

# ANNUAL REPORT

**beginning of financial year:** 01.01.2016

**end of the financial year:** 31.12.2016

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## Management report

Helpific's mission is to promote independent living of individuals who need support in their community. Our web-based platform connects volunteers and paid services with daily living needs such as transportation, attending events and household tasks.

In 2016, together with Tallinn University and Finnish Arcada University, Helpific carried out the project "Positive Attitude Development – success in integrating young people with mental health problems to the labor market (PAD). Helpific's aim was to contribute through different activities (contacting the members of the target group, involving them in the media campaign, incl production of the media campaign, supporting and encouraging the target group, Marketing Meetings & workshops, positive stories – with employers and young people with mental health problems, active cooperation with project partners and sharing experience) to changing the attitudes towards mental health problems, to improve social inclusion and to promote the employment of young people with mental health issues. One part of the project was animation which reached viewers on Sundays through Eesti Televisioon (Estonian Television), the Helpific and PAD web-page and social networks. The animations have Estonian, Russian, English and Finnish subtitles. On average 74,000 people watched one short film on Eesti Televisioon, altogether the 9 short films were viewed more than 586,000 times! 227,000 people were reached through the Helpific Facebook page, that means 17.2% of the Estonian population! <https://helpific.com/et/pad>, <https://helpific.com/en/pad>.

Helpific is a social enterprise that has been honorably selected to join the international program called "Know Your Impact", ("Social Impact Measurement Tools for Young Social Entrepreneurs") that takes place in the years 2016-2017. The program constitutes a project whose purpose is to shed light on the impact that social entrepreneurs are creating within their society. The leading partner of the project is Koç University Social Impact Forum. The representatives of these social impact enterprises in Estonia and Turkey, who met for the first time in late summer of the last year (2016) in a "social impact" training camp located in Turkey.

In 2016-2017 with the help of KÜSK (National Foundation of Civil Society), Helpific will carry out a project named, "Developing a support environment based on user experience". The purpose of this project is to test the existing environment and to find out how satisfied our existing and future users are with the service and its opportunities. As a result of the work, we will make our environment better, more comfortable and more secure. We will pay a lot of attention to making the environment accessible to the users with different disability specifications.

On April 12th, 2016, Helpific, together with team members and peer advisers Jüri Lehtmets and Tom Rüütel, had a talk with the employees of Kaubamaja (a Department Store) about their life and about Helpific. They also gave feedback about how accessible the Department Store was by wheelchair and how helpful the customer service representatives were. Helpific joined the Diversity Agreement in 2015.

On April 16th, 2016, Helpific founders Keiu Roosimägi and Annika Amenberg met with the president of the Lions Clubs International (LCI) Dr. Jitsuhiro Yamada from Japan. Helpific was awarded a commemorative plaque, which is usually handed out at grand international level meetings. The commemorative plaque represents the work of the winner of the annual Peace Poster Contest. Helpific was given the work of a 13-year-old Chinese girl who was the winner of the years 2014-2015, named "Peace, Love and Understanding".

In 2016, Helpific was entered to place in the final of "Ajujaht" ("Brain hunt"). Helpific was not the awarded winner of the final round of this business idea contest "Ajujaht", but the start-up Tehnopol gave a special prize to Helpific which was a gift card of \$5,000 euros, which entailed expert consulting in developing a business model, preparing for investments and involving capital. The leader of the Tehnopol start-up, Martin Goroško, is convinced that Helpific's service has a very stable and loyal target group, with whom the market is not currently offering many alternative solutions.

Helpific has founded the Estonian Sharing Economy Association (18.05.2016) together with Autolevi, Bondora, Fundwise, Goworkabit Estonia, Postpal, Shipitwise, Taxify, Toitla, Wisemile and Uber. Keiu Roosimägi (Helpific), Enn Metsar (Uber) and Hannes Lents (Toitla) were elected to the Board. The aim of the Association is to improve and introduce the sharing economy. The Association makes sure that participating in the sharing economy and by that contributing to the society, would be accessible, recognized and reasonably regulated by law.

