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Izeta Sarajlića 5, 75000 Tuzla
Muhameda Hadžijahića 29, 71000 Sarajevo
Bosnia and Herzegovina

Annual report 2013



www.bhcrafts.org

Board of directors:

Amina Rizvanbegović- Džuvic
Zoran Ivančić

Alma Nukić

Lejla Omeragić
Damir Kunto

Emina Ganić
Peggy Barry

Alma Šahbaz
Vedrana Seksan



NGO Bosnian handicrafts/BHcrafts
SHOPPING WITH PURPOSE



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I can proudly start with the fact that both BHcrafts entities – NGO and Ltd ended 2013 with positive results. We are among the few BH companies with no blocked bank accounts; all taxes paid in time, as well as regularly paid salaries with health and pension insurance. Thanks to our loyal buyers and generous donors, all BHcrafts beneficiaries got enough work throughout the year.

Mrs. Emira Šehić the owner of “Fairhands”, extremely energetic and very positive person, the new BHcrafts partner for the Swiss market had an excellent start up with serious intentions to create very strong contacts and enable stable export of BHcrafts products to that “dream” market.

Sundance catalogue, the US based company sealed the status of the “best buyer” and made the biggest part of the export orders in the last year. We send many thanks to all socially responsible Americans, who ordered Christmas stockings and tree skirts and enable steady income for hundreds of BHcrafts women. Please make sure to do it this year again!

December 2013 BHcrafts got excellent news from another well-known catalogue – “National Geographic”. They decided to offer traditional Bosnian slipper socks in 2014 fall issue. We pray for the great sale and the new contract in 2015.

In 2013 BHcrafts has made contacts with Bosnians living in Norway and Netherlands, so we started some modest export to these two countries, too.

After, rather, few slow years our Japanese partner “Ketchup ltd” indicated some improvement in the years to come.

When it comes to the local market, BHcrafts shop was hit by the recession and decreased budget of the local population. Despite the bad financial situation in Bosnia and Herzegovina, and absolute lack of interest our authorities showed for purchase of these unique and authentic BH products, BHcrafts had good sales in the local market. Mainly thanks to socially responsible companies, as UMEL- Dalekovodmontaža, Tuzla, and duty free shop at Sarajevo airport, the ratio of local and export sales were in balance.

Projects implemented in 2013

This paragraph has to start with: **“Thank you Peggy Barry!”**

Peggy is the best friend ever, the women who made initial contact with Sundance, started “BHcrafts inc.”, the US based sister agency, keeps spreading the word about BHcrafts and its mission with the same energy and enthusiasm as in 1999 when BHcrafts exhibited its products in one big NYC fair and officially started export to the US market.

As in the previous years, BHcrafts got supported by BHcrafts Inc. with the amount of 10.000\$.

The other projects in 2013, all successfully implemented and reported to the donors, are as follows:

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- Ministarstvo civilnih poslova BiH – 10.000 BAM
- Vlada tuzlanskog Kantona – 14.968 BAM
- Općina Centar Sarajevo – 2.500 BAM
- Općina Tuzla – 2.000 BAM
- UNDP – 8.781,67 BAM

We have got some individual donations from people who respect our work and made direct contributions to our NGO bank account.

