and motivate us. We invite you to meet some of them in the following pages.

Innovation Labs 2016, Bucharest Hackathon
Photo courtesy of Tech Lounge



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ALEXANDRA TODERITA

Executive Director, Romanian Centre for European Policies (CRPE)

CRPE took on agriculture as one of its main focus areas, having published several studies on the topic of small farms, advocating for policies conducive to a more balanced and efficient agricultural structure in Romania. Since 2012, Alexandra has been coordinating CRPE projects on rural development and social policies both in Romania and the Republic of Moldova.

The *Rural Development through Entrepreneurship and Association* program provided a model for association building, a critical element for achieving rural vitality.

Throughout the five years of documenting the intervention and researching policy topics that derived from it, I gained precious understanding of the economic life of small farmers beyond statistics, and more importantly, I gained inspiration. Attention was drawn to the policy makers “holding the reins”, that the more than half of the Romanian population who still live in villages do matter, and that the vast majority of those feeding us – the farmers – can actually thrive given the right support and incentives. As a result, the success of the pilot project developing agricultural cooperatives could be scaled to the national level. RAF’s pilot project channeled CRPE’s energy into pushing for change and progress in this field and sustained our lengthy commitment to the cause of developing the Romanian village.



ALINA PORUMB

Systemic Change Consultant

In her past role with the Association for Community Relations, Alina has supported the startup and development of the community foundations movement in Romania, for which she has received the Olga Alexeeva Memorial Prize Award. She is also the initiator of INSPIRE network, a community of strategic philanthropy practitioners in Central and Eastern Europe.

I’d like to explore how we can think about change and change-makers differently. I see it as a process, which is collaborative, adaptive and cumulative. Its collaborative character comes from people contributing their knowledge, skills, connections and resources to a shared framework. This does not need to happen in the same time or space, but it can be adding layers of value within an open architecture format. Leadership, as a process of inspiring and enabling others to contribute meaningfully to change, is collaborative too and recognizes that each story has many heroes, allowing each of us to discover and act upon our own spark and motivation for engagement, focusing on dialogue and tools for sharing our work, learning, discoveries and results. Its adaptive character requires change-makers to be open to change themselves, in a process of mutual adaptation, learning from successes and mistakes, both triggering and responding, reflecting on what the process needs now and how could their own roles change with the evolution of the system, sharing power proactively and widely, so that more people can become active, engaged and responsible (change-makers themselves). Its cumulative character requires us to take a long term view, whether we see the results of change moving slowly or in big waves, so that we can nurture the resilience of people, organizations and ecosystems for long enough to allow change to gather momentum and reach the tipping point.



ALINA TUDOR

*Sustainability Projects Manager,
Enel Romania*

Alina has vast experience in the management of community engagement projects, social entrepreneurship, and grant making. She coordinates Enel Romania's sustainability programs and previously managed OMV Petrom's CSR platform "Țara lui Andrei".

Constant dialogue with the communities within which we operate and the development of programs with those communities are one of Enel's priorities. In this sense, Enel's activity is more open to a new way of thinking about energy: more accessible, innovative, and based on community cooperation. In Romania, it is our strategy to channel our activity and efforts towards designing programs that gravitate around the idea of access to energy, overcoming economic, technological or social barriers that prevent people from enjoying the benefits of electricity.

It is why we support those organizations that empower communities and their leaders through programs that address systemic problems, such as the Civic Innovation Fund, implemented by Fundația pentru Dezvoltarea Societății Civile; the new Ashoka branch in Romania; CeRe: Centrul de Resurse pentru Participare Publica and the Public Participation Awards Gala; and Innovation Labs.



BOGDAN GĂMAN

Documentary Film Club Coordinator, Lupeni

Bogdan attends the Mircea Eliade High School in Lupeni, Hunedoara County, and in addition to coordinating the documentary film club, he is actively involved in the IMPACT Club activities, too.

I see change as progress. Change keeps us going, it makes us move forward, act, and always strive for something more and better than what we have, and I'm not talking about possessions. Change is a new attitude, a new life style, and a new way to fulfill our duties and confront our problems.

This being said, you can easily guess what drives me. It may sound selfish, but I want something more from myself, I want to discover new things, overcome my limitations, and achieve things I maybe didn't dare to dream of before. In the end, progress pertains to everyone who contributed to change, to an entire community that gets involved and lends a hand.

The sum of the people I met and the path I chose become a part of who I am, and the feeling of finishing a project and seeing everyone happy with the result gives me energy to start anew, keep going, and find something new to change.



CRISTINEL BODESCU

Beekeeping entrepreneur

Cristinel owns and manages an apiculture farm in Solești, Vaslui County. Together with his family, he worked with the 19 students of the Huși Beekeeping Club, passing on his passion for beekeeping and showing them the ropes of the trade.

For me, beekeeping is more than a passion. It is my destiny. I grew up surrounded by beehives in my grandparents' backyard. My grandfather and my uncles were all beekeepers, and I used to help them collect the pollen and extract the honey. I inherited their passion for beekeeping and started to learn the trade.

My life changed one day, in 2000, when my father gave me my own bee swarm. I was hooked for life. I tended to that swarm, which grew to 1000 families of bees, and it has become my business. What's more, it is part of our family business. We kept on reinvesting the profits and now we have an apiculture farm. Our love for beekeeping brought us together and it motivates us. And it is this love that I tried to pass on to the students.

The knowledge they have acquired in such a short time gives me the feeling that I had the privilege to give them a vision for their future. The collaboration with the agricultural high school was beneficial for everyone. The school did not have the capacity to offer the students such a hands-on experience. The beekeeping workshop channels their energy in a very constructive way, and interacting with real-life entrepreneurs allows them to better understand the mechanisms of running a family farm. I wish I had such a chance when I was their age.



Flavia Oprea and the ENTy team,
winners of the 2016 Microsoft Imagine Cup

FLAVIA OPREA

ENTy Product Developer

The ENTy Team are: Iulian Matesica - hardware engineer architect, Cristian Alexandrescu - UX Designer, and Flavia Oprea - Product developer. The three students from the University Politehnica of Bucharest won the 2016 Microsoft Imagine Cup with their innovative product. They are also the winners of 2016 Romania Innovation and 2016 Innovation Competition World Semifinals.

We started ENTy because of a need that ear-nose-throat doctors and neurologists had. We never thought that our start-up would get so far, but with great motivation, good complementary skills and the right timing, we managed to make ENTy a successful product designed to help doctors and their patients.

People often ask us "How do you become successful? How do you build smart products?"

We never set out to become famous entrepreneurs. For us, success came from the understanding of a problem and finding a solution to solve it. ENTy is a high-tech wearable device that simplifies the equipment needed to diagnose balance through Ear-Nose-Throat consultations. After such an amazing year, we learned that if your solution is well developed, your customers will be happy and you will have a successful start-up.



FABIOLA AND BOGDAN CHIRIACESCU

Teachers, Nicolae Iorga High School, Nehoiu

Passionate teachers of Physics, Fabiola and Bogdan cultivate in their students the love for STEM subjects, the civic spirit, and the capacity to articulate arguments and clarify ideas through debate.

How do we address the inertia and lack of adaptability to today's realities, from globalization to the tech revolution, to the new dynamic of the labor markets, politics, and society in general? The answer is a change in mentality. We see this change possible mostly among the young, who are more receptive and open to new trends, and mainly through education. In a democratic society, people think for themselves, without being manipulated by what they see on TV or on social media.

We try to contribute to change in our daily activity by teaching Physics in a more accessible way that uses non-formal methodologies during the class; by getting students involved in the activity of the Association Organization for Democracy and Non-formal Education; and last, but not least, by encouraging youths to take part in debate clubs, which helps them develop critical thinking skills and become more responsible and motivated. Interacting with our students fills us with positive energy, and seeing them evolve gives us hope and strength to go on.



