

Methodological note

The research on **The Associative and Philanthropic Behavior of Romanians** was coordinated by the Research Program of the Civil Society Development Foundation in Bucharest and carried out by the Centre for Urban and Regional Sociology.

The sample

The sample frame was represented by the total resident population of Romania 18 years and older.

The sampling procedure used was stratified.

The sample included a number of 1,213 adults selected randomly, considering the following criteria: sex, age, education level, religion, and nationality. The sample was three-stage stratified, with the following stratification criteria: the historical region (seven historical regions and Bucharest), the residential milieu (urban or rural), the size of the cities (small – less than 100,000 inhabitants, medium – between 100,000 and 200,000 inhabitants, and large – over 200,000 inhabitants). The representativity error was of $\pm 3\%$.

The sample includes 110 sociological investigation points in 73 sites (38 cities and 35 rural areas), from 40 counties and Bucharest. The selection procedure of sites was based on the random numbers table. The selection of electoral precincts from urban areas was made dividing by two their number, and then deducting the number 2. In rural, small areas, as a general rule, the only electoral precinct in the respective area was chosen. In the last stage, the selection of subjects was made randomly, from the ballot lists. Only one subject per household was chosen.

The validation of the sample was based on the National Commission for Statistics' 1995 and 1996 data and on the 1992 population census.

The inquiry

The inquiry was made based on a questionnaire filled out at the subjects' residence by specialized interview operators, at the beginning of December 1996.

The questionnaire

The questionnaire was structured into seven chapters:

- 1) Informal associative practices.
- 2) Formal associative practices (for subjects affiliated to associations and foundations, except trade unions). This chapter also presents the motivational structure of those who do not belong to any association.
- 3) Volunteering activities.
- 4) In-kind donations.
- 5) Money donations.
- 6) Motivations of attitudes and opinions concerning volunteering activities and donations.
- 7) Socio-demographic data.

The first question from each of the chapters 2, 3, 4 and 5 was "filter" type.

The survey work was done in accordance with the methodology used in the Johns Hopkins Comparative Nonprofit Sector Project. The Civil Society Development Foundation is the local partner organization for Romania in this project.

I. Informal associative practices

1. Sociability – places where people meet each other.

- "Which is for you the most frequent place where you meet and discuss with other people?"

