Dar El

Thagafa

(DET)

Unit

Bookshops



ltsa

Wood

Unit



Message of the General Director

Annual Report 2014

ltsa

Farm

Unit

Dar El Media Production (DET) Unit Unit

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in Arabic

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citizens through economic empowerment, and providing a decent and sustainable living for Egyptians in the poorest Center villages and slums. Unit

In the field of development, due to post June 30 revolution changes, CEOSS focused its work on many themes, including rights-based approach to development, while focusing on partnership with civil society, private sector, and government bodies. It also focused on establishing and developing community-based organizations, as well as deepening their bonds, particularly with regard to working with marginalized groups. In addition, CEOSS gave attention to many pressing issues such as street children, improving educational quality in schools, and fighting against dropping out of education. Among priority issues CEOSS worked with was providing an appropriate health atmosphere for all, through the establishment of a specialized ophthalmological hospital, while implementing medical convoys that roam villages to provide health services to citizens where they live.

Since its inception in the fifties, to date, CEOSS is dedicated to improving the quality of life of the poor and marginalized

CEOSS also works to reduce poverty and unemployment in the Egyptian society through economic empowerment of the poor, and helping them establish their own small projects while providing funding and training opportunities, as well as marketing assistance.

In the field of dialogue, CEOSS adopted the relationship between political, religious, social, and cultural realities, as well as contemporary local, regional and international issues in order to contribute to building bridges of mutual understanding and acceptance of diversity. This was done through focusing on many pressing issues such as: the new constitution, community participation, the development of religious discourse, and values of citizenship. Through its programs, CEOSS also adopted public diplomacy initiatives that aim to correct the negative image transferred to a number of European countries and the United States of America about Egypt after June 30 revolution.

In the field of culture, CEOSS owns one of the largest communication houses designed to spread enlightened cultural and religious awareness, covering various fields and trends that have positive impact within the church and the community locally and regionally. This is done through the publication of the latest literature in Arabic for both Arab writers and English and French books, as well as the production of educational and cultural materials through media.

In Addition, CEOSS works to find self-support sources of funding to continue to fulfill its mission towards the community. This is done through the establishment of productive quality projects serving citizen, such as a furniture factory and another for Plywood, while providing job opportunities for youth in this area. Itsa farm is a nursery offering a variety of plants and trees, contributing to the development a green environment in rural and urban areas in Egypt. CEOSS also provides media production services including print, audio and visual material. Besides, Dar El Thaqafa bookshops, spreading all over Egypt, are beacons of knowledge rather than profitable outlets.

This report holds details and results of CEOSS projects and services during 2014, focusing on the statistics and figures, verified with images, which I hope that with your support we have been able to achieve our mission towards people.

In conclusion, I am pleased to extend my sincere appreciation to the Board Chairman and members for their continued support, as well as members of the General Assembly, staff and volunteers in different work areas. Special thanks also to Ministers of Economy, International Cooperation, Social Solidarity, Education, Agriculture, Local Development, Environment, Workforce, Endowments, Interior Affairs, Culture, Health, Media and others. I also thank governors of Cairo, Giza, Beni Suef, Minia, Assiut, Luxor and others, as well as political and executive leaders, and all our private sector partners.

> Rev. Dr. Andrea Zaki, General Director





General Director

and results

of CEOSS

and service

Message of Local Development Development Services

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Microloans Unit

Development Forum for Intercultural Unit

Building Unit Dialogue (FID)

Major Events in 2014

2014 was full of important events in all CEOSS work areas. This is a timeline of CEOSS major achievements.



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"Citizenship, Religion and Political

















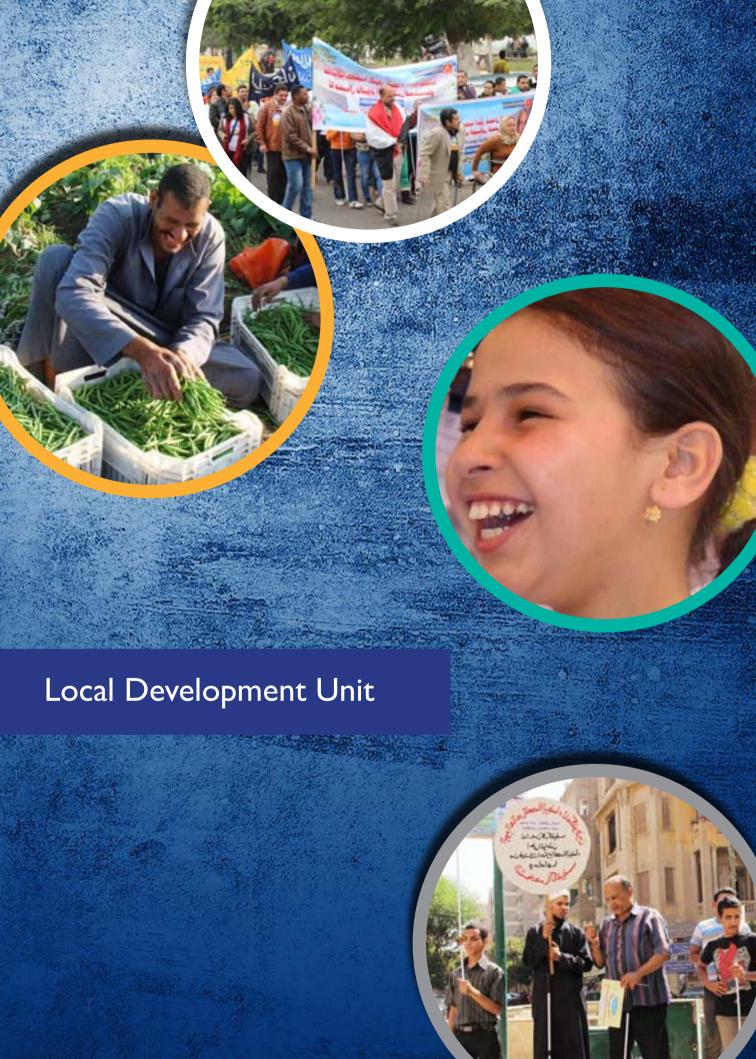
kon equal terms, the future o Arab-European relations» with the participation of 40 people from oth sides. It addressed dialogue and policy issues in the Arab uropean relations, civil society organizations and their role ir ole of religions in transformatior n the Arab Region.



ended by nearly 500 studen niversity to activate citizenship.