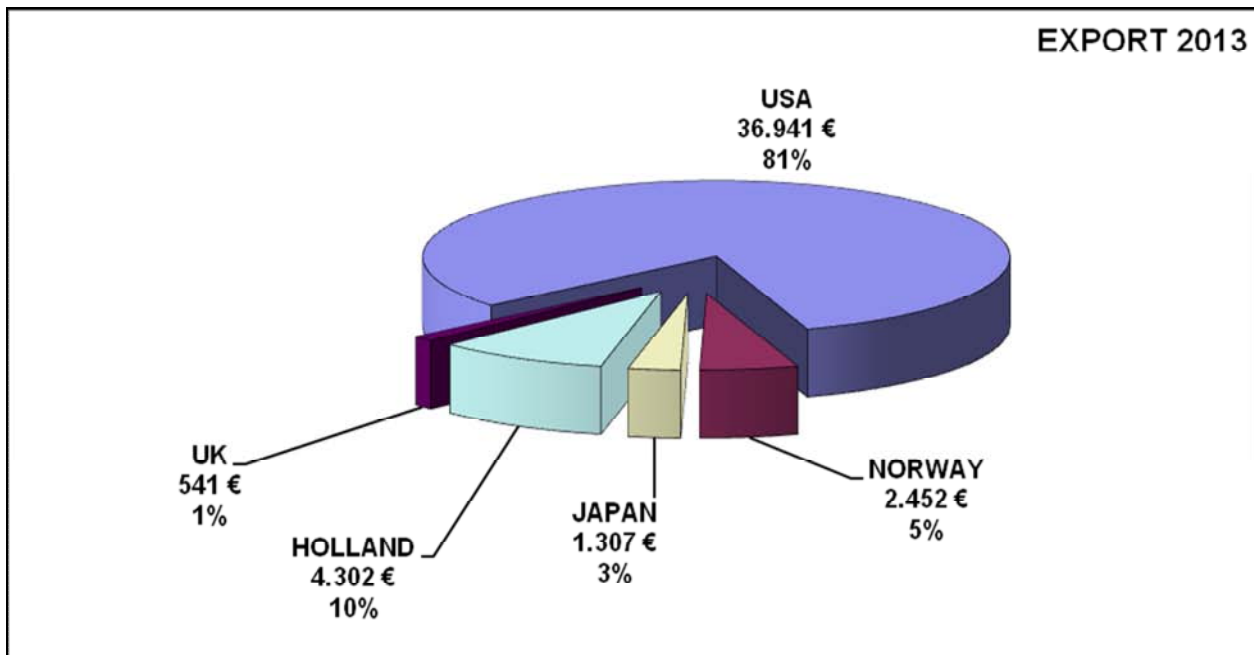
Facts and figures from 2013

The total budget in 2013 was approximately 175.006,00 Euro, which is 4,58 % less than the budget for 2012. A majority of the activities were financed through in-house sources; ie, sales of handicrafts, in the country and abroad.

Income from our own sources was 145.227 Euro (82,98% of the overall income).

The majority of local sales comes from the retail outlet (80,63% BHcrafts shop, 4,40% corporate gifts program and 14,97% wholesale program).

Of the total export sales, US market tops the list with 81,11%, followed by Holland with 9,45%, Norway 5,38%, Japan 2,87% and others.