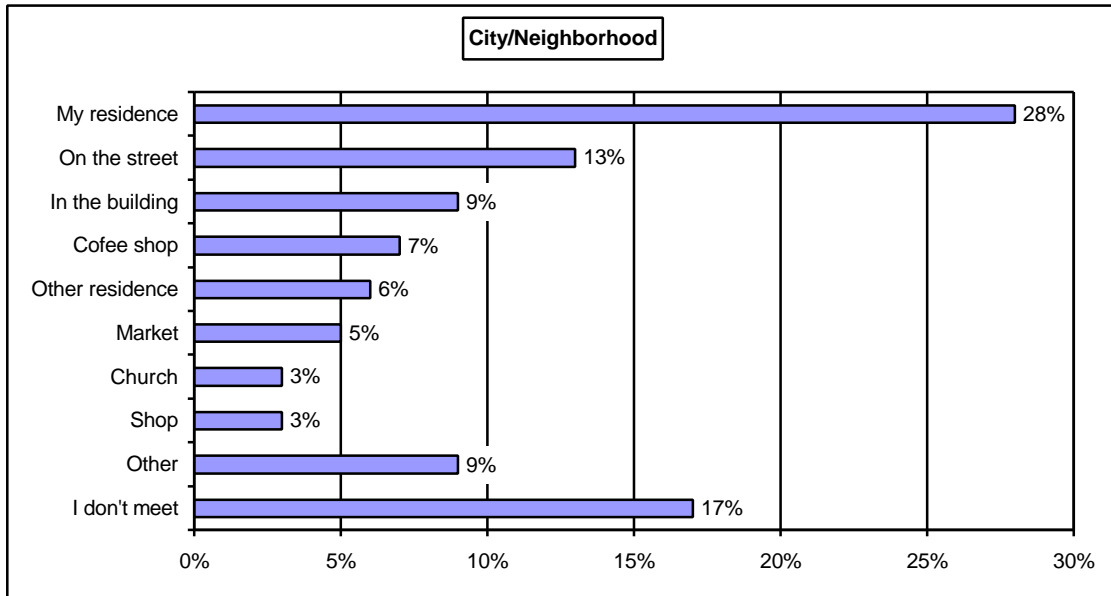


chart 1

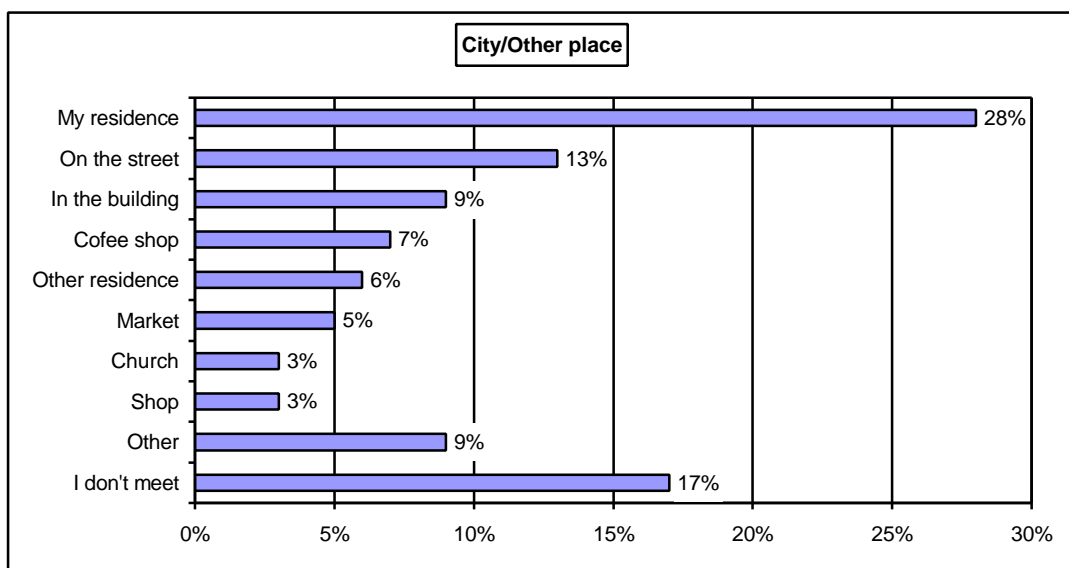


chart 2

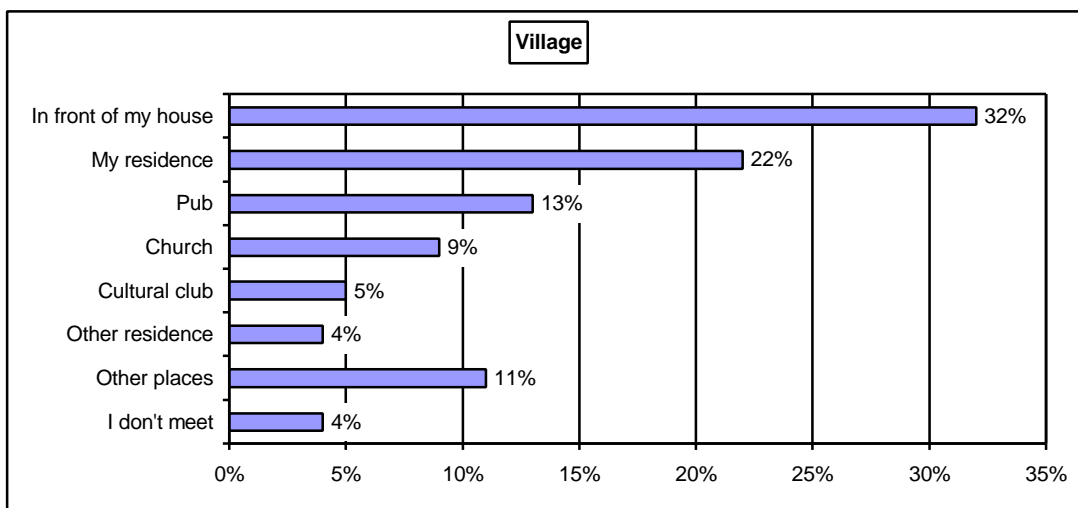


chart 3

Remarks:

Sociability represents a social instinct, which determines individuals to associate themselves, in order to satisfy certain human needs. It is a component element of the individual's psychology and it influences social behavior.

It came out that in the urban areas isolation is greater than in rural areas. The main meeting and communication place, for those who live in cities is, depending on the residential area, either their private apartment or of their friends. Public places present a lower rate, among which the street is the place where people spend most of the time for discussions. The need for sociability is satisfied mostly in informal contexts, the ones who open the possibility of an increasing mobility regarding social

associativity. Organized meetings (such as shows or other public events) have a very small share in the private life of Romanians. All the same, going to church represents a rare social behavior, and the low rate of participation to religious activities shows a moderate religious attitude and a reduced incidence of religious behavior manifestation – 3 times less at the urban population than at the rural population.

Through this question we intended to obtain a punctual description of the physical space for sociability manifestation. As it results from the research, it is described as a modestly "equipped" space. (see charts 1, 2, and 3)

2. Intensity of sociability, depending on social actors.

- "How often do you spend your free time with relatives, colleagues, association peers, friends, neighbors ?"

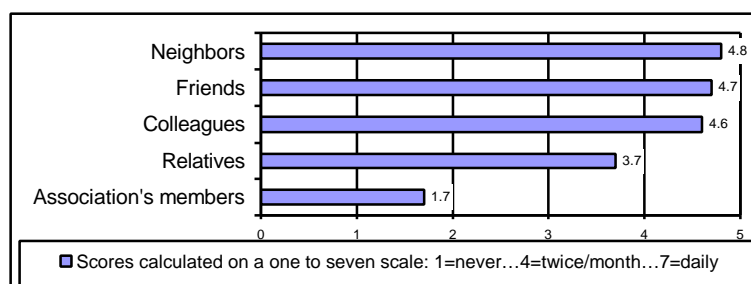


chart 4

Remarks:

In spending free time is applicable a principle similar to that of subsidiarity or to that of "concentrical circles", where neighborhood relations have a higher rate than those of elective affiliation or of kinship. Leisure represents the framework of freely choosing social partners, on the basis of strictly individual criteria. It is considered that this may represent the primary stage of preceding the building of long-lasting association, characterized by

regularity. Neighbors, friends and colleagues are preferred in similar proportions as partners for spending free time, which is due to the strong identity among these social actors. The frequency of their meeting is almost weekly. The preference for relatives is secondary. Association members are the least taken into consideration for spending free time with. (see chart 4)

3. Social safety.

- "How often do you feel: -isolated; -unsafe in your home; -unsafe in your community; -unsafe at work?"

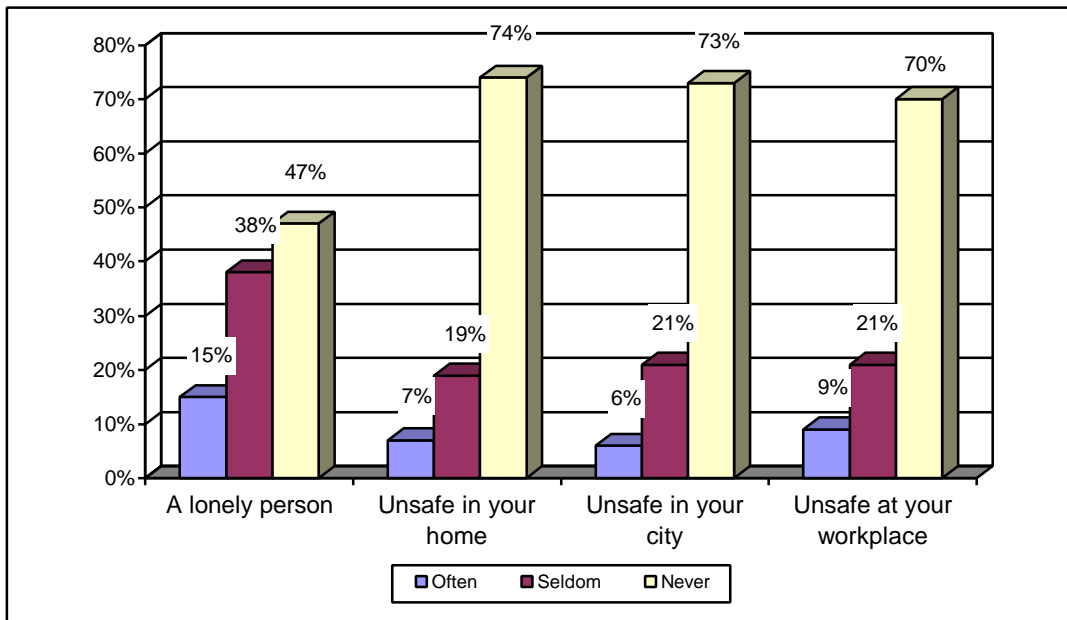


chart 5

Remarks:

The degree of social safety perceived by the Romanian population is high. Citizens feel rather safe, both in their homes and in their community or at work. Isolation is felt by almost half of the population, this percentage being the one that can be

found in the segment inclined towards social passivity. It is less likely that the "isolated" people have the initiative of setting up an association, namely the desire to "come out" into the social space. (see chart 5)

4. **Forms of social participation.**

- "Have you so far: - participated at a meeting on various community issues; - participated at a street demonstration; - participated at a strike; - visited the mayor's office for an issue concerning your community; - written or telephoned to the press or to certain central institutions ?"

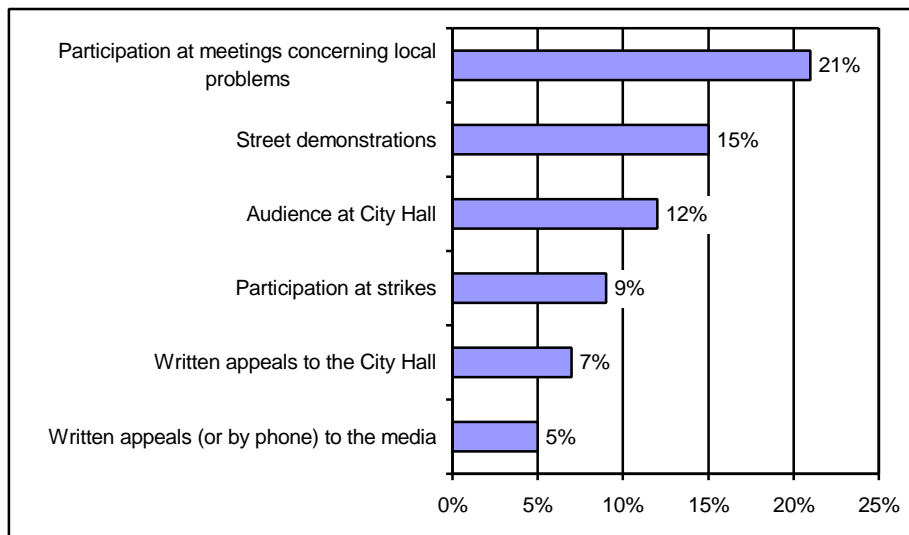


chart 6

Remarks:

The questions regarding the involvement in situations by which people try to solve a problem or some social discontent have been addressed with the aim of finding the dimensions of people's participation to social life. Their relevance is even more obvious if different socio-

demographic categories are compared. Rural inhabitants participate more often than townspeople to local meetings (62 %). This is actually the favorite form of civic manifestation in small communities. (see chart 6)

5. **Militantism.**

- "Usually, if you have a strong opinion or belief, do you try to make other people believe in it ?"

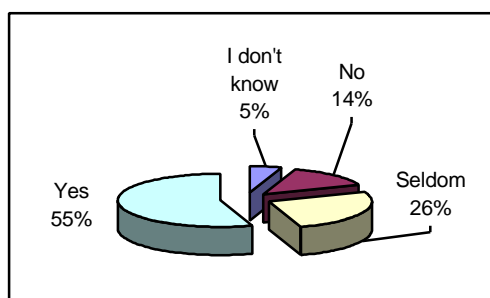


chart 7

Remarks:

The Romanian population has a prevailing persuading behavior. Those who promote their beliefs on other close people are with 15-16 % less than those who do not wish to influence the beliefs of

others. On the whole, due to the relatively great number of those who impose and sustain their beliefs, we can say that there is a wide individual militantism. (see chart 7)

6. Entrepreneurial potential.

- "Would you have the courage to start a business ? (On your own or with others ?)"

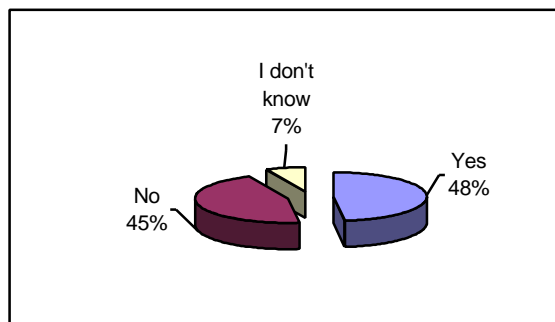


chart 8

Remarks:

People having confirmed the courage of a private initiative are almost half of the adult population; among these, almost a half prefers solitude, while the other half prefers to associate. (see chart 8) The item can be used as an indicator of the higher limit of the associative entrepreneurship. Men have a greater courage to start their own business than women (54% vs. 46%). This behavior can be related also to the specific individualism – collectivism values, that is one can distinguish between those who prefer to initiate something on their own or in association with others. Individualism is more significant for males: 55% of men who choose to start their own business, versus 45 % of women having the same orientation. The initiation of a business is specific to unmarried people (70% of these) or to the

divorced (60%), and less specific to married couples (48%) and widowers (16%). Entrepreneurial activity is mainly located in the urban environment, and is present in medium size towns (between 100,000 and 200,000 inhabitants); all the same, these towns are the ones where values of individualism prevail.

Distribution of entrepreneurial activity by regions is not uniform (depending on the relative frequency of behavior), as it follows:

1. Oltenia.....56 %
- 2-3. Banat
Transylvania.....54 %
4. Bucharest.....53 %
5. Crisana-Maramures...51 %
- 6-7. Dobrogea
Muntenia.....47 %
8. Moldova.....39 %

7. The perception of non-governmental organization.

- "What do you think a non-governmental organization is ?"