General goal of Local Development Unit

Improving the quality of life to enable and enhance livelihood opportunities through equitable and transformative sustainable development, especially amongst the most vulnerable districts, communities, groups in order to achieve human dignity



Major Achievements

Institutional Support and Capacity Building Program

Election of 74 elected committees of citizens in local communities to represent them before concerned authorities to defend their economic, social, health and education rights. In addition, 15 elected committee memberships were renewed in accordance with their statutes.

946

representatives
of public and media
nstitutions were trained
to improve their
communication
skills

839

members of the boards
of directors were equipped
with skills of good governance,
effective communication, planning and
mplementation of advocacy issues, analysi
of public budgets, change management,
results-based management, gender
balance, accountability and
monitoring, and rights-based
development

1,37

members of elected committees were trained to develop statutes governing their work, as well as trainings on rights based development, teamwork, mobilization of domestic resources, and results-based management

Capacity building of partners from civil society organizations, elected committees and concerned public institutions to enable them to plan and implement local initiatives

407

acquired skills of financial and technical management, good documentation and resultsbased management

Strategies

- Strengthening adaptive capacity and performance of civil society organizations, elected committees of citizens and concerned government bodies.
- Designing and implementing sustainable development initiatives using a rightsbased approach to empower the poor and marginalized.
- Partnering with public and private sector institutions and research centers concerned with rights of the poor.
- Building and developing civil organizations and networks seeking to secure and respect the rights of the poor and marginalized.
- Advocacy and networking to influence public policies and procedures related to rights of the poor while working to improve the underlying causes of poverty such as deportation, marginalization, deprivation and lack of fulfillment of basic human rights.
- Designing and implementing sustainable development initiatives using territorial approach, to work in multiple geographic areas of common interest with relevant actors, to increase their economic and agricultural competitiveness in the region.



Eye Program



70,873 patients were examined

49 patients underwent surgical interventions



1,708 patient benefited from pharmacotherapy

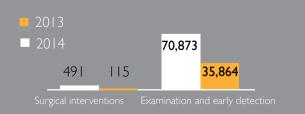
1,85 patients received eyeglasses to correct their sights defects

Signing a cooperation protocol with the Ministry of Health whereby ophthalmology service was added to the basic health care services package in 10 communities in Minia and Beni Suef. Also referral system was activated between health units and associated ophthalmology hospitals in the working communities, in addition to providing ophthalmology equipment while training doctors on quality eye care services.

41,049 students benefited from the education and civic education programs

87,477 citizens, especially women and children in poor and marginalized areas, benefited from interventions reducing causes of blindness

Comparison between number of beneficiaries of eye care interventions for the year 2013 and 2014



Health Program



11,316

citizens benefited from service of pregnancy care, viral diseases, osteoporosis, breast tumors and treatment of malnutrition for children 200

families refrained fr

Rehabilitation of Persons with Disabilities Program



1,418

were medically rehabilitated

3,08

were engaged in community activities

263

btained National IDs and disability IDs

166

organizations, houses, and streets were constructionally adapted

Advocacy and networking to influence public policies and procedures related to persons with disabilities as follows:



Building and development of democratic civil organizations and networks able to secure and respect rights of persons with disabilities, including:

Establishment of the Egyptian Forum for Persons with Disabilities, which aims to strengthen the participation of persons with disabilities in Egypt.

Registration of three (DPO) established from the elected committees of persons with disabilities in order to promote participation of organizations and community movements of persons with disabilities in monitoring and activation of public policy related to disability issues at the national level.

Continuation of membership of various Egyptian national disabilities networks (CBR Network, Educational Integration Network).

Contributing to the establishment of the Arab Bureau of the International Disabled Persons Institutions (DPI), which includes thirteen Arab countries aiming at exchanging knowledge and practices related to disability at the international level. CEOSS obtained advisory membership in this entity.

Erada (Will) program





Building multiple partnerships with government institutions, private sector, and civil society organizations in order to support rights of people with disabilities, for example:



Children at Risk program



children and their families benefited from health care services.

children were protected from dropping out of schools.

drop-out children were re-enrolled in schools.

working child benefited from the environmental adaptation implemented in 80 workshop.

working children signed career contracts to ensure their rights.

children at risk and their families were employed after completing their training opportunities.

children benefited from the establishment of 17 community schools.

Advocacy to influence policies and procedures related to issues of children at risk through:

- A conference held to review child protection policies and child labor legislations with the participation of 100 representatives from relevant ministries and civil organizations.
- Application of monitoring and accountability mechanisms of the community through child protection committees.
- Finding a mechanism to monitor violations and complaints directed to children at risk through the allocation of a hotline to receive complaints 24/7 in 6 governmental organizations in Madinet Al Salam.

Building multiple partnerships with government organizations and private sector, in order to support the rights of children at risk, for example:

- Signing six cooperation protocols with the Manpower Directorate, Social Solidarity departments, Health directorates, Sharkawy preparatory schools in Madinat Al Salam, Shoubra El Khaima and Beni Suef in order to ensure the continuity of children's access to the services these entities offer.
- Signing 25 code of honor with workshop owners in Madinat Al Salam in Cairo to ensure the fulfillment of working children rights including working hours, breaks, fair wages and quality of responsibilities assigned to children.





Economic Development Program

5,515

youth received administrative training to qualify them for the job market.

1,603

were employed either after training or through direct employment. 1,035

youth received vocational training on crafts needed in the labor market.



7,100

job opportunities were offered through organizing five employment fairs where 2,800 youth and 9 private sector companies participated.

Continuous participation of youth and private sector companies in the use of technology means CEOSS established (i.e Beehive and SoukTel websites) aiming to link between job seekers and available opportunities at private sector companies.



- 2,050 low-income families benefited from building and development of their houses as well as supplying basic facilities.
- 53 families benefited from implementation of environmental models designed to reduce pollution that affect public health.
- Participation of private sector, community leaders and civil society organizations in the development of 61 houses for the poorest of the poor.