LIVIA ILIE

*PhD, Vice Rector, Lucian Blaga
University of Sibiu*

Professor Livia Ilie holds a particular interest in the strategic management of higher education institutions. In her capacity as vice-rector responsible with the strategic development of Lucian Blaga University of Sibiu (LBUS) she advanced important projects for cultivating students' soft skills and leads the development of an entrepreneurial ecosystem in LBUS.

By engaging the business community we discovered entrepreneurial education is generally lacking in Romania. In consequence, the Lucian Blaga University of Sibiu has undertaken important steps over the past couple of years in designing and implementing an entrepreneurial ecosystem. We are still at the beginning of this process, and as such there is the need to acquire know-how from experienced universities and garner support from the business community. In this respect, we're appreciative of our close cooperation with several programs supported by the Romanian-American Foundation. These programs assist us in training professors, building expertise and also running valuable activities with our student body. It may be worth it to mention that we have benefitted from two scholarships in the first year and one in the second year of the RAF Scholar Award. Likewise, we're providing our students access to extra-curricular programming through the Innovation Labs pre-accelerator program. Lastly, with the support of Junior Achievement Romania, we've applied the strategic institutional evaluation instrument HEInnovate for entrepreneurial universities.



MIHAI DRAGOMIR

Manager, Colinele Transilvaniei Ecotourism Destination

As a founding member of Mioritics Association, Mihai managed the organization's most important programs since its creation in 2004. He serves as a member of the board of Asociația de Ecoturism din România (AER) and is an expert for the Venice UNESCO Regional Bureau for Science and Culture in Europe (BRESCE).

I believe the initiative of establishing ecotourism destinations is revolutionizing the tourism management system in Romania. Taking into account that in other countries this concept is already well-established, ours is a belated revolution, which makes our role as managers of an ecotourism destination all the more important. I like challenging projects and I am excited to be part of this revolution.

For me, a destination means first and foremost a partnership. The geographic area and the infrastructure come after that. I see partnership as a learning process through which you build trust and share the benefits. Real change occurs when a partnership is more than the formality of a signed document. Creating a strong local partnership is, in my opinion, the most important task on the agenda of an ecotourism destination manager.

Having the Romanian-American Foundation as a partner gives me a sense of assurance and stability.



Mihai Gîrțu and Costin Șorici during their visit at the White House, December 2016

MIHAI GÎRȚU

Pro-Rector, Ovidius University of Constanța

Mihai Gîrțu, PhD, is a Physics professor and an enthusiastic advocate for entrepreneurial education in technical universities, as well as a long-time supporter of the Physics Curricular Reform in Romania.

The two programs opening new opportunities for the Ovidius University of Constanța in 2016 had entrepreneurship as the common denominator. Both programs, initiated by the Romanian-American Foundation, roused hopes and awakened energies in dormant academic communities.

First, the RAF Scholar Award allowed Costin Șorici, a young OUC professor, to specialize in entrepreneurship education at the Ain Center for Entrepreneurship at the University of Rochester through a semester-long fellowship. As an administrator, I visited the center and learned about their policies for cross-campus entrepreneurship. I was impressed by their approach in teacher education, particularly by their departure from the traditional view that teachers should transfer knowledge. Instead, educators are viewed as agents of change and trained to help students develop strategies to be successful in life.

Second, through the RAF Entrepreneurial University program, OUC was assisted in rethinking its mission and strategy, by bringing together and listening to academics and administrators, students and alumni, the private sector and the local authorities.

In essence, these programs address a key requirement for sustainable growth: the development of human resources. We've initiated the process to grow a critical mass of promoters of intra-/entrepreneurship within universities, which is critical for our long term progress.



RĂZVAN RUGHINIȘ

Innovation Labs Co-founder

A Professor at the Department of Computer Science, University Politehnica of Bucharest, Răzvan Rughiniș is a Co-founder of Tech Lounge Association, supporting entrepreneurship culture in the ICT community. Since 2013 he has coordinated the Innovation Labs pre-acceleration program for young tech entrepreneurial teams, bringing together the Romanian academia and ICT business community to energize a vibrant startup ecosystem.

Innovation Labs is a University-anchored national accelerator program empowering tech founders, which has grown continuously since 2013, both in scale and in intensity. With RAF support, Innovation Labs now reaches 9 Universities in 6 cities in Romania, guiding 63 teams through a 3-month period of product development. We invite students and graduates to experience a tech startup at full speed, with intense mentorship on team work and management, user experience, customer discovery, product metrics and marketing. We strive to support strong teams passionate about their creative prototypes through teambuilding events and ongoing mentorship. Program partners have opened access to their cutting-edge technologies for Innovation Labs teams so that their prototypes can be both a technical success and an answer to real needs. We are looking forward to this year's inspired digital products!



SORANA STĂNESCU

Journalist

Storyteller extraordinaire Sorana Stănescu is passionate about education reform and follows the people who work to make it happen, seeking to gain an in-depth understanding of the issues and bring them to the public. Sorana documented the first year of the Teach for Romania Program, and coordinates #EduDoR, an online section covering the Romanian educational system.

There are many important and pressing subjects to follow in Romania: corruption, changes in the fiscal system, rigged public tenders, blocked highways, vaccines that are not available in hospitals. And then there's this one, which may pass as less pressing because it doesn't hurt anybody, and seems less important because "it works by itself": education. At Decât o Revistă, we decided to rearrange the order of priorities by dedicating an entire section to education. It is, actually, the only distinct section in our magazine. We took a close look at the public education system, examining the rusty mechanisms that set it in motion, the attempts to reform it, as well as the initiatives that give it a fresh boost, and the teachers who change things from within. With RAF's support, two and a half years ago we set out on a journey that we find impossible to quit.



VIOREL PANAITE

Managing Partner, Human Invest

Viorel is known both as the founder of Human Invest, a company offering training and assistance for businesses, and as a great supporter of the not-for-profit sector. He is one of the most active ambassadors of the Fizica Altfel program, assisting Centrul de Evaluare și Analize Educaționale and the community of Physics teachers in defining their paths.

How will tomorrow's Romania be different as a result of what I do today? It is around this question that I built a strong relationship with Cristian Hatu. It is the question that brought and keeps us together. It is this question that made possible the teachers' *Fizica Altfel* movement – an initiative which, during Physics classes, creates learning experiences that will contribute to the students' success in life. It is the question that defines the spirit of the Romanian-American Foundation.

Only with generosity, dedication and passion the changes we want to generate in Romania will happen. This is why we do not expect these changes to occur overnight – we care about them enough to be willing to put in the extra time and effort.



VLAD POSEA

RAF Scholar Award Fellow

Vlad Posea is a Lecturer in the Department of Computer Science of the University Politehnica of Bucharest. He was one of the six Fellows who attended a semester at University of Rochester's Ain Centre for Entrepreneurship.

The experience gained through the RAF Scholar Award opened new perspectives with respect to what entrepreneurship really means. I knew entrepreneurship was more than just starting a new business, but I didn't realize, before going to the University of Rochester, just how important it is for changing the way we do our daily jobs. It is this vision that I bring back to my university where together with my colleagues we're developing new projects similarly to how one would develop a new business. Creating the infrastructure for an alumni community, building a framework for better collaboration with the business environment, helping Innovation Labs graduates take their projects further through internships and graduate theses are the businesses that I'm developing within my university.

The RAF program helped through the knowledge I acquired at the University of Rochester and through the network that I have developed both in the U.S. and with my peers in Romania. This network will be invaluable in implementing the entrepreneurial activities I have planned.



ȘTEFANIA POPP

CEO, Junior Achievement Romania

Ștefania Popp is a key promoter of entrepreneurial education in Romania, both in pre-university and higher education. Junior Achievement offers students a hands-on approach to their future prospects through entrepreneurial courses, and assists universities in the application of the HEInnovate entrepreneurial capacity assessment tool.

What did over seven years of RAF support mean for Junior Achievement? A partnership, sustainability, an attention to detail and to a job well done, strategy and vision. It was the right kind of support, because it gave us a broader perspective to capitalize on resources and potential. I think it is this type of collaboration that keeps things evolving in Romania.