On June 11th, 2016, a family festival "There is a person behind the disability" was held in Stroomi beach, Tallinn, where Helpific started a discussion "People with mental health issues in the labor market – danger or opportunity?". The aim was to find answers to the questions, "How do people with mental issues become a competitive force in the labor market?", and what the enterprises need to hire people with mental health problems. It was also examined, what could be done by the providers of professional services.

In April and November 2016 Helpific organized two development seminars in Kiev, Ukraine. Helpific co-founder Zsolt Bugarszki travelled to Kiev and in partnership with Kiev State University he initiated two turns of development seminars. As a result in 2016 November Helpific Ukraine was created, the platform has been translated into Ukrainian language and 20 new volunteers started to work on the platform's Ukrainian version.

In 2016, representatives of Helpific actively met with leaders and members of the Estonian Municipalities Union. These representatives of ministries (social-, economic affairs and communication-, finance) met to promote and develop the future of the social welfare system through information and communication technology (ICT), as well as the principles of a sharing economy.

Throughout the year, Helpific actively met with representatives of all three sectors (public-, private- and third) – employers, community leaders, public sector institutions (Unemployment Office, town municipalities) and representatives of organisations of disabled people, community leaders and activists, people with special needs, young people with mental health problems, representatives of youth organisations – to promote

independent living of people with special needs through the help of the community, to increase the possibilities to participate in the labour market and acquire education, attend cultural events and social life, to decrease the effect of stigmas in the society. Throughout the year, Helpific has organized seminars and workshops, incl at big festivals in different cities of Estonia.

Helpific has successfully expanded outside Estonia and is actively functioning in 6 countries in addition to Estonia – Finland, Hungary, UK, USA, Ukraine and Germany.

In the year 2016, Helpific got a lot of media attention and coverage.

## The annual accounts

### Statement of financial position

(In Euros)

	31.12.2016	31.12.2015	Note
Assets			
Current assets			
Cash and cash equivalents	2 364	2 192	2
Receivables and prepayments	2 604	0	
<b>Total current assets</b>	<b>4 968</b>	<b>2 192</b>	
<b>Total assets</b>	<b>4 968</b>	<b>2 192</b>	
Liabilities and net assets			
Liabilities			
Current liabilities			
Payables and prepayments	1 142	0	
Grants with special terms	1 667	986	
<b>Total current liabilities</b>	<b>2 809</b>	<b>986</b>	
<b>Total liabilities</b>	<b>2 809</b>	<b>986</b>	
Net assets			
Accumulated surpluses (deficits) from previous periods	1 206	0	
Surplus (deficit) for the period	953	1 206	
<b>Total net assets</b>	<b>2 159</b>	<b>1 206</b>	
<b>Total liabilities and net assets</b>	<b>4 968</b>	<b>2 192</b>	

## Statement of revenues and expenses

(In Euros)

	2016	23.01.2015 - 31.12.2015	Note
Revenue			
Grants and donations	6 337	2 621	4
Business income	5 320	2 489	5
Other income	2 636	4	
<b>Total revenue</b>	<b>14 293</b>	<b>5 114</b>	
Expenses			
Direct cost of projects financed by grants for special purposes	-5 747	-2 634	6
Grants and donations	-1 000	-579	7
Other operating expense	-5 716	-695	8
Employee expense	-877	0	9
<b>Total expenses</b>	<b>-13 340</b>	<b>-3 908</b>	
<b>Surplus (deficit) from operating activities</b>	<b>953</b>	<b>1 206</b>	
<b>Net surplus (deficit) for the period</b>	<b>953</b>	<b>1 206</b>	

## Statement of cash flows

(In Euros)