Agricultural, livestock, poultry and fisheries programs





farms were linked to the most profitable markets



breeders and their families benefited from veterinary services and artifici insemination





nd breeders ar ies families ber small from the pr rating of breeding al for strains o



fishermen and their families benefited from the provision of modern fishing kits and implementation of income-generating projects

- Expansion in the development of formal and informal farmer's regulations through the election and the formation of 26 territorial committees represented by small farmers in 26 districts in Minia, Beni Suef and Qalyubya.
- Signing three cooperation protocols with the Agriculture and Reclamation Authority and agriculture departments in Minia, Beni Suef, and Qalyubya to enable small farmers access government services
- Cooperation with the Rural Development Research Center of the Faculty of Agriculture, Cairo University and Sadas Research Center to take advantage of their expertise in training and providing technical support to farmers.



8,153 youth benefited from training and employment opportunities.

895,590 youth visited Egypt.thebeehive.com website.

<u>21,084</u> youth and 2,100 private sector company registered their data on SoukTel website.

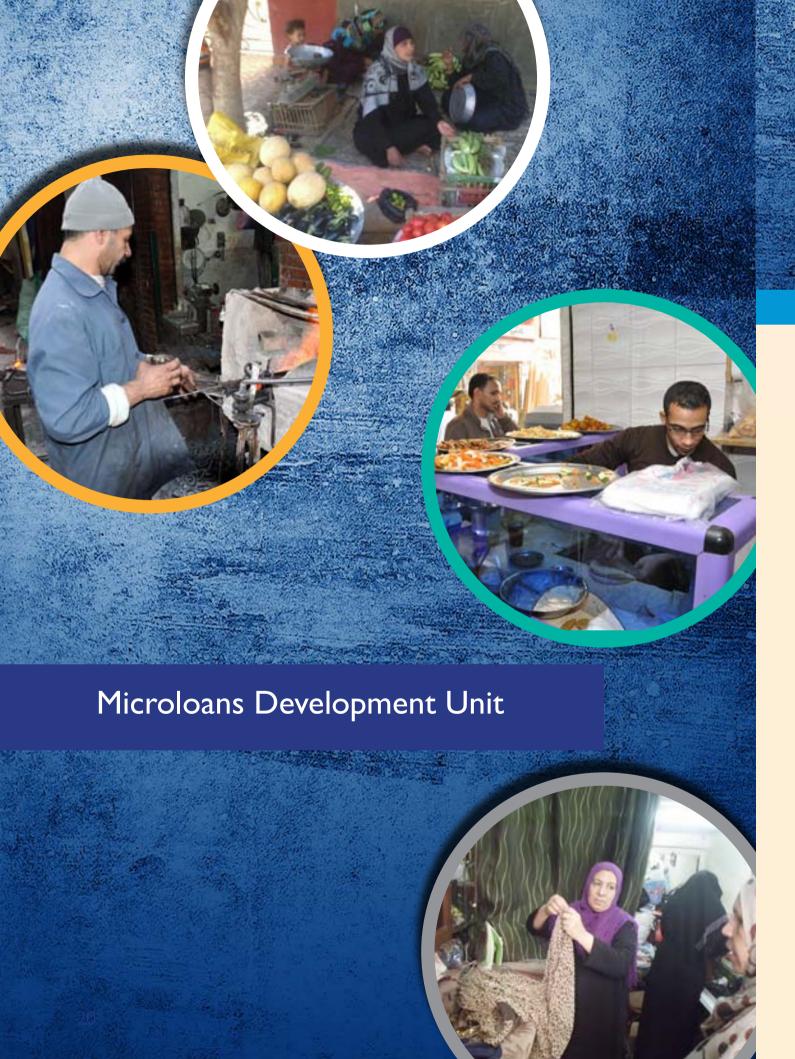


16,223 small farmers, livestock and poultry breeders, and fishermen were economically empowered and their standard of living was improved.

+230% Geographical expansion of agricultural programs in rural communities in 2014.

Comparison between the number of communities working in agriculture programs for the years 2013/2014

2013 2014	100	35	81
	O	2013	2014



General Goal of Microloans Development Unit

Contributing to reducing poverty and unemployment in the Egyptian society through economic empowerment of the poor



Major Achievement

- \$ 86,936 loans were distributed, 69 % for women
- **¢** 60,792 clients under payment process
- **c** 3,500 new clients
- \$ 99.9 % Payment percentage
- \$ 0.1 % portfolio risk
- **\$** 1,195 clients trained to develop their projects
- **\$** 140 employees trained to develop their capacities
- **\$** five CEOSS employees received TOT on financial education

Lending Methodologies

69% Groups loan

3 | % Individuals loan



Strategies

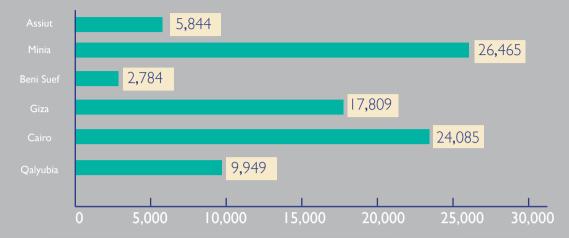
- Working with the most vulnerable groups who have the potential to start their own projects
- Providing financial and non-financial services
- Providing loans for groups and individuals
- 70 % of the targeted groups are females
- Economic empowerment of the poor to run their own projects
- Improving living conditions of the poor and marginalized

+ 26 % distributed loan values for 2013.