RUCSANDRA POP

Program Director, Community Foundations Development

Rucsandra Pop is a writer and anthropologist. Since July 2016, she is the Director of the Community Foundation Development Program of the Association for Community Relations. She believes that stories can help weave a more solid social fabric.

Wait till these babies grow up!

I first learned about the community foundations in the summer of 2015. A few months later, Alina Porumb invited me to speak at the National Community Foundation Conference in Sibiu, as part of the long courtship ritual that she and I decided to have. She wanted to make sure she found the most suitable successor to take further the project she had nurtured for more than 10 years, her baby. I wanted to make sure that running ARC's Community Foundation Development Program was the right job for me. I soon become aware that the position I was applying for was not just a job.

I went to the conference with my son, who was 2 at that time. After I gave my talk, I went back to the hotel room and my son started to sing a song. It was his first song ever. Before that, he only said separate words. For me it was really important that I was in the middle of people with whom I could share that major event in my life as a mother. I was actually not the only parent who brought her child to the

conference. As a matter of fact, 10 out of the 16 community foundations in Romania are led by women. Some of these women established their organizations during pregnancy or while on maternity leave. The community foundation movement is a big and, fortunately, very diverse family. The change we make is really powered by the children (born, unborn or imaginary) of all the people who work together to build the community foundation movement. What we would call the next generation.

For me, the real change makers are those kids growing up going to conferences with their parents, donating their birthday gifts, running or swimming for children who are less fortunate than they are. And us, a generation who had to learn what philanthropy is by overcoming our lack of trust in the others inherited from communism. A generation who has the guts to think long term in a country where short term thinking is the norm. The community foundations are not a story about today, but about the future of our communities.



RURAL ECONOMY

STRATEGIES AND PROGRAMS

RAF seeks to contribute to local economic development in rural areas by supporting small farmers and ecotourism, as well as rural education.

One of the members of the Legume de Vidra Cooperative, Ilfov County
Photo courtesy of Fundația pentru Dezvoltarea Societății Civile

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SMALL FARMERS

The Small Farmers strategy pilots possible solutions for rural economic development in agriculture.

A member of the Legume de Vidra Cooperative
Photo courtesy of Fundația pentru Dezvoltarea Societății Civile

RURAL DEVELOPMENT THROUGH ENTREPRENEURSHIP AND ASSOCIATION

The program *Rural Development through Entrepreneurship and Association* piloted the development of small farmers’ cooperatives in four rural communities, delivered basic business training and advisory services to small farmers from 40 rural communities and shared the lessons learned through research, round-tables, position papers and events.

Over 75% of the Local Action Groups’ strategies provide various funding opportunities that support the development of diverse associative structures for farmers.

AGRICULTURAL HIGH SCHOOLS

The *Agricultural High Schools* program works with agricultural schools to build the necessary skills for students to become small farmers. The schools receive assistance in providing entrepreneurial education and explaining the value chain to their students in close connection with local economy. Also, the schools learn how to access funding and how to attract students interested in developing a career in agriculture.

Eight agricultural schools learn how to foster future entrepreneurs in agriculture.

BUDGET

\$1,352,424

RAF CONTRIBUTION

\$1,209,406 (\$81,500 in 2016)

DURATION

2012-2017

PARTNERS

Fundația Civitas pentru Societatea Civilă (Civitas), Fundația pentru Dezvoltarea Societății Civile (FDSC), Fundația Centrul de Mediere și Securitate Comunitară (CSMC), Fundatia PACT, Centrul pentru Educație Economică și Dezvoltare din România (CEED), Centrul Român pentru Politici Europene (CRPE)

BUDGET

\$769,700

RAF CONTRIBUTION

\$706,700 (\$286,120 in 2016)

DURATION

2014-2017

PARTNERS

Centrul pentru Educație Economică și Dezvoltare din România (CEED), Centrul Român pentru Politici Europene (CRPE), Fundația Civitas pentru Societatea Civilă (Civitas), Junior Achievement Romania (JAR), World Vision Romania (WVR)

LOCAL DEVELOPMENT THROUGH ECOTOURISM

The Local Development through Ecotourism strategy seeks to capitalize on the natural and cultural potential of rural areas next to a natural park through responsible and economically viable means.

Biking in the Transylvanian Hills
Photo courtesy of Colinele Transilvaniei Ecotourism Destination

DEVELOPMENT OF ECOTOURISM DESTINATIONS IN ROMANIA

The establishment of ecotourism destinations can unlock the potential of the natural and cultural heritage in rural regions and contribute to the economic development of local communities. The program aggregates stakeholders to develop common strategies in seven regions, market the destination as a whole and advocate for the responsible use of local resources in order to position Romania as an ecotourism landmark.

In 2016, Țara Hațegului-Retezat and Vânători-Neamț received accreditation as ecotourism destinations by the National Tourism Authority. Since 2012, Romania has in place a national methodology for the assessment and establishment of ecotourism destinations. To date there are four such certified destinations.

The *Discover Eco-Romania* platform was developed in partnership with Think Outside the Box to raise the ecotourism profile across Romania.

BUDGET

\$2,220,133

RAF CONTRIBUTION

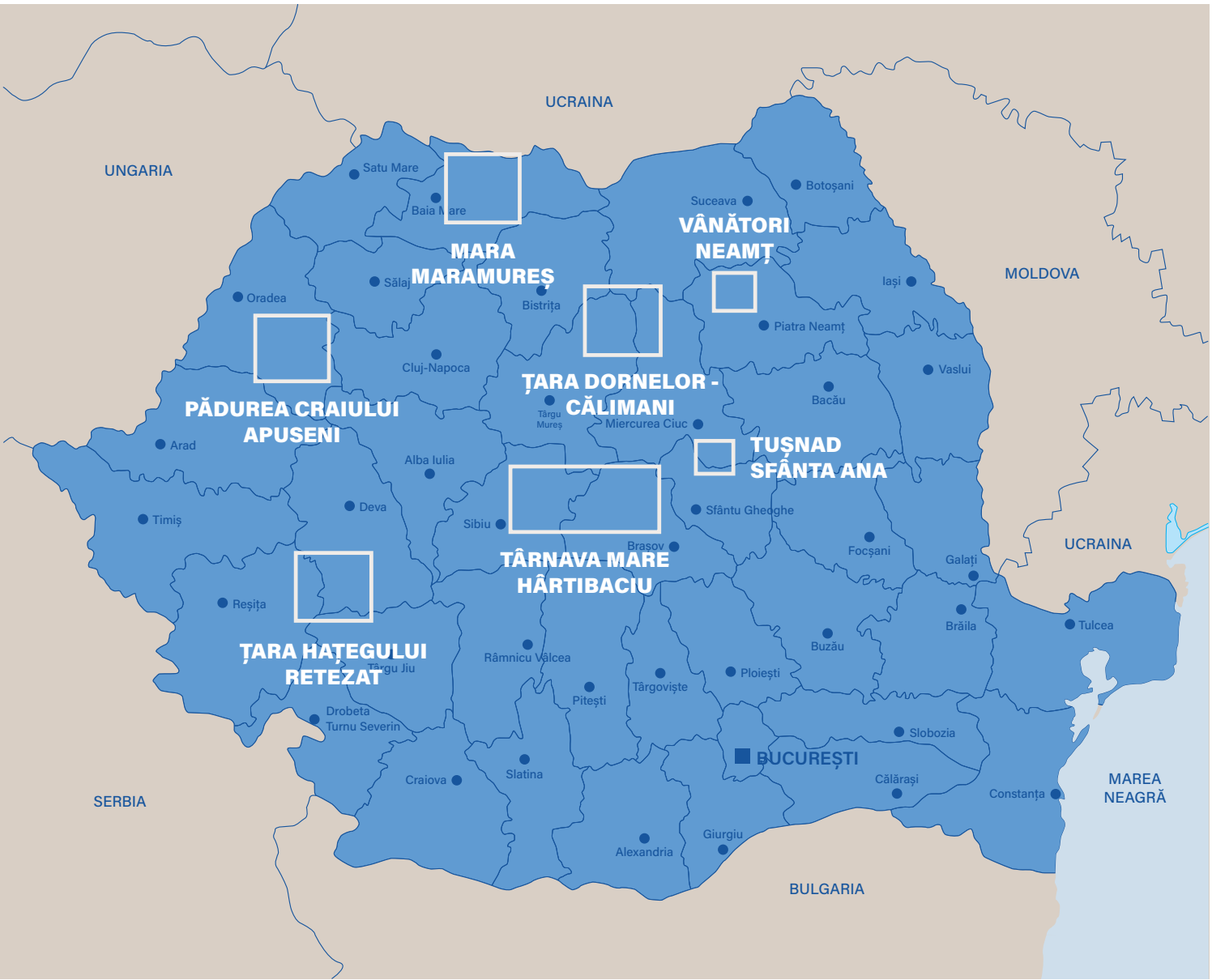
\$1,206,801 (\$83,800 in 2016)