	2016	23.01.2015 - 31.12.2015	Note
Cash flows from operating activities			
Surplus (deficit) from operating activities	953	1 206	
Adjustments for operating receivables and prepayments	-2 604	0	
Adjustments for operating liabilities and prepayments	1 142	0	
Proceeds from grants with special terms	1 667	986	
Other cash flows from operating activities	-986	0	
<b>Total cash flows from operating activities</b>	<b>172</b>	<b>2 192</b>	
<b>Total cash flows</b>	<b>172</b>	<b>2 192</b>	
Cash and cash equivalents at beginning of period	2 192	0	2
<b>Change in cash and cash equivalents</b>	<b>172</b>	<b>2 192</b>	
Cash and cash equivalents at end of period	2 364	2 192	2

## Statement of changes in net assets

(In Euros)

	Total net assets	
	Accumulated surpluses deficits from previous period	
Net surplus (deficit) for the period	1 206	1 206
<b>31.12.2015</b>	1 206	1 206
Net surplus (deficit) for the period	953	953
<b>31.12.2016</b>	2 159	2 159



## Notes

### Note 1 Cash and cash equivalents

(In Euros)

	31.12.2016	31.12.2015
	2 364	2 192
<b>Total cash and cash equivalents</b>	<b>2 364</b>	<b>2 192</b>

### Note 2 Grants with special terms

(In Euros)

#### Assets at cost

	23.01.2015	Received	Repaid	Revenue	31.12.2015
Grants for operating expenses					
<b>Total grants for operating expenses</b>		3 000		-2 014	986
<b>Total grants</b>		3 000		-2 014	986
	31.12.2015	Received	Repaid	Revenue	31.12.2016
Grants for operating expenses					
	986	0	-32	-954	0
	0	6 000	0	-4 333	1 667
<b>Total grants for operating expenses</b>	986	6 000	-32	-5 287	1 667
<b>Total grants</b>	986	6 000	-32	-5 287	1 667

### Note 3 Grants and donations

(In Euros)

	2016	23.01.2015 - 31.12.2015
Grants and donations related to income	5 287	2 014
Grants and donations not intended for specific intention	1 050	607
<b>Total grants and donations</b>	<b>6 337</b>	<b>2 621</b>
Provision from state budget	5 287	2 014

<b>Monetary and non-monetary grants and donations</b>		
	2016	23.01.2015 - 31.12.2015
Monetary grant	6 337	2 621
<b>Total grants and donations</b>	<b>6 337</b>	<b>2 621</b>

## Note 4 Business income

(In Euros)

	2016	23.01.2015 - 31.12.2015
	0	739
	5 320	1 750
<b>Total business income</b>	<b>5 320</b>	<b>2 489</b>

## Note 5 Direct expenses of projects financed by grants and donations

(In Euros)

	2016	23.01.2015 - 31.12.2015
Transportation expense	404	396
Leases	0	1 820
Office expense	16	0
Training expense	250	0
Labor expense	4 317	0
	550	418
	210	0
<b>Total direct expenses of projects financed by grants and donations</b>	<b>5 747</b>	<b>2 634</b>

## Note 6 Distributed grants and donations

(In Euros)

	2016	23.01.2015 - 31.12.2015
	1 000	579
<b>Total distributed grants and donations</b>	<b>1 000</b>	<b>579</b>

## Note 7 Miscellaneous operating expenses

(In Euros)

	2016	23.01.2015 - 31.12.2015
Leases	0	55
Miscellaneous office expenses	198	54
Training expense	1 927	0
	3 083	450
	187	51
Other	321	85
<b>Total miscellaneous operating expenses</b>	<b>5 716</b>	<b>695</b>

## Note 8 Labor expense

(In Euros)

	2016	23.01.2015 - 31.12.2015
Wage and salary expense	870	0
Social security taxes	7	0
<b>Total labor expense</b>	<b>877</b>	<b>0</b>
Average number of employees in full time equivalent units	1	0

## Note 9 Related parties

(In Euros)

Number of members by the end of economic year	31.12.2016	31.12.2015
Number of private person members	1	1
Number of juridical person members	1	1