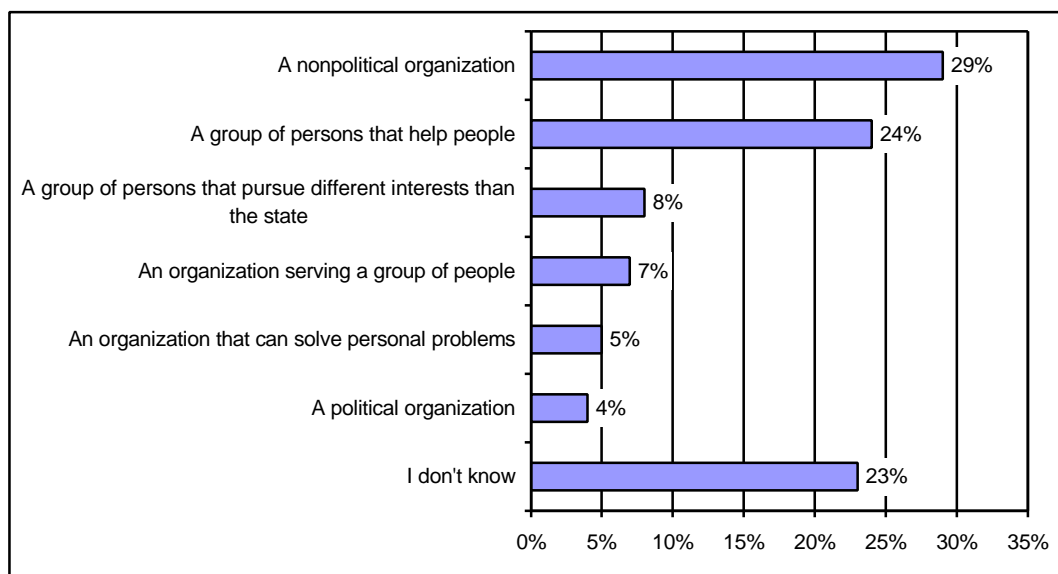


chart 9

Remarks:

The question was structured in two stages:

- in the first stage the subject was allowed to freely express his opinion. This way, 49% of subjects were able to give an answer, this percentage actually representing the population having real knowledge about the existence of "non-governmental organizations". One fifth of the subjects were not able to give an answer at all.
- in the second stage, the subjects were presented a list of 6 possible answers,

that which reduced the non-answers with 30 %.

One can notice the awakesness of the non-governmental organizations' orientation towards non-political aims, along with their position as a counterpart to political organizations. The political definition of NGOs gets the lowest adhesion, while the social significance of their activity enjoys the widest public perception. We can say that the main feature of the image that the Romanian population has about the non-profit sector is the social, mutual aid one. (see chart 9)

8. The image of non-governmental organizations.

- "What is your opinion about the activity of non-governmental organizations ?"

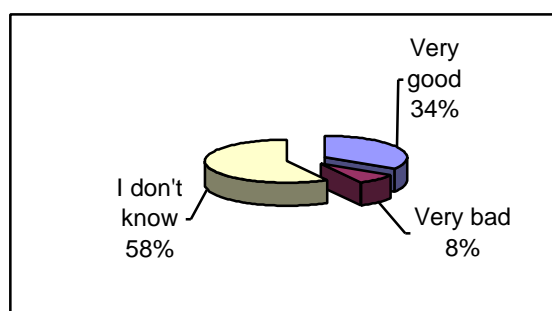


chart 10

Remarks:

As a sequence to the previous question, we proceeded to the evaluation of the public impact of non-governmental organizations, in order to complete the image of the new non-profit sector. A proportion of 58% of the population does not know whether there are any non-governmental organizations in their own community, which means that the level of

public information concerning the existence of this type of organizations is quite low, close to indifference. The rest of 34% have a good and very good opinion about NGOs, compared to 9% who have a bad and very bad opinion – therefore a ratio of 4:1 concerning favorable opinions on NGOs. (see chart 10)

II. Formal associative practices.

1. Associative affiliation.

- "Are you member of an association ?"

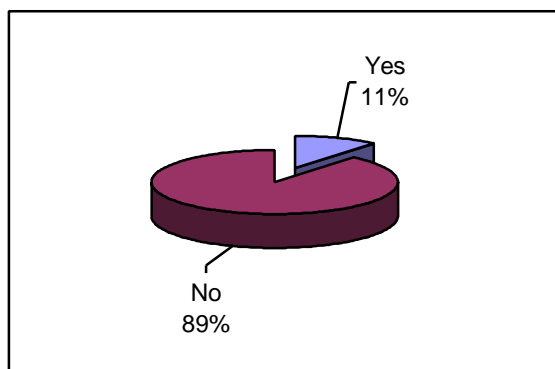


chart 11a

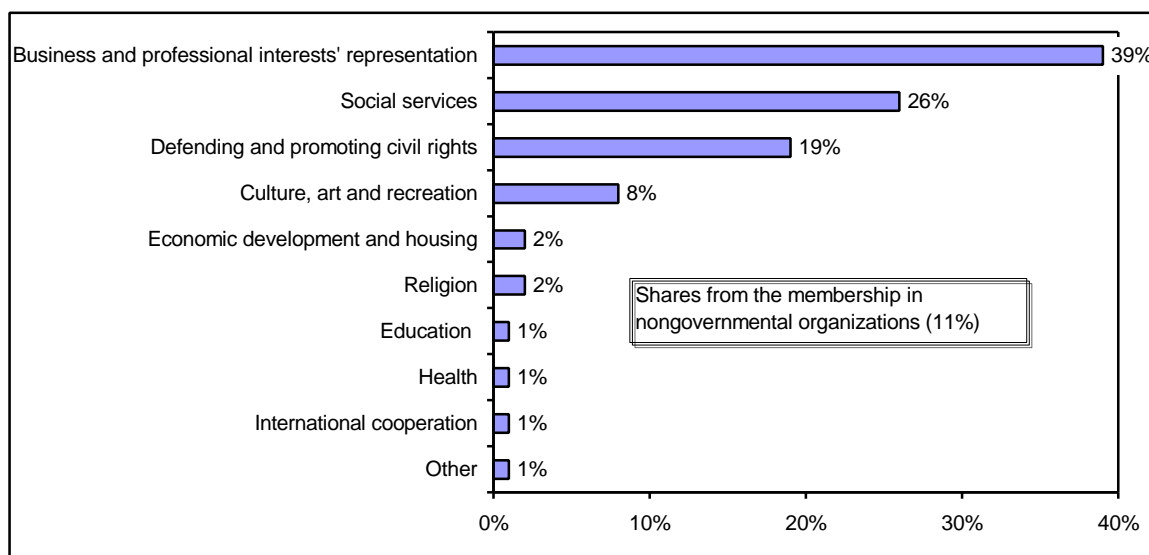


chart 11b

Note: Members of family-type agricultural associations have been reported under the category "Representation of business and professional interests". On the whole, association members having the status of professional farmers represent 7%, while 15% of farmers have the status of association members. Members of political parties are to be found under the category "Defending civil rights".