DURATION

2014-2019

PARTNERS

Fundația pentru Parteneriat (REPF), Asociația Expert Forum (EFOR), Fundația Friends for Friends (FFFF), Asociația de Ecoturism din România (AER)



The seven Ecotourism destinations are: Băile Tușnad, Mara-Cosău – Creasta Cocosului, Pădurea Craiului – Apuseni, Târnava Mare – Podișul Hârtibaciului, Țara Dornelor – Parcul Național Călimani, Țara Hațegului – Parcul Național Retezat, Vânători-Neamț

LOCAL DEVELOPMENT THROUGH ECOTOURISM

The Local Development through Ecotourism strategy seeks to capitalize on the natural and cultural potential of rural areas next to a natural park through responsible and economically viable means.

Spring in Țara Hațegului
Photo: Claudiu Popescu

ROMANIA POWERED BY NATURE

Romania Powered by Nature provided RAF and its partners a public platform of public events and workshops to accentuate their work and policy developments in agriculture and ecotourism.

Seven public debates on issues regarding nature, bio economy, sustainable development, tools and strategies to connect the rural and urban economies.

GREEN IMPACT

Green IMPACT creates 30 youth clubs in ecotourism destinations that will provide learning opportunities for responsible entrepreneurship and community youth participation.

Education through community service is tested in eco-destinations.

ENGLISH FOR ECOTOURISM DEVELOPMENT

English for Ecotourism Development assessed the needs of English teachers from the communities in ecotourism destinations. Based on the results, British Council will design an intervention to develop the English language skills of youth from these communities.

BUDGET

\$67,600

RAF CONTRIBUTION

\$9,000

DURATION

May-July 2016

PARTNERS

Asociația Ivan Patzaichin – Mila 23 (AIP)

BUDGET

\$220,000

RAF CONTRIBUTION

\$120,000 (\$120,000 in 2016)

DURATION

2016-2019

PARTNERS

Fundația Noi Orizonturi (FNO)

BUDGET

\$14,898

RAF CONTRIBUTION

\$9,000 (\$9,000 in 2016)

DURATION

September-December 2016

PARTNERS

British Council

RURAL EDUCATION

The programs under the Rural Education strategy seek to develop educational opportunities for rural youth.

Photo courtesy of Teach for Romania

TEACH FOR ROMANIA

Teach for Romania attracts, selects and contributes to the professional development of young graduates willing to teach in schools situated in vulnerable areas, and supports them to become leaders in Romania’s education using the Teach for All model.

A new group of 35 young people were trained and have started teaching in disadvantaged schools in 2016.

BUDGET

\$1,662,940

RAF CONTRIBUTION

\$450,000 (\$71,736 in 2016)

DURATION

2014-2016

PARTNERS

[Teach for Romania](#)

READING TO LEARN

Reading to Learn supports teachers from 30 schools to improve the literacy skills of their students.

Functional literacy reaches the agenda of the Romanian Presidency.

BUDGET

\$428,106

RAF CONTRIBUTION

\$402,456 (\$139,541 in 2016)

DURATION

2012-2017

PARTNERS

[Asociația Română de Literație \(ARL\)](#)



TECHNOLOGY & INNOVATION

STRATEGIES AND PROGRAMS

RAF works with teachers, schools, universities and partners from the business and NGO sectors to design programs that endow students of all ages with the knowledge and technical skills required by today's competitive markets.

Magic Science, Științescu Hub, Sibiu
Photo courtesy of Fundația Comunitară Sibiu

[ABOUT RAF](#)[STORIES](#)[CHANGEMAKERS](#)[RURAL ECONOMY](#)[TECHNOLOGY & INNOVATION](#)[PHILANTHROPY & CIVIC ENGAGEMENT](#)[PRIs](#)[GRANTS](#)[FINANCIAL STATEMENTS](#)[PEOPLE](#)[34](#)

STEM EDUCATION

RAF developed programs for secondary education, aimed at promoting teaching methods that stimulate both the students’ interest in science as well as their critical thinking and creativity. Our long-term goal is to contribute to the formation of a new generation of graduates who may be more inclined to choose careers in the field of technology and innovation and provide added-value solutions for the development of this sector in Romania.

Students discovering science through experiments
Photo: Tudor Vintiloiu

SCIENCE CURRICULUM REFORM (FIZICA ALTFEL)

The *Science Curriculum Reform (Fizica Altfel)* program was designed to strengthen the teaching of Physics through investigative methods.

The Ministry of Education officially recommends the approach proposed by the Fizica Altfel Program.

ROMANIAN MATHEMATICS CURRICULUM

The *Romanian Mathematics Curriculum* supports SSMR to build the expertise and capacity to contribute to the reform of teaching Math in pre-university education.

BUDGET

\$1,029,016

RAF CONTRIBUTION

\$798,568

DURATION

2011–2017

PARTNERS

Centrul de Evaluare și Analize Educaționale (CEAE)

BUDGET

\$137,000

RAF CONTRIBUTION

\$111,216 (\$18,216 in 2016)

DURATION

2016 - 2017

PARTNERS

Societatea de Științe Matematice din România (SSMR)

STEM EDUCATION

RAF developed programs for secondary education, aimed at promoting teaching methods that stimulate both the students’ interest in science as well as their critical thinking and creativity. Our long-term goal is to contribute to the formation of a new generation of graduates who may be more inclined to choose careers in the field of technology and innovation and provide added-value solutions for the development of this sector in Romania.



Științescu Hub, Sibiu
Photo courtesy of Fundația Comunitară Sibiu

STEM CURRICULUM REFORM - LEARNING FROM U.S. EXPERIENCE

The *STEM Curriculum Reform – Learning from U.S. Experience* program facilitated teachers’ professional development and networking through the exchange of know-how between Romanian and U.S. stakeholders in STEM education. RAF covered part of the costs for the participation of 11 Romanian teachers and experts in the International Leadership Visitor Program of the U.S. Department of State.

11 Romanian teachers and education specialists participated in a 10-day study visit to the United States.

ACCELERATE YOUR COMPUTER SCIENCE TEACHING

Accelerate Your Computer Science Teaching pilots a program for computer science teachers to adopt project-based teaching strategies for their class and to create active-learning environments in their schools.

Computer science teachers meet the IT industry

BUDGET

\$28,979

RAF CONTRIBUTION

\$28,979 (\$28,979 in 2016)

PARTNERS

Centrul de Evaluare și Analize Educaționale (CEAE),
Societatea de Științe Matematice din România (SSMR)

BUDGET

\$56,150

RAF CONTRIBUTION

\$50,000 (\$50,000 in 2016)

DURATION

August 2016 – July 2017

PARTNERS

Asociația TechSoup Romania

ENTREPRENEURSHIP IN HIGHER EDUCATION

RAF works together with Romanian technical universities to provide students with opportunities to enhance their technical and soft skills for the purpose of developing their entrepreneurial potential, understanding market mechanisms and thinking innovatively.