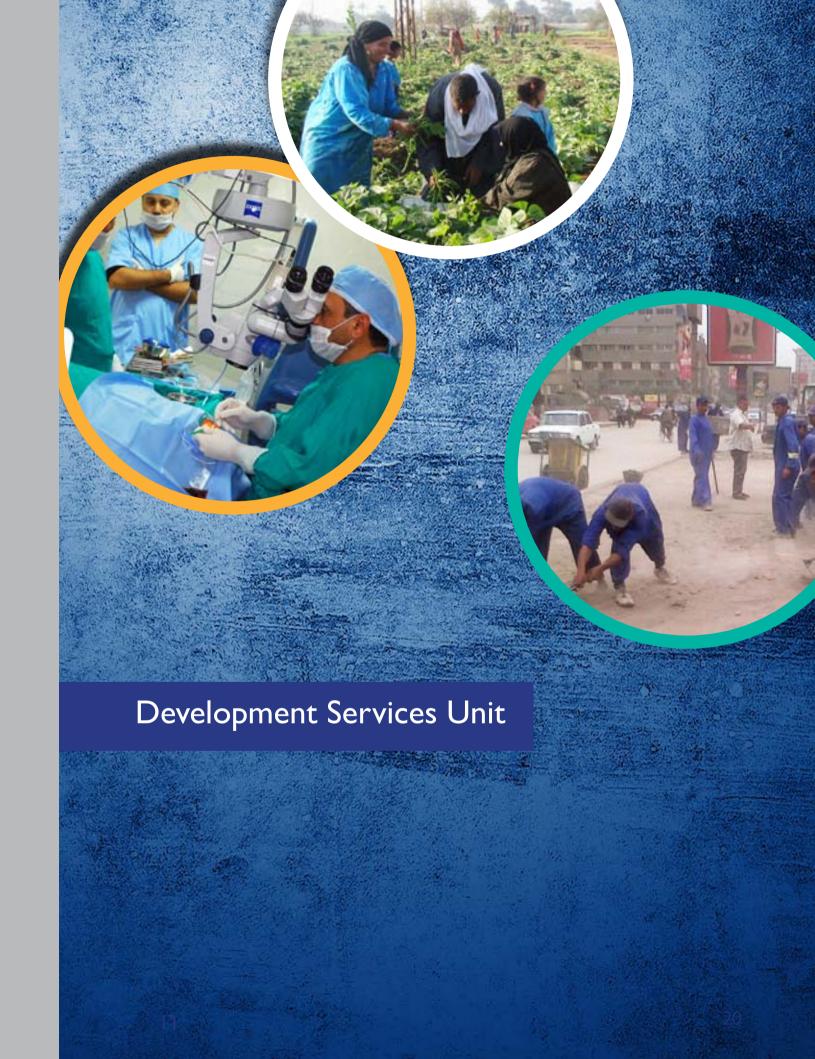
630,737 loans distributed since 2000.

 $\underline{20}$ branches in $\underline{6}$ governorates.

Numbers of clients in governorates in 2014







General goal of Development Services Unit

Enabling the poor and marginalized to obtain their rights of development resources and services by establishing and developing organizations based on financial sustainability, with high quality services and reasonable prices.

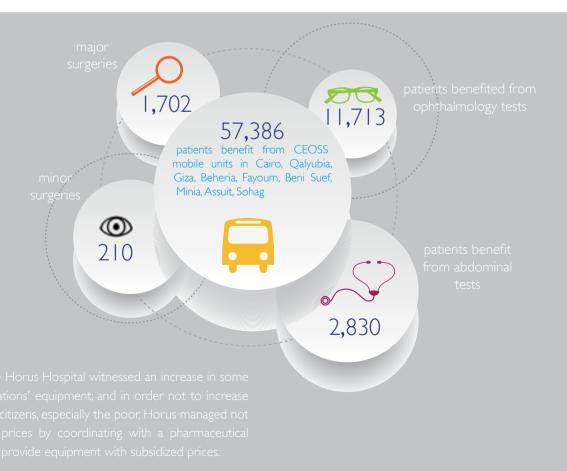


The unit focused on two important aspects as follows:

- 1. Continuing to provide different services to the various segment of the society, especially the poor.
- 2. Establishment of contractual partnership models with public bodies, private sector, and civil society institutions.

First: Horus Hospital

Horus contributes to ensuring specialized ophthalmology and abdominal care services for the poor including early detection of cases and surgical interventions, using modern technology. Horus also seeks continuous improvement of services and systems via the implementation of the following:



- Coordination with Magrabi Hospital to train Horus Hospital team on quality concepts to apply international standards for health facilities.
- Contribution of <u>60</u> civil society institutions represented in NGOs and religious institutions in encouraging citizens to access Horus services, which helps Horus better reach poor areas.



Strategies

- Enhancing and developing employees' management skills tailored upon nature of their projects.
- Conducting scientific studies to develop existing projects and adopt new ideas to help provide services to the poor.
- Identifying available opportunities and competitive advantages in the development market.
- Achieving solidarity among multiple segments of the society where cost is proportionate to their economic competence.
- Continuous development of services.
- Establishing contractual partnership models with public entities, private sector, and media institutions.
- Providing high quality services at the lowest possible cost.
- Achieving customer satisfaction.

Second: Marketing Agricultural Products "Amal" Program

Amal aims to increase small farmers income through solving problems associated with low productivity and deterioration of social and economic conditions.

Increase the awareness of 204 small farmers by holding seminars about high productivity crops and agricultural treatments for different corps using compost.

1,589 small farmer benefited from high qualit production equipment of whear maize, and potatoes.

farmers benefited from implementing pilot fields for wheat, cucumber, marjoram, thyme, cotton, sweet potatoes, zucchini, and maize.