Remarks:

Almost one out of ten citizens is member of an association having the status of non-governmental organization, except trade-unions. Among those affiliated to these latent social groups which emphasize a secondary (professional) specialization in the society, 10% declare themselves as organization founders and 13% declare themselves as members of more than one organization. The distribution of association members across ICNPO groups is illustrated by chart 11b.

Associative affiliation is a specific behavior rather of the following categories:

- men (59%);
- people belonging to the middle income class (over 250,000 Lei – by December 1996);
- people over 50 years of age;
- married couples having maximum one child (intensity decreases with the increase in number of children);
- people living in cities with more than 30,000 inhabitants;

- residents of historical regions: (in a decreasing order of the residential rate) Crisana-Maramures, Transylvania, or Oltenia;
- people of Hungarian or German nationality;
- Protestants or Greek-Catholics;
- people having elementary or higher education;
- intellectuals;
- people having a "free lance" status.

The members of nongovernmental organization are equally employed in the state or private sector or they are non-employed.

Compared to those who do not belong to the associative sector, association members define the non-governmental organization significantly different: members do not agree to define the non-governmental organization as "a group of people following interests other than the state's", and they are more inclined to define it as "a group of people aiming to help the others".

2. Affiliation motivation.

- "What were the reasons which determined you to join the association ?"

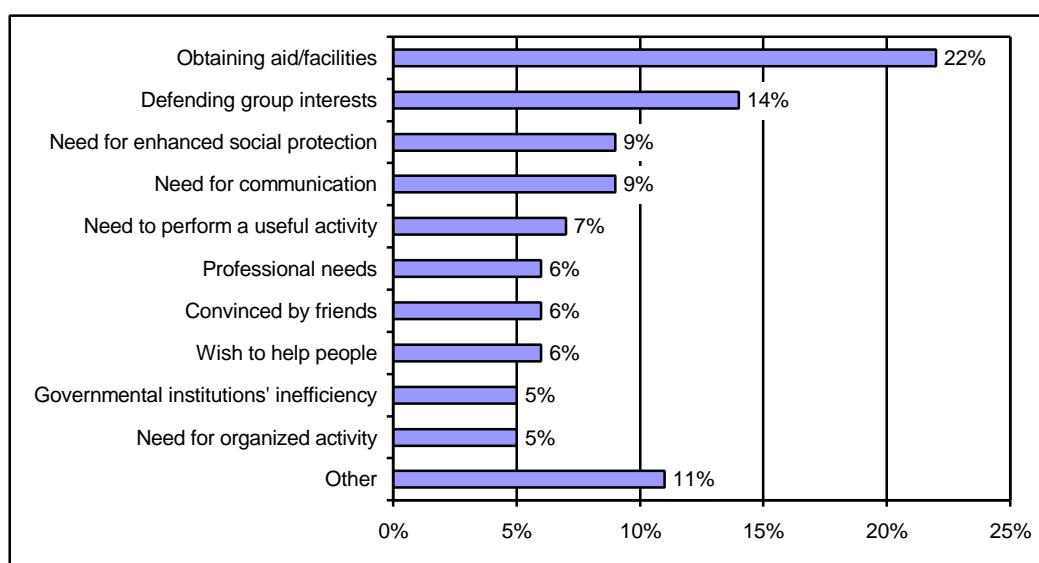


chart 12

Remarks:

The motivational chart of association is diversified. The subjects were asked to choose a single answer variant. From the structure of the answers received we find that associative affiliation is influenced first of all by the fulfillment of certain needs and secondarily of certain interests. Material needs are leading,

followed at some distance by other types of needs, such as communication, professional, social utility, etc. Interests are related to a group struggling for identity, either ethnic, or cultural, religious and occupational. These motivations are also features describing the sphere of civic action. (chart 12)

3. Non-affiliation motivation.

- "Why haven't you joined any association so far ?"

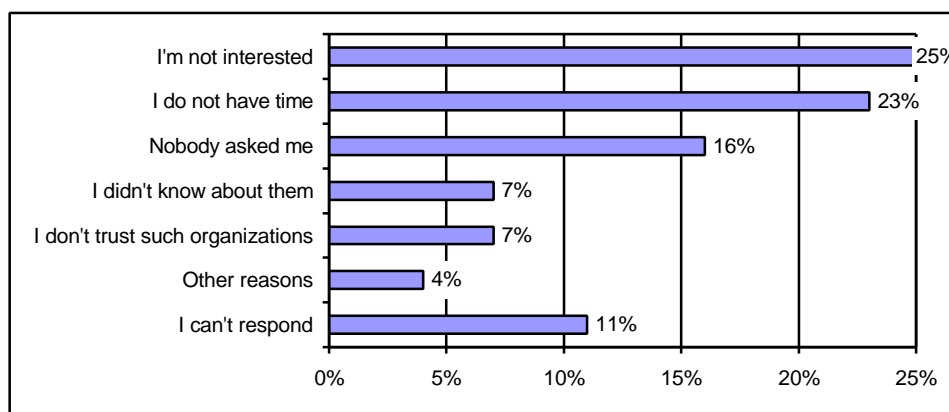


chart 13

Remarks:

Among those who are not affiliated to any association, most of them (25%) motivate their social option by the lack of interest for adopting such a social behavior (see chart 13). Another important part of the non-affiliated people invoke the lack of time (23%), while others say they were not offered any affiliation proposal (16%).

The latter are potential association members, if their interests overlap the aims of certain voluntary organizations concerned to increase their number of members. The disadvantage is that they are mainly located in small communities, where the number of organizations is also small.

4. Promotion of NGO affiliation.

- "How did you learn about the existence and activity of associations and non-governmental organizations ?"