Innovation Labs 2016, Bucharest Hackathon
Photo courtesy of Tech Lounge

EXPANSION OF INNOVATION LABS

The *Expansion of Innovation Labs* supported Tech Lounge to scale up Innovation Labs in 2016 in major university centers throughout the country, from Bucharest and Cluj, to Sibiu and Timișoara. Innovation Labs is a pre-accelerator program for start-ups, designed to encourage creativity in technology and entrepreneurship among students and young professionals.

Innovation Labs 2016: 345 students, 90 teams, 4 Hackathons

BUDGET

\$716,900

RAF CONTRIBUTION

\$440,000 (\$204,340 in 2016)

DURATION

2015-2018

PARTNERS

Tech Lounge

ENTREPRENEURIAL UNIVERSITY

The *Entrepreneurial University* program aims to apply the HEInnovate entrepreneurial capacity assessment tool and provide universities with accredited entrepreneurship curricula and resources to initiate entrepreneurship centers. The program draws together important stakeholders to outline potential policy changes and activities that universities may consider for future adoption.

A total of 68 departments from 26 public and private Romanian universities applied the HEInnovate self-assessment tool.

BUDGET

\$401,163

RAF CONTRIBUTION

\$246,100 (\$147,660 in 2016)

DURATION

2016 – 2017

PARTNERS

Junior Achievement Romania (JAR)

ENTREPRENEURSHIP IN HIGHER EDUCATION

RAF works together with Romanian technical universities to provide students with opportunities to enhance their technical and soft skills for the purpose of developing their entrepreneurial potential, understanding market mechanisms and thinking innovatively.

The first six RAF Scholar Award Fellows at the Ain Center for Entrepreneurship, University of Rochester, U.S.A.

FULBRIGHT-RAF SCHOLAR AWARD

The *Fulbright-RAF Scholar Award* program provides 18 Romanian professors from universities around the country with the opportunity to gain U.S. university-based experience in developing and sustaining entrepreneurship education. In turn, upon returning to Romania, the participating professors and university administrators will implement new entrepreneurial activities and curricula for increased student exposure to the domain. The Romanian-U.S. Fulbright Commission oversees the selection process, while the Council on International Educational Exchange links the selected professors with the University of Rochester’s Ain Center for Entrepreneurship.

A fist cohort of 6 professors from 4 universities completed their one-semester fellowship at the University of Rochester’s Ain Center for Entrepreneurship and are currently applying entrepreneurship related activities at their universities.

BUDGET

\$1,033,200

RAF CONTRIBUTION

\$1,033,200 (\$ 350,000 in 2016)

DURATION

2016-2019

PARTNERS

Council on International Educational Exchange (CIEE),
Romanian-U.S. Fulbright Commission

ENTREPRENEURSHIP IN INNOVATION

The Entrepreneurship in Innovation strategy supports the new generation of entrepreneurs and researchers who want to capitalize on the business potential of their own innovative technologies in order to test and validate their global potential.



Innoteque Conference

ROMANIAN INNOVATION COMMERCIALIZATION ASSISTANCE PROGRAM (RICAP)

The *Romanian Innovation Commercialization Assistance Program* (RICAP) established a local network of innovation-focused companies and Romanian mentors, and connected them to a global network. Romanian innovators benefit from the guidance and support provided both by local mentors and by commercialization specialists in the U.S.A.

The RICAP program afforded 18 selected teams with a network of 14 Romanian specialists and the online support of the Larta institute to take their novel products to market.

BUDGET
\$733,236
RAF CONTRIBUTION
\$642,046
DURATION
2013 – 2016

PARTNERS
Centrul Român pentru Inovație în Dezvoltare Locală (CRIDL), Larta Institute

INNOTEQUE

The Innoteque Conference exposed participants to the fundamentals of the Romanian, American, Israeli, and Dutch startup ecosystems to share specific approaches and strategies (policies) employed in each country as well as to promote innovation and investments in R&D that may result in becoming an important driver for the economy. The three-day event was an important platform through which RAF partners shared lessons derived from program implementation.

BUDGET
\$37,476
RAF CONTRIBUTION
\$14,986
DURATION
September 2016 – November 2016

PARTNERS
Asociația RoPot

A young girl with dark hair is the central figure, wearing a crown of small purple and white flowers. She has a red sash draped over her shoulder and is looking towards the camera with a slight smile. The background is a wall covered in various logos, including the Romanian-American Foundation logo and others, creating a busy, patterned effect.

PHILANTHROPY AND CIVIC ENGAGEMENT

STRATEGIES AND PROGRAMS

Romanian-American Foundation invests in programs designed to support and strengthen NGOs in their efforts to increase impact and better serve their communities.

Swimathon București 2016
Photo courtesy of Fundația Comunitară București



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PHILANTHROPY

The programs under the Philanthropy strategy support the community foundations and local civic organizations movement, facilitate individual donations through an accessible online platform and boost philanthropy to the benefit of local communities.

RAF MATCHING FUND

The *RAF Matching Fund* program stimulates individual philanthropy through community foundations. RAF matches the funds raised by community foundations from individual donors, motivating the organizations to involve people from the community in the process and to consolidate a pool of local donors. RAF matches up to a maximum of \$10,000 per year out of the funds raised in the previous year by each participating community foundation.

BUDGET

\$483,580

RAF CONTRIBUTION

\$483,580 (total disbursed by the end of 2016: \$324,252, out of which \$110,645 in 2016)

DURATION

2014-2017

PARTNERS

Pro bono: Asociația pentru Relații Comunitare (ARC)
Partners 2016: Fundația Comunitară Alba, Fundația Comunitară Bacău, Fundația Comunitară Brașov, Fundația Comunitară București, Fundația Comunitară Cluj, Fundația Comunitară Iași, Fundația Comunitară Mureș, Fundația Comunitară din Odorheiu Secuiesc, Fundația Comunitară Oradea, Fundația Comunitară Prahova, Fundația Comunitară Sibiu, Fundația Comunitară Țara Făgărașului

DEVELOPMENT OF COMMUNITY FOUNDATIONS

The *Development of Community Foundations* program aims to increase the national coverage of community foundations and to strengthen the movement by supporting the early stage development of new community foundations, and their integration in the community foundations movement.

BUDGET

\$ 200,000

RAF CONTRIBUTION

\$130,000

DURATION

2015-2018

PARTNERS

Asociația pentru Relații Comunitare (ARC)

Photo courtesy of Fundația Comunitară București

PHILANTHROPY

The programs under the Philanthropy strategy support the community foundations and local civic organizations movement, facilitate individual donations through an accessible online platform and boost philanthropy to the benefit of local communities.

Științescu Hub, Sibiu
Photo courtesy of Fundația Comunitară Sibiu

ȘTIINȚESCU FUND

The *Științescu Fund* supports community foundations to develop local funding mechanisms to encourage small-scale educational initiatives that make subjects in the STEM (Science, Technology, Engineering and Mathematics) area more attractive for students. Through the *Support for Științescu Fund* program the Federation of Community Foundations offers assistance to the community foundations in implementing the program.

Științescu 2014-2016

- +170 project ideas in the STEM area proposed by local communities to community foundations for funding
- +81 local initiatives that stimulate the interest in STEM supported by Fondul Științescu
- +\$200,000 granted by Community Foundations to support local STEM initiatives by Fondul Științescu
- +6,500 beneficiary students
- +100 donor companies, institutions, and NGOs
- +800 individual donors

CIVIC INNOVATION FUND

The *Civic Innovation Fund* supports the strengthening of a long-term national funding program for the sustainable growth of local organizations active in the field of civic engagement.

54 representatives from mostly small NGOs across the country were trained by Fundația pentru Dezvoltarea Societății Civile on project writing and 19 community engagement projects were started.