Cooperation with 5 private sector companies to provide marketing opportunities for sweet potatoes and green beans for 28 farmers in Minia and Beni Suef

Third: Urban Environment Development of West Minia District Program

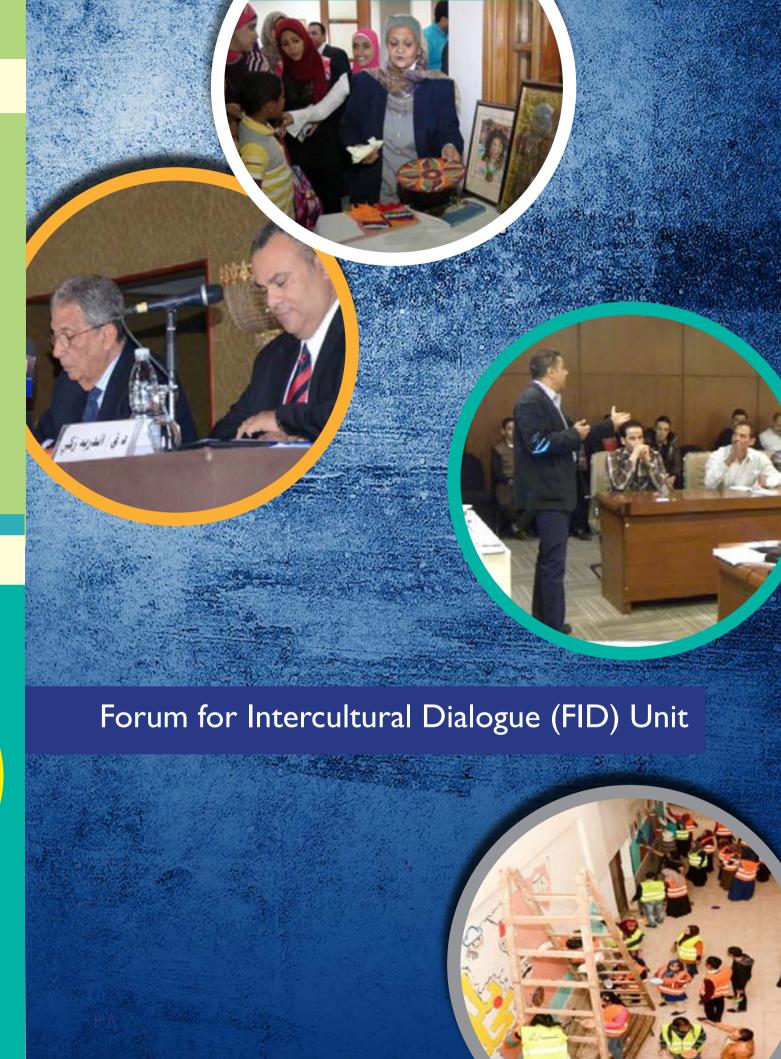
The component of the solid wastes management has been running for nine years. Although the project funding stopped, yet Minia Local Unit and governorate are still paying the dues for providing the service of collecting, sweeping and moving wastes from the district to the public dump in New Minia, serving a population of nearly 200,000 people through implementing the following:

- Coordination with different units in the district to execute a plan for intense cleaning campaigns.
- Prepare a full economic study to reuse construction wastes in the production of building bricks.
- Capacity building for New Dawn Organization through holding training workshops about monitoring and evaluation mechanisms and self-auditing. Among the main outcomes of the training is performing selfauditing and developing a report for the solid waste management component at the organization.
- Activation of national health insurance system for cleaners; <u>148</u> health insurance cards were renewed in partnership with Minia Health Insurance Authority.
- Vaccination for <u>146</u> cleaner for virus B and executing medical convoys aiming at reducing diseases resulting from dealing with solid wastes for <u>88</u> cleaner.

Unit through holding meetings with cleaners and other concerned stakeholders to address workers problems and demands.



Despite the financial challenges facing solid wastes nanagement component, especially price increase in petroleum products in Egypt resulting in price inflation of fuel, spare parts and transportation, the program continues to provide its services to the district.



General Goal of Forum for Intercultural Dialogue (FID) Unit

Contributing to shaping the public opinion and adopting positive dialogue addressing the relationship between political, religious, social, and cultural reality as well as discussing contemporary issues at local, regional, and international level to help building bridges of common understanding and acceptance of diversity.





Many activities were organized with target groups to reach the unit's goals. The most important themes discussed were:

- Awareness of the new constitution
- Civil participation and civic values Youth role in change.
- Human rights and pluralism
- Religious discourse
- Scientific research and building future of Egypt Social Responsibility
- Economic changes
- Democracy and Social Justice
- Future of Upper Egypt role of youth and women



Implementation of 🔟 community initiatives to support a culture of dialogue and coexistence as follow

• "Child Day" initiative in Mokattam; attended by 400 participants, aiming to deliver values of dialogue, tolerance and acceptance of others through tailored activities for children (i.e. puppet show, competitions, and drawings)

- "Who are we" initiative, aiming to highlight the Egyptian identity, in partnership with the Culture Supreme Council.
- Minia University Initiative entitled "Awareness of citizenship and coexistence among university students."
- Initiative with a group of academics at Alexandria University; aiming to develop an advanced methodological framework for human rights courses Egyptian universities deliver.
- Initiative to enable the social committee of Dar Al Salaam and Al Basatin districts to spread values of cooperation and coexistence.

Working with the Church

FID worked to increase awareness of 180 Christian religious leaders to identify psychological and social aspects while renewing theological thoughts and encouraging them to enroll in post-graduate programs in Egyptian universities and seminaries. This was done through two conferences entitle «Towards church participation in state-building and playing an active role in society development after June 30th revolution».

Promoting dissemination of knowledge using social media

- <u>42</u> youth were introduced to themes of electronic protection and e-marketing.
- Publicizing FID activities on social networks by publishing 30 news posts and reports and preparing <u>20</u> essays, books and bulletins to upload during 2015.

Strategies

- Building bridges of understandings and creating a safe space for dialogue to ensure intellectual, political and religious diversity.
- Focusing on intellectuals and intermediate leaders of academics, media professionals, clergy and young innovators.
- Expansion of building partnerships with institutions of common interest at local, regional and international levels.
- Addressing important visions and issues to reach decision-makers.
- Spreading value of dialogues locally and encouraging social initiatives.

25 social initiatives

2,054 participants in 10 conferences

1,883 participants in 17 seminars and roundtable discussions.

1,620 participants in 62 workshops.

230,000 Followers on CEOSS and FID social media pages.