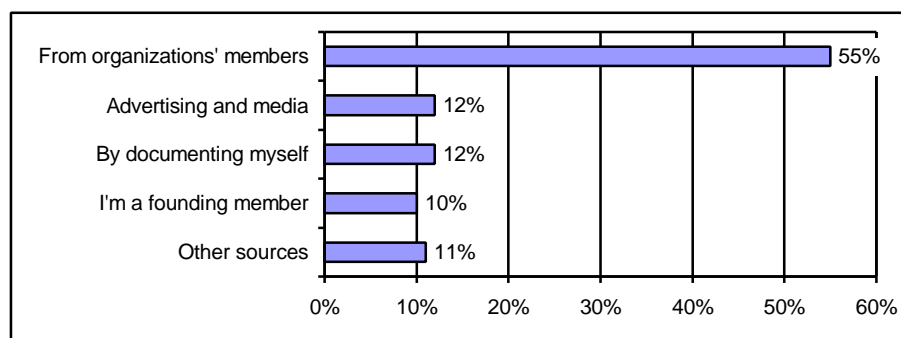


chart 14

Remarks:

Their own members, on the traditional "mouth-ear" communication channel (55 %) make the best publicity for non-governmental organizations. Through mass-media channels – advertising and

publicity -, only 12 % have obtained information on non-governmental organizations. We notice that one out of ten members declares himself as being association founder. (see chart 14)

5. Duration of membership in organizations.

- "For how long have you been a member of a non-governmental organization ?"

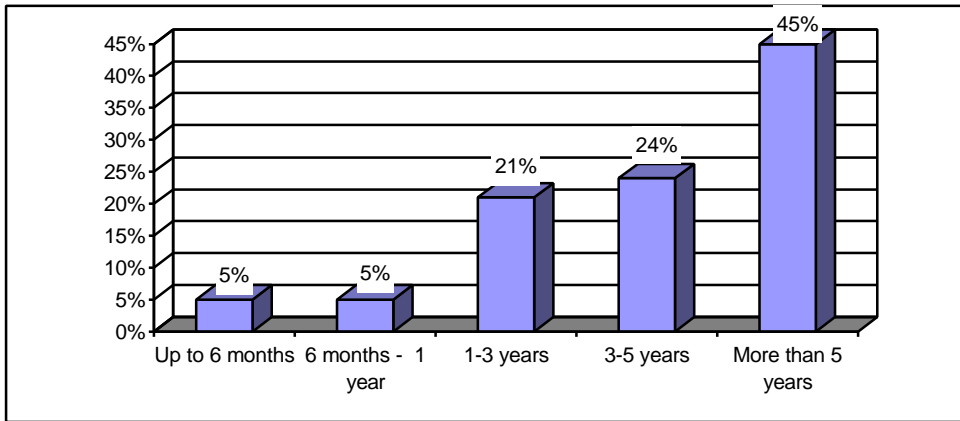


chart 15

Remarks:

The subjects' answers show the fact that more than half of association members have had this statute for maximum 5 years. Thus, 55% have a length of

service between 6 months and 5 years. This fact can be related also to the "burst" of the non-profit sector during the recent years. (see chart 15)

6. Position held in organizations.

- "What is your position within the association ?"

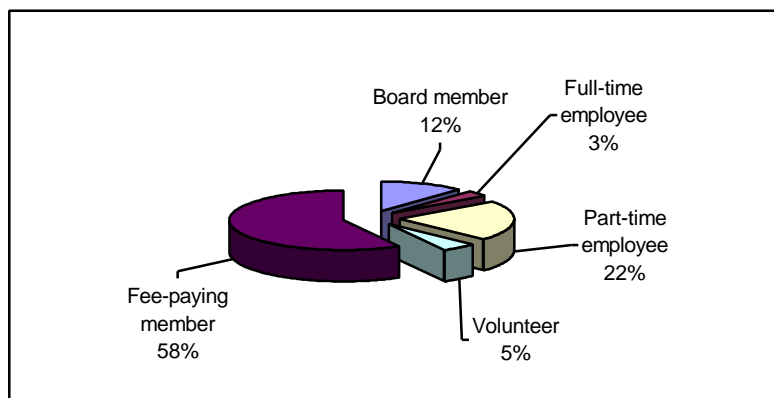


chart 16

Remarks:

About 42% of the total number of associated people are part of the administrative structures of NGOs, as leaders, employed staff, collaborators or volunteers. The rest of 58% have only the

status of membership fee payers. The smallest proportion is represented by permanent employed staff (3%), and the greatest by collaborators (22%). (see chart 16)

7. The fee.

- "Do you pay any fee for being member of the association ?"

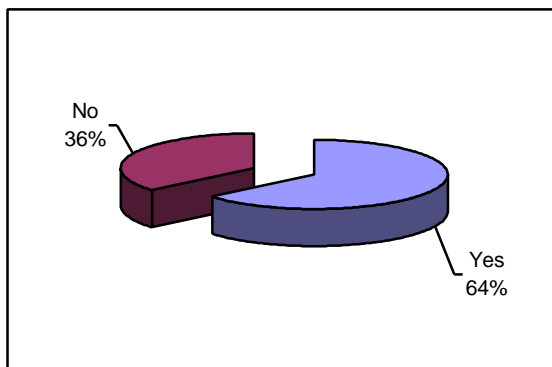


chart 17

Remarks:

Fee-payers represent around 64% of the associations' members. They are greater in number than those whose position in the organization is just of fee-payers.

Their contribution to the associations' resources is diminished by the relatively reduced value of fees. (see chart 17)

8. Frequency of participation to the organization's activity.

- "How often do you take part in the activities of your association ?"