BUDGET

\$2,036,880

RAF CONTRIBUTION

\$1,213,845 (total disbursed by the end of 2016: \$247,532, out of which \$169,532 in 2016)

DURATION

2014-2021

PARTNERS

Federația Fundațiile Comunitare din România (FFCR), Fundația Comunitară Bacău, Fundația Comunitară București, Fundația Comunitară Cluj, Fundația Comunitară Iași, Fundația Comunitară Mureș, Fundația Comunitară Oradea, Fundația Comunitară Prahova, Fundația Comunitară Sibiu, Fundația Comunitară Țara Făgărașului

BUDGET

\$1,450,380

RAF CONTRIBUTION

\$870,710 (\$202,192 in 2016)

DURATION

2015 - 2020

PARTNERS

Fundația pentru Dezvoltarea Societății Civile (FDSC)

CIVIC EDUCATION

The programs under the Civic Education strategy support non-formal civic education programs and explore methods to be used by schools in order to build better civic competencies for children.

IMPACT PROGRAM

The *IMPACT* program supported the network of IMPACT Youth Clubs and also the capacity of the organization to develop the program further. By using community service activities in education, IMPACT Clubs encourage an entrepreneurial way of thinking, grassroots community development and volunteerism among teenagers.

FNO, a stronger organization able to sustain and develop the program.

BUDGET

\$1,647,956

RAF CONTRIBUTION

\$782,405

DURATION

2010 - 2016

PARTNERS

Fundația Noi Orizonturi (FNO)

DEBATE PROGRAM IN SCHOOLS

The *Debate Program in Schools* supports the Youth Debate competition, provides guidelines for the use of debate as a teaching method for relevant subjects, supports teachers in delivering debate and rhetoric optional courses and increases the capacity of debate clubs to raise funds for their activities.

The Ministry of Education fully integrates Youth Debate in the system, allowing for scaling-up.

BUDGET

\$386,268

RAF CONTRIBUTION

\$219,800

DURATION

2014-2017

PARTNERS

Asociația Română de Dezbateri, Oratorie și Retorică (ARDOR)

Youth Debate Competition Finals, 2016
Photo courtesy of Asociația Română de Dezbateri, Oratorie și Retorică

CIVIC EDUCATION

The programs under the Civic Education strategy support non-formal civic education programs and explore methods to be used by schools in order to build better civic competencies for children.



One World Romania at School 2016
Photo courtesy of One World Romania

ONE WORLD ROMANIA AT SCHOOL

The *One World Romania at School* program stimulates the use of documentary films about human rights as a civic education tool, both during classes and as an extra-curricular activity.

More than 7,000 teens participated in screenings of human rights documentaries in high schools in 2016.

PROJECT CITIZEN

Project Citizen assesses the impact of a civic education interactive learning model in schools and develops a strategic plan for the further development of the program.

Project Citizen is redesigned for a greater impact.

GETTING CIVICALLY FIT

Getting Civically Fit is the design and testing phase for a program that aims to combine online and offline resources for civic education in schools in a collaborative effort with NGOs active in civic education and public institutions with a key role in functioning democracies.

BUDGET

\$171,054

RAF CONTRIBUTION

\$103,234 (\$53,054 in 2016)

DURATION

2015 -2017

PARTNERS

[One World Romania \(OWR\)](#)

BUDGET

\$20,000

RAF CONTRIBUTION

\$18,000

DURATION

December 2015 – August 2016

PARTNERS

[Institutul Intercultural din Timișoara \(IIT\)](#)

BUDGET

\$50,000

RAF CONTRIBUTION

\$45,000 (\$45,000 in 2016)

DURATION

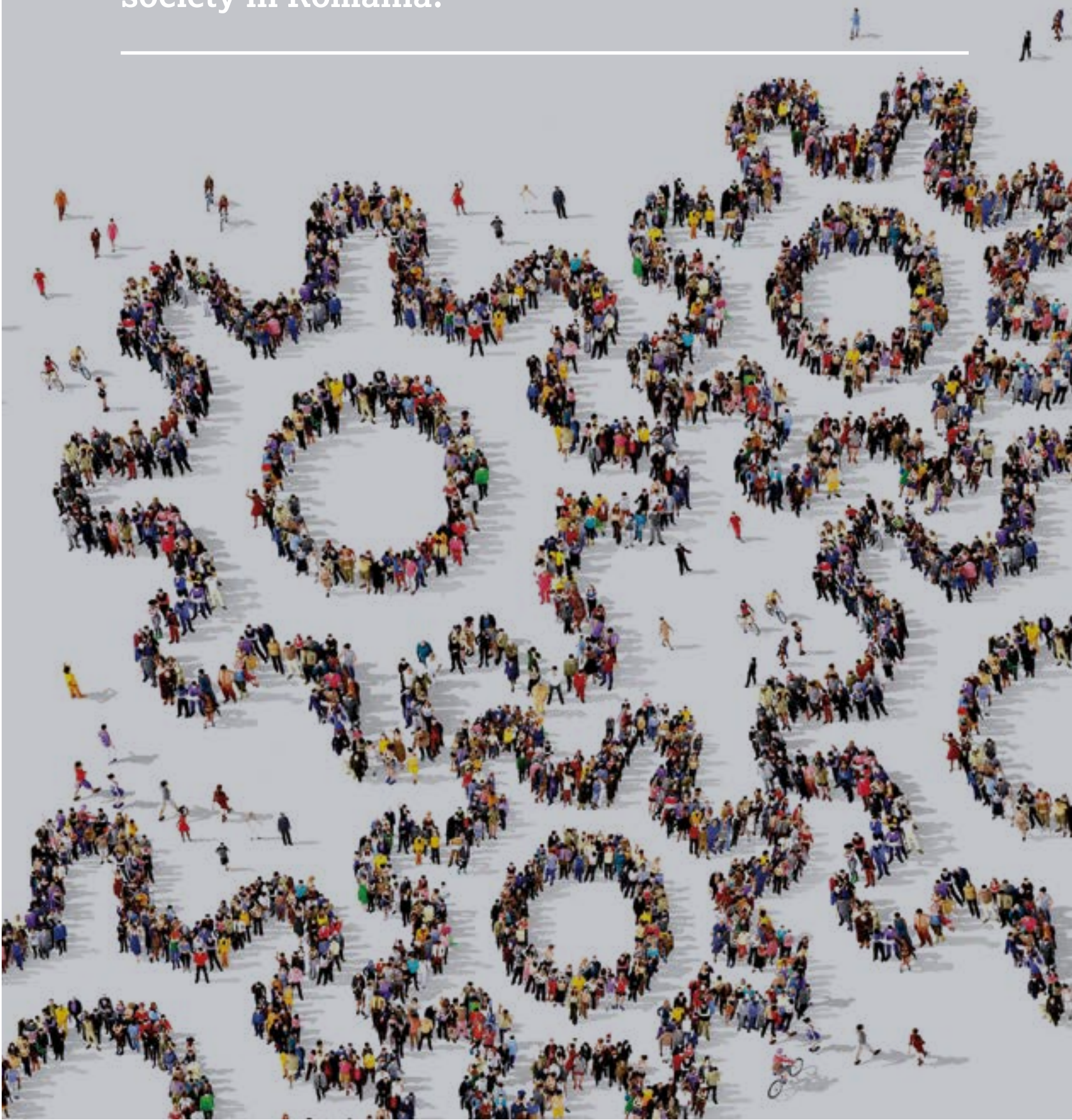
November 2016 – November 2017

PARTNERS

[Asociația Funky Citizens](#)

CAPACITY DEVELOPMENT FOR NGOs

The Capacity Development for NGOs strategy seeks to strengthen the non-profit sector, which RAF sees as a key element in the development of a democratic society in Romania.



STRATEGY AND ORGANIZATIONAL DEVELOPMENT PROCESS

The grant *Strategy and Organizational Development Process* aims to consolidate Civitas' governance mechanism and processes in an effort to strengthen their leadership role within the rural development sector.

FDSC STRATEGIC PLANNING

The *FDSC Strategic Planning* grant will provide FDSC with the means to consolidate their leadership role within Romania's civil society and to further consolidate their governance structures.

INSTITUTIONAL CONSOLIDATION OF CEAE

The *Institutional Consolidation of CEAE* grant supports Centrul de Evaluare și Analize Educaționale in building their capacity for fund-raising.

MARKETING AND COMMUNICATION POLYCLINIC

The *Marketing and Communication Polyclinic* program improves the communication capacities and the performance in the public relations field of several RAF partner NGOs.