2- International Programs

Arab-Arab dialogue

Holding 2 conferences

- Citizenship, religion, and process of political transition
- Future of Arab-European relations

Participants:

- 75 participants in the first conference
- 40 participants in the second conference From both Arab and European sides

Date

- February 2014 Cairo
- November 2014 Brussels Germany

Most important issues:

- Development in Egypt and Arab countries and their impact on the Arab-European relations
- Insights on development and industrial policy framework in the Arab world
- Religious origins of political ideologies
- Constitutional framework of Fountian elections
- Role of the West in Arab Spring
- Governments of Arab Spring and search for legitimacy
- Dialogue and politics in Arab-European relations
- Role of civil society organizations in the political transition
- Role of religions in transition in the Arab region

Holding a conference:

Transition to democracy in the Arab world from an economic and social standpoints

Participants:

 60 intellectuals from 7 Arab Countries

Date:

September 2014

Most important issues:

- Transition to democracy in the Arab world – Conditions and obstacles
- Democratization and building Arab minds
- Democratization and poverty causes -Social and economic marginalization
- Democratization and roll of youth and women

Egyptian-American dialogue

Holding a conference:

Egyptian-American Dialogue Conference - Public Diplomacy

Participants

 38 Diplomats, parliamentarians intellectuals, politicians and media professionals from both sides

Date:

 October 2014 – Washingtor USA in cooperation with Hands Along the Nile

Most important issues:

- Future of Egyptian- American relations.
- New political system in Egyp and social, economic, and cultural challenges
- Christian-Islamic relations and co-existence future

Danish-Arab dialogue

Holding third round

of leaders for intereligious understanding (LIU program

<u>Participants</u>

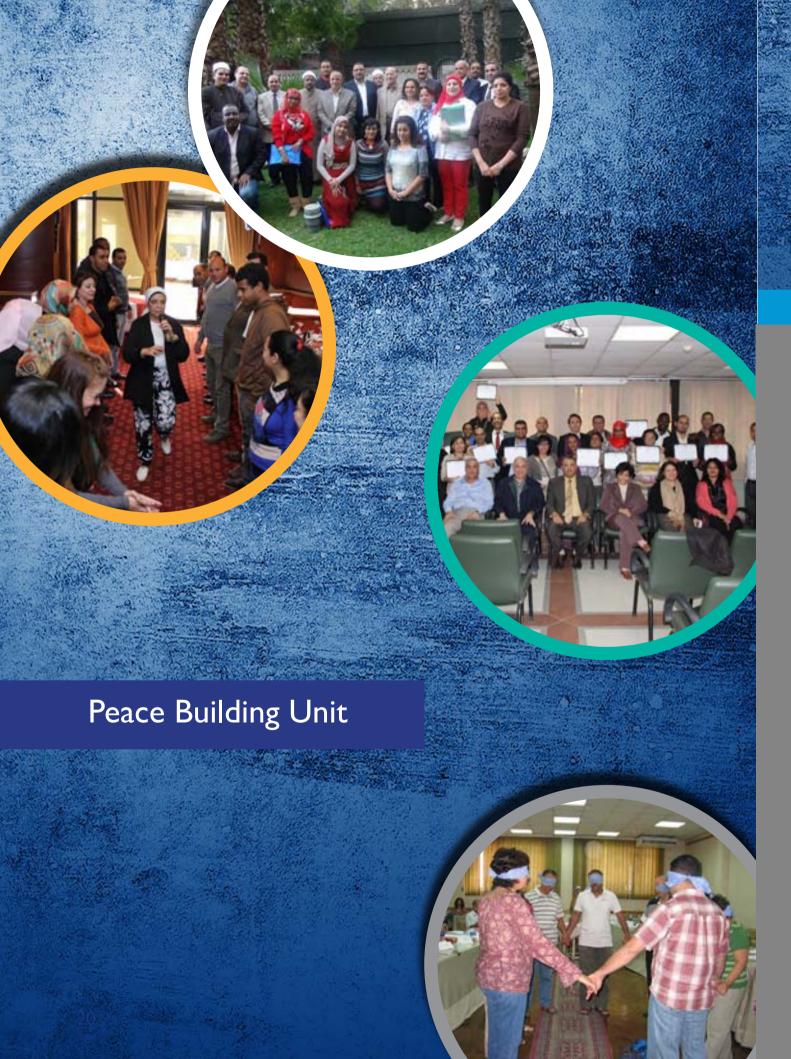
 40 youth from Egypt, Denmark, Syria and Lebanon

Date:

- April 2014
- November 2014

Most important issues:

- Religion, Conflict Resolution and Reconciliation
- Religion, political participation and Social Integration



General Goal of Peace Building Unit

Supporting a culture of dialogue, coexistence and peace building through capacity building of individuals and institutions and providing trainings for crisis management skills and activation of peace building.



Major Achievements:



International level

Studies on crisis management for peace-building in the MENA region aiming to build a culture of tolerance and co-existence, from 24 November till 5 December 2014, with the participation of 21 persons from Sudan, Jordan, Tunisia, Lebanon, and Egypt.



National leve

Training workshops on crisis management skills and promoting social cohesion aiming to build capacity of individuals and organizations. These workshops address peace, conflict management skills, tools to strengthen social cohesion, and how to implement community initiatives to reduce conflict. 127 participants from six Egyptian governorates including: religious leaders, civil society leaders, human rights organizations, and youth leaders participated.

Strategies

- Supporting social peace through disseminating principles of peace building, social justice, and crisis management to promote local and regional peace.
- Activation of skills and mechanisms of crisis management using strategic approaches and applied models as well as experiences exchange among participants.
- Building partnerships with institutions and individuals of common interest at local, regional, and international levels to build mutual understanding and create peacemakers in the MENA region