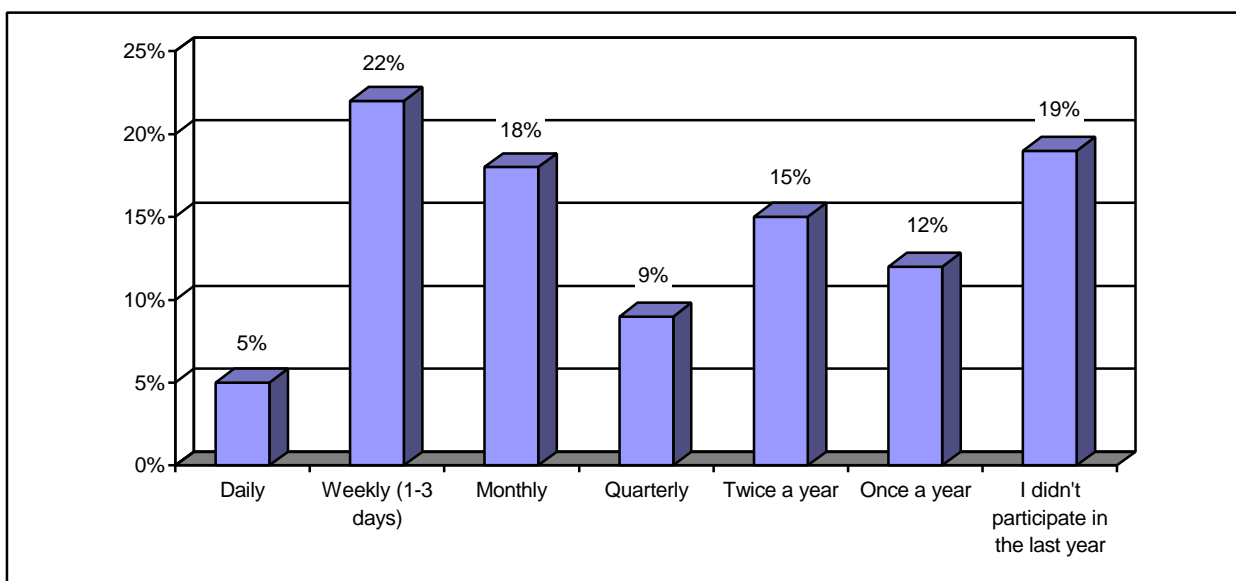


chart 18

Remarks:

One out of twenty association members take part daily or almost daily to the activities of their association, and 41% participate with a frequency of one to several times per month. The rest of more

than a half of the association members occasionally take part in the activity of the organization, and this represents the inactive segment of the Romanian associative affiliation. (see chart 18)

9. Average number of daily hours spent within the association.

- "How many hours have you worked daily, on average, in 1996, within the association?"

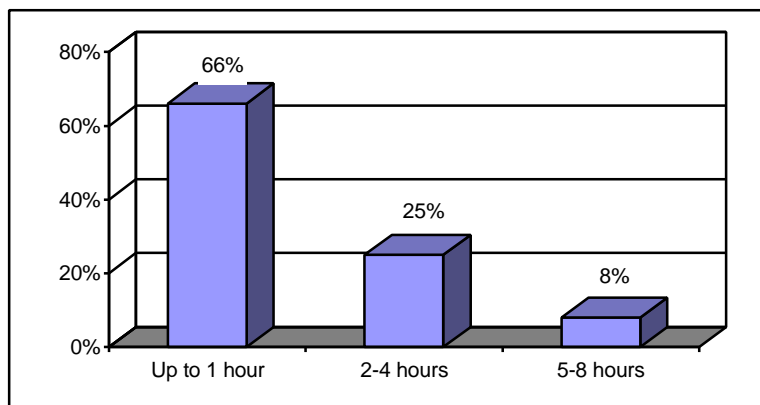


chart 19

Remarks:

Two thirds of the association members have worked about one hour per day, a proportion of 25% worked between 2 and 4 hours per day, while only 8% worked up to 8 hours per day. On the whole, the daily average, in 1996, was one hour and 43 minutes. This situation is related to the small number of employed staff in the

non-profit sector. An additional question evaluated the average number of hours per day worked during the last month within their association. The result (40 minutes) is significantly smaller than the daily average reported for the whole year. (see chart 19)

10. Contentment with the association's activity.

- "To what extent are you content with the activity developed by your association?"

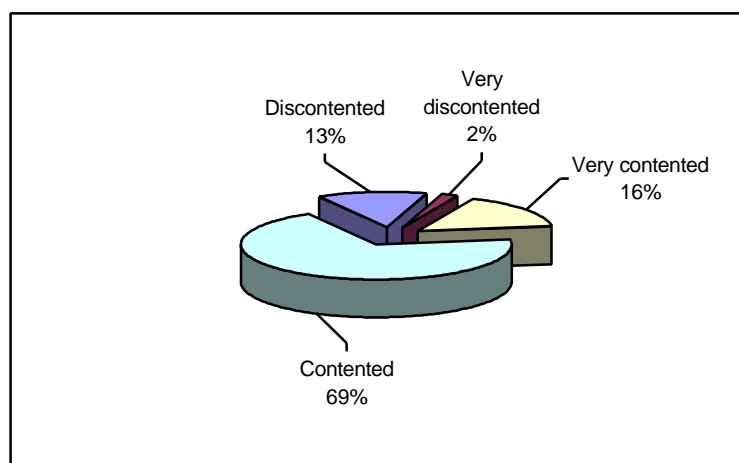


chart 20

Remarks:

Contentment with the organization is prevailing: 85 % of people involved in the associative activity are content and very

content with it. From the inside, the image of the sector is definitely positive. (see chart 20)

11. Political involvement of the association.

- "To what extent do you consider that the organization you belong to is trying to influence the political decisions ?"

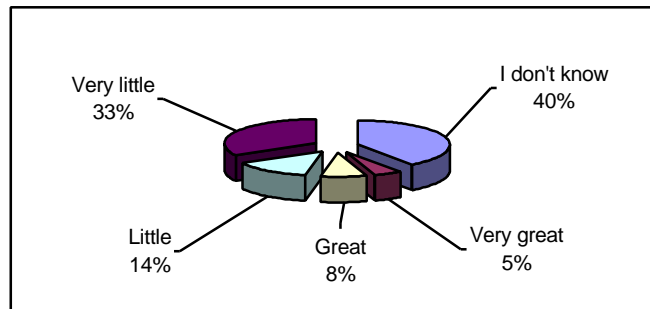


chart 21

Remarks:

The question is meant to measure the political competence of voluntary associations. Only 13% of association members clearly perceive the political involvement of their own organization, that which is in compliance with the strongly non-political definition of the non-

governmental organization. A greater proportion of people in the non-profit sector confirm the weak relation of the NGOs with the political life (47%), while the rest (40%) deny it or refrain from any statement. (see chart 21)

III. Volunteering

Volunteering was defined as a working commitment for the benefit of the community, of the environment or of individuals outside the family, with no explicit financial interest.

1. Total number of volunteers.

In 1996 a proportion of **33.5 % of volunteers of the whole adult population** was registered. Extrapolated to the total population, the proportion represents a number of **5.69 million volunteers**.