BUDGET

\$13,850

RAF CONTRIBUTION

\$8,900

PARTNERS

Fundația Civitas pentru Societatea Civilă (Civitas)

DURATION

July 2016-May 2017

BUDGET

\$79,700

RAF CONTRIBUTION

\$41,000

PARTNERS

Fundația pentru Dezvoltarea Societății Civile (FDSC)

DURATION

2016–2017

BUDGET

\$52,000

RAF CONTRIBUTION

\$50,000 (\$32,000 in 2016)

PARTNERS

Centrul de Evaluare și Analize Educaționale (CEAE)

DURATION

2016–2017

BUDGET

\$25,000

RAF CONTRIBUTION

\$25,000

PARTNERS

Fundația Friends for Friends (FFFF)

DURATION

2015 – 2016



LEADERSHIP

RAF invests in Leadership because we believe that any idea or change, however brilliant, has little chance of being translated into reality without a passionate leader and a community to support it.

TRANSATLANTIC LEADERSHIP INITIATIVES

The *Transatlantic Leadership Initiatives* program increases the annual number of seats allocated to Romanian leaders eligible to participate in the Marshall Memorial Fellowship program, organized by the German Marshall Fund in the U.S. and Europe.

BUDGET

\$75,000

RAF CONTRIBUTION

\$75,000

DURATION

2015–2019

PARTNERS

German Marshall Fund of United States (GMF)



OTHER PROGRAMS

HOW WE LEARN

How We Learn supports Decât o Revistă to document and publish in-depth stories on education-related issues in Romania, with the aim of building awareness regarding the state of education. The articles can be found in the [EduDoR](#) section of the magazine.

BUDGET

\$27,800

RAF CONTRIBUTION

\$25,000

DURATION

2015 – 2017

PARTNERS
















[Asociația Media DoR](#)

















Photo: Alexandra Dincă

PROGRAM-RELATED INVESTMENTS (PRIs)














PRIs are business-like financial instruments, relatively new to philanthropy. RAF developed the PRI mechanism in order to complement the other mechanisms used by the organization to achieve programmatic results. RAF also uses PRIs to expand its impact. The capital used in PRI is repaid, meaning that the invested funds are recycled into new charitable endeavors.

BORROWER	PURPOSE	APPROVED	DISBURSED	OUTSTANDING
		\$	\$	\$
PRI to a Bank for Student Loans	Guarantee and Cash Collateral	77,000	77,000	77,000
Teach for Romania	Bridge Loan for EU-Funded Project	110,000	60,000	60,000
Civitas	Headquarters acquisition	105,600	105,600	87,990
TOTAL PRI		292,600	242,600	224,990

Priority	Area	Program Name	Grantee	Agreement Amount (\$)	Disbursed in 2016 (\$)
	EDU	How We Learn: An In-depth Series Charting Modern Romanian Education	Asociația Media DoR	25,000	10,500
	ENT	Monitoring and Lessons Learned for Ecotourism Development	Expert Forum	23,001	(3,999)
	ENT	Steps to Institutionalizing Ecotourism in Romania	Expert Forum	29,800	17,000
	CDEV	Individual Matching Fund	Fundația Comunitară Alba	10,000	10,000
	EDU	Incentive Fund for STEM Education in Local Communities	Fundația Comunitară București	9,500	500
	EDU	Bucuresti Stiintescu Fund - First Edition	Fundația Comunitară București	7,500	7,000
	CDEV	Individual Matching Fund	Fundația Comunitară București	10,000	10,000
	EDU	Bacău Științescu Fund - First Edition	Fundația Comunitară Bacău	27,500	27,000
	CDEV	Individual Matching Fund	Fundația Comunitară Bacău	10,000	10,000
	EDU	Bacau Științescu Fund - Second Edition	Fundația Comunitară Bacău	6,000	5,500
	EDU	Oradea Stiintescu Fund - First Edition	Fundația Comunitară Oradea	12,500	12,000
	CDEV	Individual Matching Fund	Fundația Comunitară Oradea	9,550	9,550
	CDEV	Individual Matching Fund	Fundația Comunitară Brașov	5,000	5,000
	EDU	Brașov Științescu Fund - First Edition	Fundația Comunitară Brașov	9,500	-
	EDU	Incentive Fund for STEM Education in Local Communities	Fundația Comunitară Cluj	24,345	14,345
	EDU	Cluj Științescu Fund - First Edition	Fundația Comunitară Cluj	7,500	7,000

Priority	Area	Program Name	Grantee	Agreement Amount (\$)	Disbursed in 2016 (\$)
	CDEV	Individual Matching Fund	Fundația Comunitară Cluj	10,000	10,000
	EDU	Galați Științescu Fund - First Edition	Fundația Comunitară Galați	9,500	-
	EDU	Iași Științescu Fund - Second Edition	Fundația Comunitară Iași	5,625	5,125
	EDU	Incentive Fund for STEM Education in Local Communities	Fundația Comunitară Iași	20,000	500
	EDU	Iași Științescu Fund - First Edition	Fundația Comunitară Iași	22,500	22,000
	CDEV	Individual Matching Fund	Fundația Comunitară Iași	10,000	10,000
	EDU	Mureș Științescu Fund - First Edition	Fundația Comunitară Mureș	17,000	16,500
	CDEV	Individual Matching Fund	Fundația Comunitară Mureș	10,000	10,000
	CDEV	Individual Matching Fund	Fundația Comunitară din Odorheiu Secuiesc	10,000	10,000
	EDU	Odorhei Științescu Fund - First Edition	Fundația Comunitară din Odorheiu Secuiesc	9,500	-
	EDU	Prahova Științescu Fund - First Edition	Fundația Comunitară Prahova	10,500	10,000
	CDEV	Individual Matching Fund	Fundația Comunitară Prahova	6,095	6,095
	EDU	Incentive Fund for STEM Education in Local Communities	Fundația Comunitară Sibiu	10,000	500
	EDU	Sibiu Științescu Fund - First Edition	Fundația Comunitară Sibiu	23,000	22,500
	CDEV	Individual Matching Fund	Fundația Comunitară Sibiu	10,000	10,000
	EDU	Sibiu Științescu Fund - Second Edition	Fundația Comunitară Sibiu	6,000	5,500

PRIORITY	AREA	PROGRAM NAME	GRANTEE	AGREEMENT AMOUNT (\$)	DISBURSED IN 2016 (\$)
	EDU	Tara Fagarasului Stiintescu Fund - First Edition	Fundația Comunitară Țara Făgărașului	10,000	9,500
	CDEV	Individual Matching Fund	Fundația Comunitară Țara Făgărașului	10,000	10,000
	ENT	Cooperative Development - Stage 2	Fundația pentru Dezvoltarea Societății Civile	115,329	13,678
	CDEV	The Civic Innovation Fund - Closer to the Grassroots	Fundația pentru Dezvoltarea Societății Civile	600,688	132,700
	CDEV	Strategy Review FDSC	Fundația pentru Dezvoltarea Societății Civile	41,000	20,000
	EDU	Support for Științescu Fund	Fundația Federațiile Comunitare din România	149,812	3,562
	EDU	Support for Științescu Fund	Fundația Federațiile Comunitare din România	43,043	-
	CDEV	Marketing & Communication Polyclinic (1)	Fundația Friends for Friends	24,836	336
	ENT	Marketing & Communication Polyclinic (2)	Fundația Friends for Friends	54,000	53,500
	EDU	Impact - A Sustainable Development Model	Fundația Noi Orizonturi	449,440	85,144
	EDU	Green IMPACT	Fundația Noi Orizonturi	120,000	30,000
	ENT	Fulbright-RAF Scholar Award	Romanian-U.S. Fulbright Commission	113,100	-
	EDU	Getting Civically Fit	Funky Citizens	45,000	30,000
	CDEV	Transatlantic Leadership Initiatives	German Marshall Fund	75,000	50,000
	EDU	Project Citizen: The Way Forward	Institutul Intercultural Timișoara	18,000	-
	EDU	Agricultural High-School Program - AgriBusiness in School	Junior Achievement Romania	146,000	75,400