5 Training workshops

127 Participants

74 Males & 53 Females

5 Arab countries

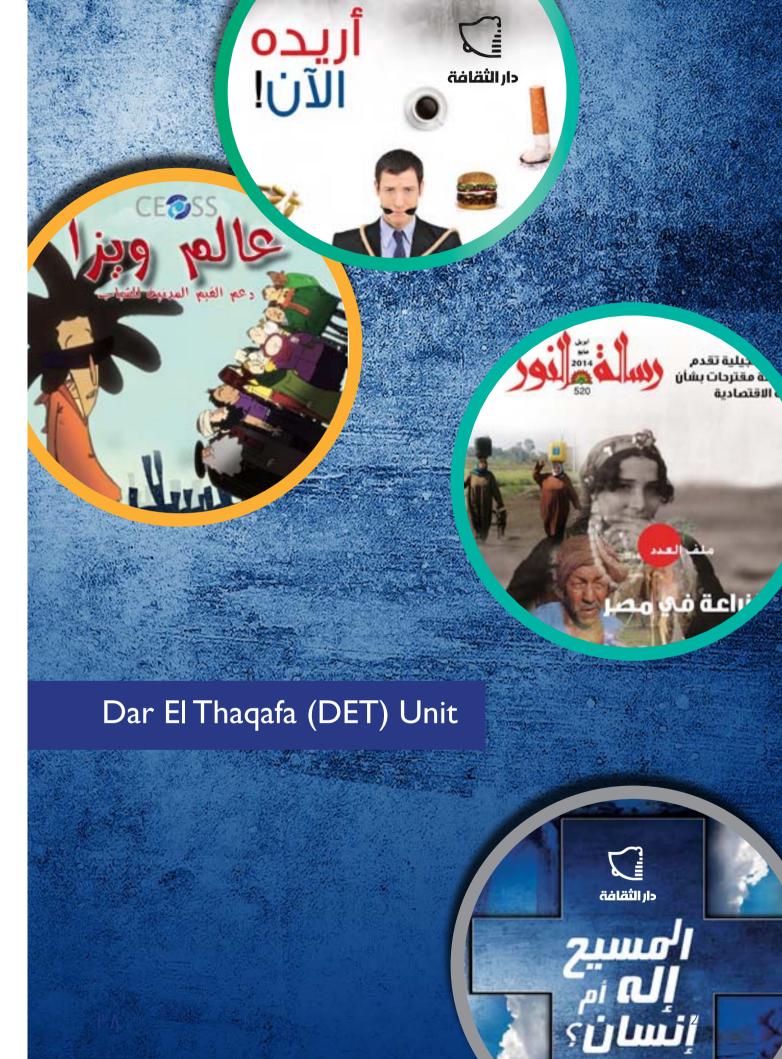
6 Governorates in Egypt

Outcomes of training workshops:

National Committee for Social Peace in Mokattam: formed by representatives of mosque, orthodox and evangelical churches, NGOs, and public figures. The Committee mission is to reach a secure society that renounces violence by addressing problems and conflicts and resolving disputes using negotiation, mediation, facilitation and arbitration skills.

Peacemakers in Nubia and Sudan: 7 young men from Nubia and Sudan formed a group to disseminate principles of tolerance, acceptance of others, peace-building, and renouncing violence through seminars to raise awareness in schools, youth centers and NGOs.





General Goal of Dar El Thaqafa (DET) Unit

Spreading enlightened cultural and religious awareness that covers various fields and trends, and creates a positive effect in the church and the local and regional community, through the publication of the latest writings in Arabic and other languages.



Major Achievements

22 new books were produced, and 30 books were reprinted





Child and family

itual Theological and Scriptural



A conference was held with the attendance of Dr. Rev. Christopher Wright at Ain El Sokhna from 2-4 December, 2014 to discuss three of his books. This conference was attended by a number of prominent theologians of different sects.



Strategies

- Commitment to a proper evangelical ideology.
- Coping with market needs in terms of number of books produced and their diversity
- Encouraging the Church to integrate into the community.
- Providing a variety of publications to meet the needs of readers.

22 New books
30 Reprinted books

General Goal of the Curriculum Department

Empowering and equipping individuals and civil society organizations with training and educational curriculum and tools to help them manage developmental work in a more efficient and effective way.

Major Achievements

First: Production of educational and training material

In the field of reproductive health

 Producing a new training kit, the third that has been produced in the field of reproductive health, entitled:

"Providing a propitious environment for youth in the field of reproductive health"



CESSS

- Producing a film entitled "The Prisoner" to combat stigma and discrimination against people living with HIV; the movie aims at:
- Identifying social and psychological problems of people living with HIV/ AIDS
- Advocacy to deal with needs of people living with HIV/AIDS
- The community's role in alleviating the suffering of people living with HIV/ AIDS

In the field of civic education

- Production of a cartoon movie entitled "Wiza Diary" addressing civic values such as citizenship and belonging.
- Production of a number of non-periodic newsletters, in partnership with CEOSS FID, addressing citizenship, democracy, social peace, and other topics promoting civic values in the Egyptian society.

Second: Documentation

Documention booklet for "Combating Poverty through Thematic Capacity Building of CSO Clusters" project

Third: Resalet El Nour

Producing six issues of Resalet El Nour newsletter, which aims to provide a model for development work through offering CEOSS and other NGOs' experiences in the development field.

Some of the topics addressed during 2014 were slums, sexual harassment, dialogue, freelancing, fisheries, and agriculture in Egypt.