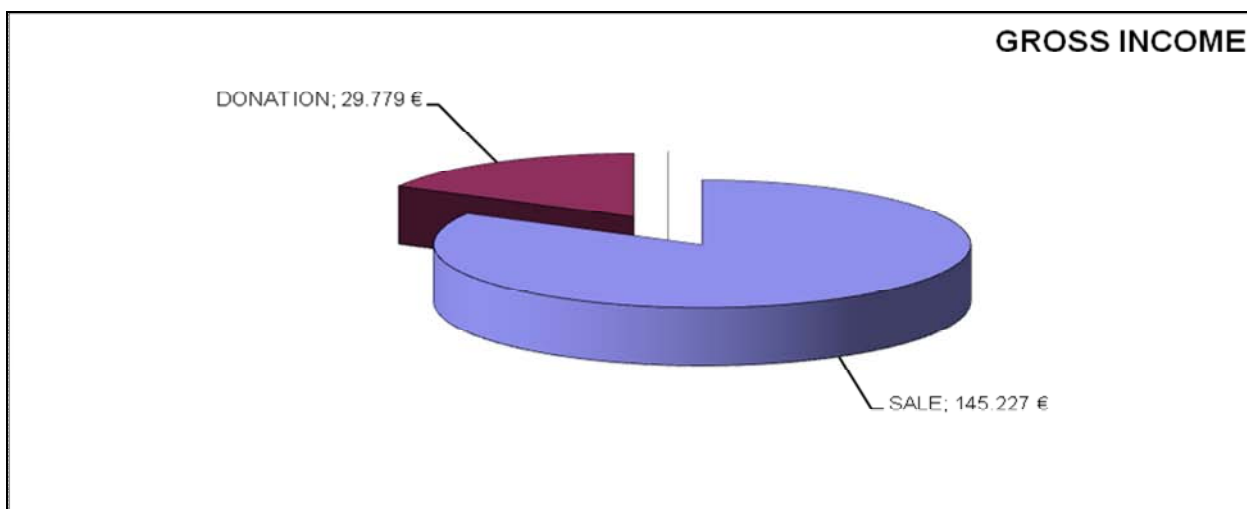
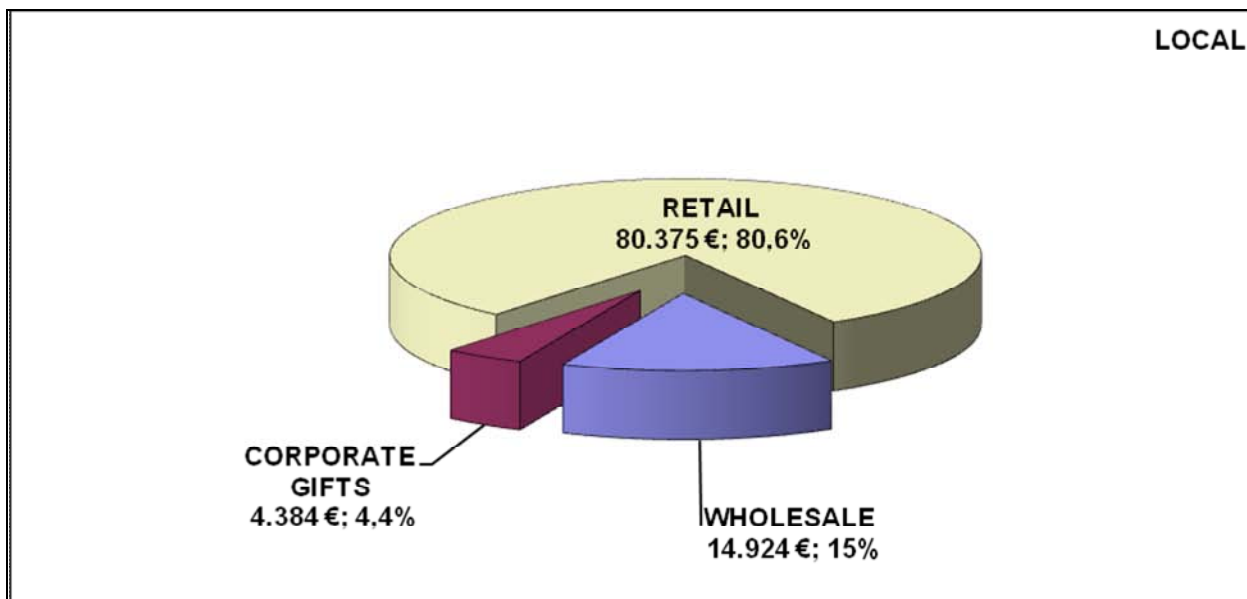
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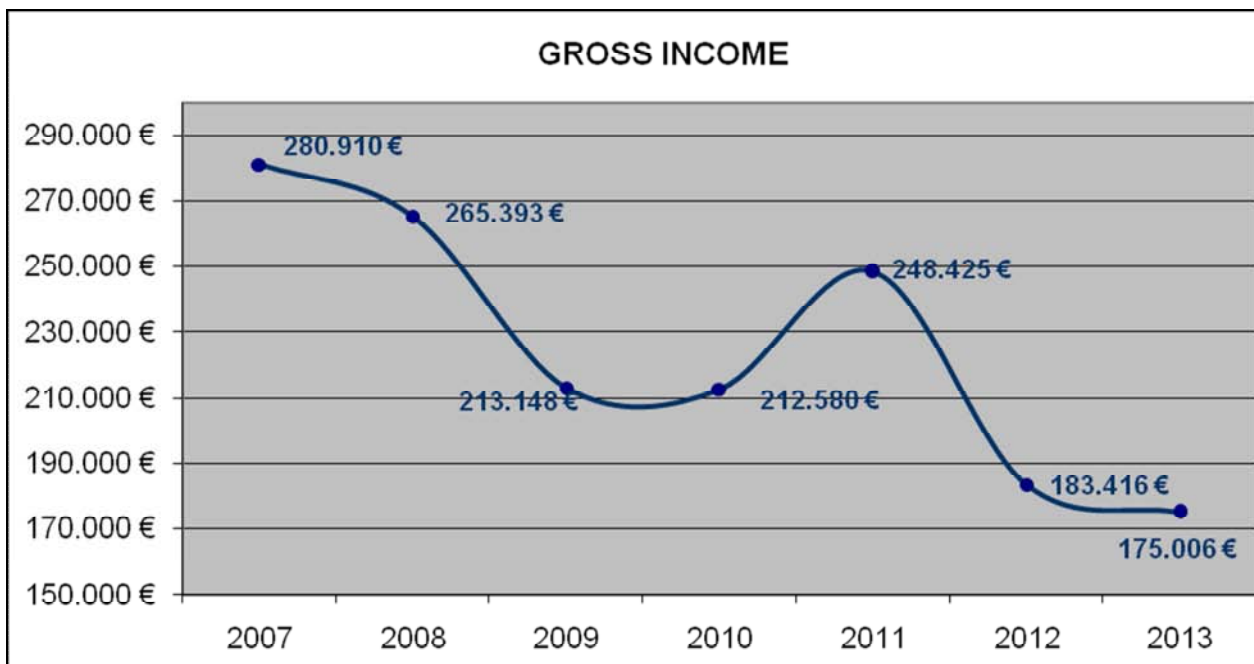
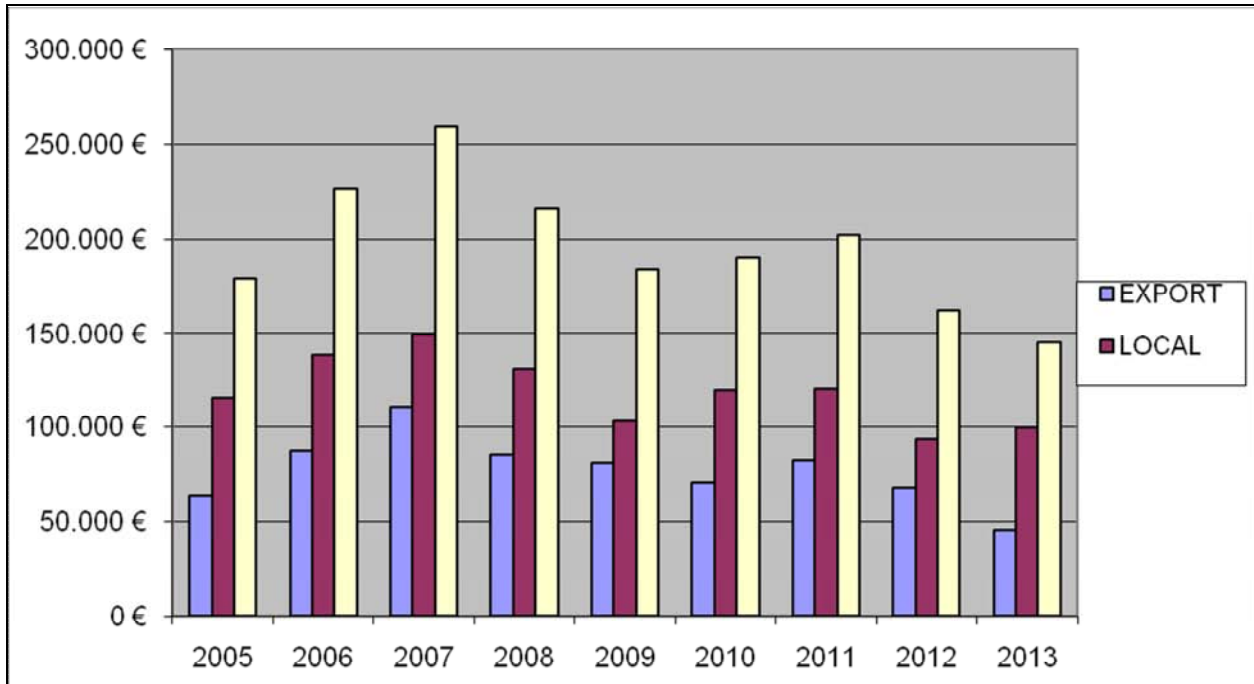
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101 Bosnian women got engaged in the production process and they earned the total amount of 55.681,68€, which is 38,34% of the total sale. The amount of 9.344,27€ was paid for pension and health insurance and income tax (73,30% for full time employees, for the “work at home” contracts tax percentages are 18% in Federation of BiH, and 11% in Republic of Srpska,). Total VAT in 2013 was 14.783,50 €. The amount paid for the pension and health insurance and income tax for 9 employees (3 sales persons, Designer/Production Manager, CEO and admin staff) was 22.393,09€

It's not a big job to calculate that BHcrafts, a small scale social entrepreneurship, contribute to the state budget with the amount of 46.520€, or 26,58% from the total turnover. The total amount for the projects in 2013, financed by the different state levels (Municipal, Kantonal and State) was 15.111,79€ which brings us to the difference of 31.409€ as the benefit for the state.

Message from BHcrafts team members and beneficiaries

If you read this report it means that you know about BHcrafts and respect our accomplishments in the last 19 years. You can help by spreading the word about this small, but very strong and important project, which main goal is to sustain the living for hundreds of Bosnian women who live in society margins and, promoting traditional skills and patterns incorporated in beautiful, high quality, handmade items, present the better picture about BiH.

So, please check the list of the partners, stores and catalogues offering BHcrafts products and BUY some of it!!!

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