PRIORITY	AREA	PROGRAM NAME	GRANTEE	AGREEMENT AMOUNT (\$)	DISBURSED IN 2016 (\$)
	ENT	The Entrepreneurial University	Junior Achievement Romania	147,660	88,596
	EDU	One World Romania at School	One World Romania	103,234	31,180
	EDU	Coding for Kids at Library	Progress Foundation	72,000	-
	ENT	REPF Ecoturism Destinations	Fundația pentru Parteneriat	1,100,000	240,000
	ENT	Innoteque Conference - Innovation Ecosystem US/Israel/Holland/Romania	Asociația RoPot	14,986	14,486
	EDU	Romanian Mathematics Curriculum: Reflections and Future Directions	Societatea de Științe Matematice din România	111,216	110,216
	EDU	STEM Curriculum Reform: Learning from US Experience	Societatea de Științe Matematice din România	6,525	6,025
	EDU	Teach for Romania - Year II	Teach for Romania	100,000	1,000
	EDU	Teach for Romania - Year III	Teach for Romania	71,732	71,000
	ENT	Innovation Labs	Tech Lounge	30,980	1,500
	ENT	Expansion of Innovation Labs (Year 1)	Tech Lounge	143,975	79,000
	ENT	Expansion of Innovation Labs (Year 2)	Tech Lounge	204,340	-
	EDU	Accelerate Your Computer Science Teaching	TechSoup	50,000	34,000
	EDU	Planning Grant for an Initiative in Agricultural High-schools	World Vision Romania	8,500	500
	EDU	Agricultural High-Schools - Drivers for Youth' Access to Rural Development Opportunities (Year 1)	World Vision Romania	200,000	-



CONSOLIDATED FINANCIAL STATEMENTS

AS OF AND FOR THE YEAR ENDED DECEMBER 31, 2016

The Romanian-American Foundation is audited by Deloitte Audit SRL, a member of Deloitte Touche Tohmatsu. For the full audit report, including notes, please visit <http://www.rafonline.org/en/who-we-are/annual-reports/>



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CONSOLIDATED STATEMENTS OF FINANCIAL POSITION AS OF DECEMBER 31, 2016

ASSETS	DECEMBER 31, 2016	DECEMBER 31, 2015
	\$	\$
Marketable Investments, at fair value (Notes 3 and 5):		
Mutual Funds – Equity	55,620,292	47,237,125
Mutual Funds – Fixed Income	26,617,845	20,944,138
Mutual Funds – Other	10,741,512	9,635,622
Non-marketable investments, at fair value	12,558,988	26,345,782
Cash and cash equivalents (Note 3)	12,050,142	11,262,145
Cash restricted in bank deposits as collateral for student loans guarantee (Note 3)	77,000	77,000
Program related investments, committed (Note 3 and Note 6)	197,999	600,000
Prepaid expenses and other assets	6,733	5,123
Property, net (Note 7)	3,435,729	3,529,375
TOTAL ASSETS	121,306,240	119,636,310
LIABILITIES AND UNRESTRICTED NET ASSETS		
Accounts payable and accrued expenses	108,534	83,708
Program related investments, payable (Note 3 and Note 6)	50,000	250,000
Grants payable (Note 3 and Note 6)	2,799,646	2,244,910
TOTAL LIABILITIES	2,958,180	2,578,618
UNRESTRICTED NET ASSETS (Note 2)	118,348,061	117,057,692
TOTAL LIABILITIES AND UNRESTRICTED NET ASSETS	121,306,240	119,636,310

CONSOLIDATED STATEMENTS OF ACTIVITIES

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CONSOLIDATED STATEMENTS OF ACTIVITIES FOR THE YEAR ENDED DECEMBER 31, 2016

CHANGES IN NET ASSETS	YEAR ENDED DECEMBER 31, 2016 (Unrestricted)	YEAR ENDED DECEMBER 31, 2016 (Restricted)	YEAR ENDED DECEMBER 31, 2016 (Total)	YEAR ENDED DECEMBER 31, 2015 (Unrestricted)
	\$	\$	\$	\$
INCOME				
Interest and dividend income (Note 5)	2,132,231	-	2,132,231	1,887,520
SUPPORT AND CONTRIBUTION INCOME				
Charles Stewart Mott Foundation	-	64,200	64,200	-
Romanian-American Investment Foundation, former RAEF (Note 4 and Note 8)	1,006,352	-	1,006,352	51,798,315
TOTAL INCOME	3,138,583	64,200	3,202,783	53,685,835
EXPENSES				
Employee compensation and benefits	510,691	2,000	512,691	535,191
Occupancy expenses	126,352	-	126,352	138,783
Professional services	230,559	54,714	285,273	159,935
Trustees’ expenses	96,399	-	96,399	108,478
Administrative and other	218,022	7,486	225,508	142,931
Depreciation and amortization	93,646	-	93,646	140,805
TOTAL OPERATING EXPENSES	1,275,669	64,200	1,339,869	1,226,123
Grants (Note 6)	(3,175,855)	-	(3,175,855)	(2,096,491)
INCOME IN EXCESS OF GRANTS AND EXPENSES	(1,312,941)	-	(1,312,941)	50,363,221
Net realized loss on investments (Note 5)	(1,405,533)	-	(1,405,533)	1,104,665
Net unrealized gain on investments (Note 5)	4,293,651	-	4,293,651	(4,222,065)
Net currency remeasurement (losses)/gains	(284,809)	-	(284,809)	(750,396)
TOTAL INCREASE IN UNRESTRICTED NET ASSETS	1,290,368	-	1,290,368	46,495,425
Unrestricted net assets, beginning of year	117,057,692	-	117,057,692	70,562,267
UNRESTRICTED NET ASSETS, END OF THE YEAR	118,348,061	-	118,348,061	117,057,692

CONSOLIDATED STATEMENTS OF CASH FLOWS

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CONSOLIDATED STATEMENTS OF CASH FLOWS AS OF DECEMBER 31, 2016

	YEAR ENDED DECEMBER 31, 2016	YEAR ENDED DECEMBER 31, 2015
CASH FLOWS FROM OPERATING ACTIVITIES	\$	\$
Increase in unrestricted net assets	1,290,368	46,495,425
Adjustments to reconcile increase in unrestricted net assets to net cash used in operating activities:		
Net realized/(gain) loss on marketable investments	1,405,533	(1,104,665)
Net unrealized/(gain) loss on marketable investments	(4,293,651)	4,447,542
Net unrealized FX (gain)/loss on non-marketable investments	337,478	749,174
Release of provisions for non-marketable investments	-	(225,477)
Depreciation and amortization	93,646	140,805
Decrease/(Increase) in cash collateral guarantees	-	-
Decrease/(Increase) in program related investments, assets	402,001	(368,000)
Increase /(Decrease) in program related investments, payables	(200,000)	100,000
Increase/(Decrease) in grants payable	554,736	460,691
Decrease/(Increase) in prepaid expenses	(1,610)	6,309
Increase/(Decrease) in accounts payable and accrued expenses	24,826	22,191
NET CASH PROVIDED BY OPERATING ACTIVITIES	(386,673)	50,723,995
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from sales of marketable investments	27,871,820	40,369,858
Proceeds from sales of non-marketable investments	13,449,317	3,969,653
Cost of marketable investments purchased	(40,146,467)	(70,719,183)
Cost of non-marketable investments purchased	-	(30,839,132)
Cost of fixed assets	-	(7,500)
Net cash used in investing activities	1,174,670	(57,226,304)
Net (decrease)/increase in cash and cash equivalents	787,997	(6,502,309)
Cash and cash equivalents, beginning of year	11,262,145	17,764,454
Cash and cash equivalents, end of year	12,050,142	11,262,145

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Our deep appreciation goes to all our partners, who share our commitment and values, and whose activity turns our vision into reality as well as to all the volunteers, peers and supporters who help us advance our mission.

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