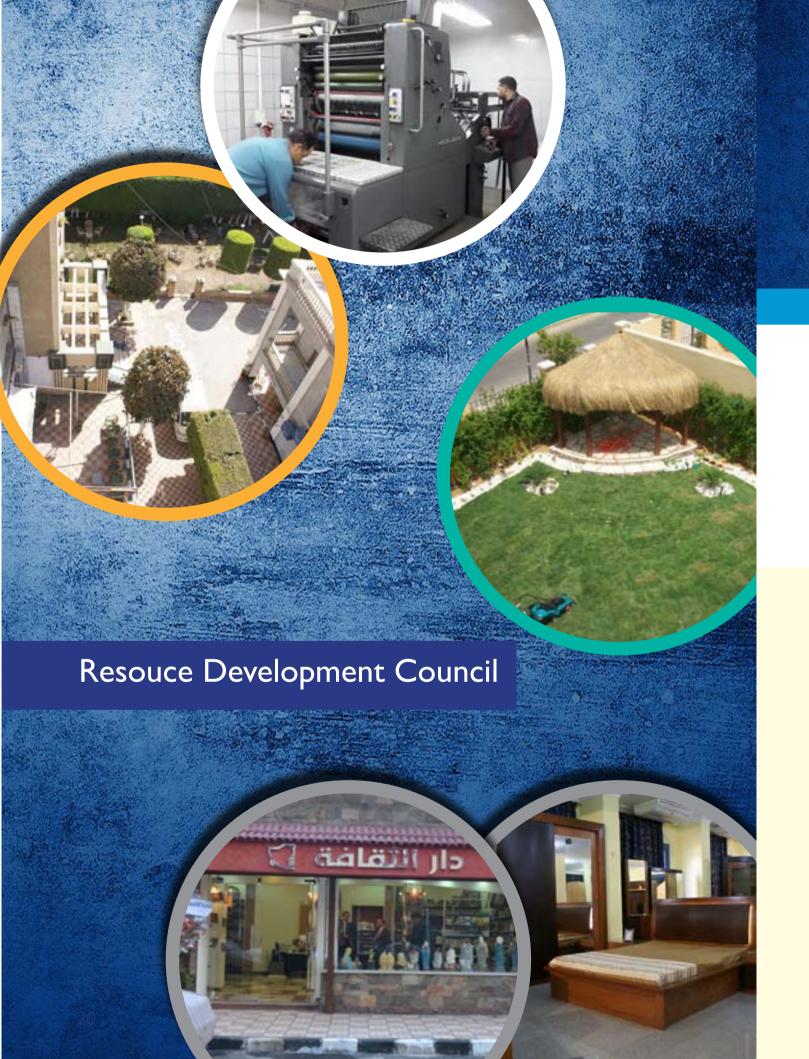
Strategies

- Involvement of the target groups in the stages of production, from needs assessment stage until printing stage.
- Analysis of the available literature and experience, so work starts from where the others finished.
- Partnership with other institutions in Egypt and Arab countries in producing curriculum for mutual benefit.
- Development of new methods of production based on innovation and creativity
- Availability of studies on the most important development issues and updates for people working in development.



260 Organizations received the training and produced kits.

100 Persons were trained on the use of produced educational resources.



General Goal for Media Production Unit

Production of educational, cultural and service material through media and publications while achieving profit margin to support CEOSS activities.



Major Achievements

CEOMedia



CEOPress

54,074 c	ar El Thakafa	publication
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180 Magazines

6,000 CEOSS Local Development

Unit publications

21,000 Bible Society publications

7,700 Services Council publications

9,700 Synod of the Nile publications

6,000 CEOSS FID publications

5,000 Other clients publications

Other printing contracts

Strategies

- Focusing on marketing to compete in printing market.
- Training employees to use new devices.
- Developing the quality of printing products to compete in overseas markets.
- Using modern printing technology (offset) to improve the quality of publications
- Introducing live broadcast service for CEOSS various programs.
- Upgrading the unit equipment by adding HD cameras.



General Goal of Dar El Thaqafa (DET) Bookshops Unit

Raising cultural awareness to all without discrimination, through selling publications of Dar El Thaqafa or other publishing houses, while achieving a profit margin to develop CEOSS self-support resources.



General Goal of Itsa Wood Unit

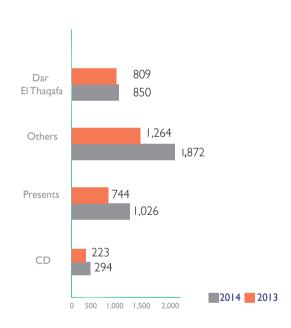
Itsa Wood operates through a production line of furniture and another one for plywood in order to develop CEOSS self-support resources and to create training and employment opportunities in furniture industry.



Major Achievements

Dar El Thaqafa bookshops' sales increased with percentage of 25 % than 2013.

A comparison of DET sales in 2013 / 2014



During 2014, DET bookshops achieved the following:

- I- Renewing presentation methods inside bookshops and setting display screens to attract more customers and achieve revenue.
- 2- Providing bookshops with all new products in the market (e.g. presents, books, .. etc.) to meet all tastes.

Strategies

- Ensuring a balance between expenses and revenues and continuing to achieve a profit margin.
- Introducing E-book concept to reach a new segment of users, especially youth, dealing with modern technology.
- Maintaining an equilibrium point of revenue per month over the year.

+ 25 % of sales

Major Achievements

- I. Inauguration of a showroom in Alexandria and moving Minia showroom to a new location.
- 2. Providing six job opportunities for women forming 25 % of the total workforce in the plywood factory.



6,837 plywood panels were produced to cover the needs of the furniture factory and other external customers as well as producing 455 pieces of furniture delivered to customers all over Egypt.

Strategies

- Expansion through inaugurating new showrooms.
- Production lines development to meet international quality standards.

General Goal of Itsa Farm Unit

Expansion in selling high-quality plants with a variety of species to contribute to supporting CEOSS activities.



General Goal of Itsa Center Unit

Itsa Center acts as a training center aiming at supporting CEOSS programs targeting the poor and marginalized through providing training needs for individuals and institutions of various society segments.



Major Achievements



Decorating 6 major factories in the industrial region in Minia (9,000 m²).



Producing 38,000 seedlings in nurseries



Implementing 4 water and sanitation stations in Qena, Assiut, Beni Suef, and Minia (2,000 m²).



Distributing 6,000 trees within major afforestation projects in Minia and Assiut



Decorating 8 schools in Cairo, Assiut and Minia.

Beneficiaries



32% individuals

27 % institution



4 1 % integrated process

Achieved income in 2014 and previous years

2014

94%

2013

50%

2012

46%

Strategies

- Improving product quality.
- Developing and expanding production process.
- Developing and expanding incomes.
- Studying pricing and profit margin.

94% achieved results in comparison to planned

70% achievement in comparison with 2013

30% of sold seedlings of Itsa nursery production.

Major Achievements

- 156 Hosted meetings at Itsa Center for over 15,000 persons
- 70 Hosted meetings at Dahbeya for over 7,500 persons
- Catering outside Itsa for 40 meetings for over 10,000 persons
- Re-opening Dahbeya anchorage after renovation due to the violent events in August 2013



Achieved revenue in comparison to planned



Achieved revenue in comparison to 2013



Achieved revenue for Dahebya in comparison to planned due to burning Dahbeya in August 2013

Strategies

- Providing training and hospitality services with reasonable prices.
- Accessing facilities for special events for children, youth, and women.
- Achieving profit margin to support CEOSS mission