During the last month (i.e.the month preceding the inquiry – November 1996) a fraction of 24% of the adult population of Romania performed voluntary work, that is **4.09 million volunteers**.

2. Number of volunteering hours performed in 1996.

During 1996, approximately **1 billion volunteering hours** were performed.

The economic value of the voluntary work represents around **1,850 billion Lei (i.e. 600 million \$)**, which, related to the dimension of the Gross Domestic Product, represents a proportion of **1.4%**.

3. Number of volunteering hours performed during the last month.

44 million of volunteering hours.

4. The proportion of volunteers on specific fields of activity.

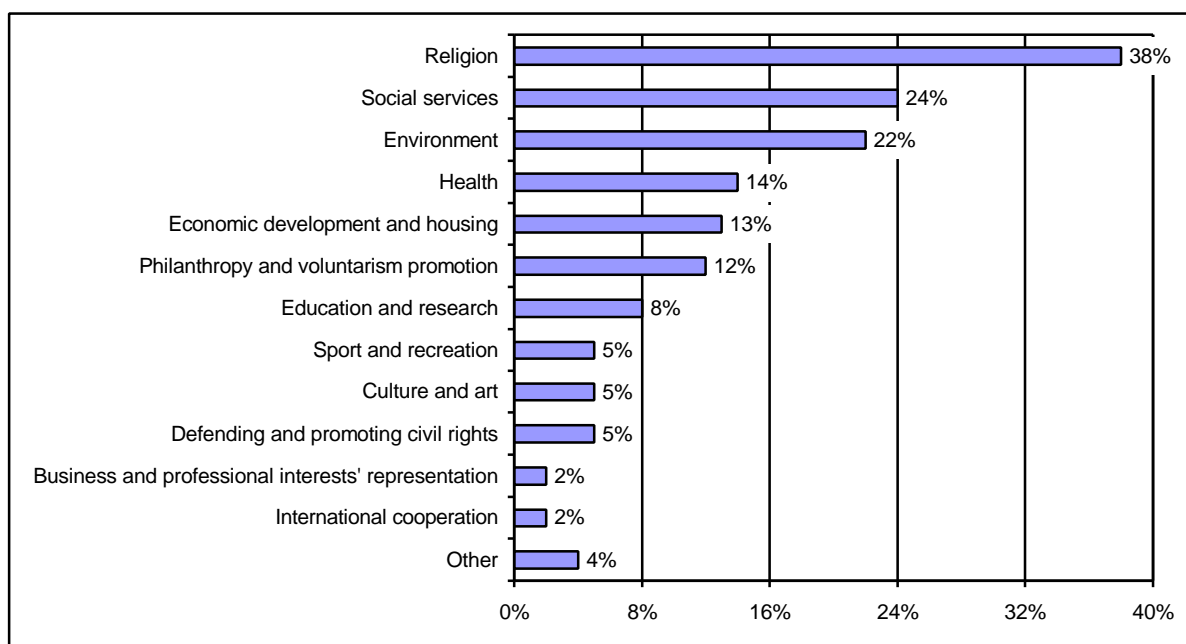


Chart 22

Remarks:

The field with the greatest proportion in voluntary work is 'Religion', followed by 'Social services' and 'Environment protection'. For the volunteers' distribution

the ICNPO groups were taken into consideration. The volunteers can be simultaneously active in several groups. (see chart 22)

5. Average number of volunteering hours on fields of activity.

#	ICNPO group	Average volunteering hours in the month prior to the interview	Average monthly volunteering hours in 1996
1	Culture and art	13.6	15.4
2	Sport and recreation	17.6	23.3
3	Education and research	20.4	18.5
4	Health	11.0	22.1
5	Social services	11.9	11.0
6	Environment	7.6	9.0
7	Economic development and housing	8.3	17.5
8	Defending and promoting civil rights	6.8	19.7
9	Philanthropy and voluntarism promotion ¹	8.1	17.3
10	Religion	8.5	15.5
11	International cooperation	10.0	12.7
12	Business and professional interests' representation	15.0	26.6
13	Other	24.3	17.7
Weighted average:		10.9	15.5

table 1

¹ In order to avoid any tendency of overlapping registration within this group, it was mentioned during the completion of the questionnaire that only organizations aiming at the promotion of philanthropy and fundraising were to be considered in this case.

6. Types of volunteering recipients.

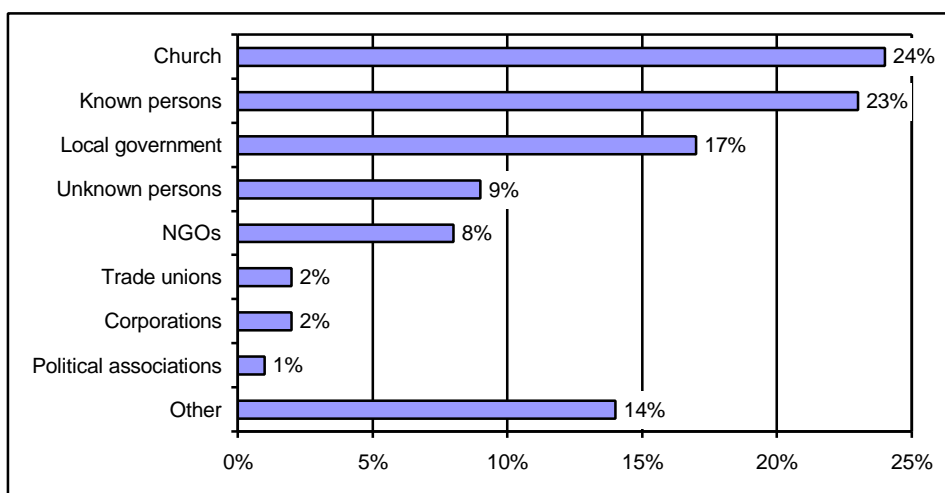


Chart 23

Remarks:

The church is the first recipient of the population's voluntary work, because religion holds the first place in the classification of major activity fields. Significant proportions are held also by known persons (neighbors, friends, relatives) or by local public institutions

(townhalls in particular). The results presented reveal the fact that the level of informal (and individual) volunteering is higher than that of formal volunteering (carried out by organizations). (see chart 23)

7. Types of volunteering activities.

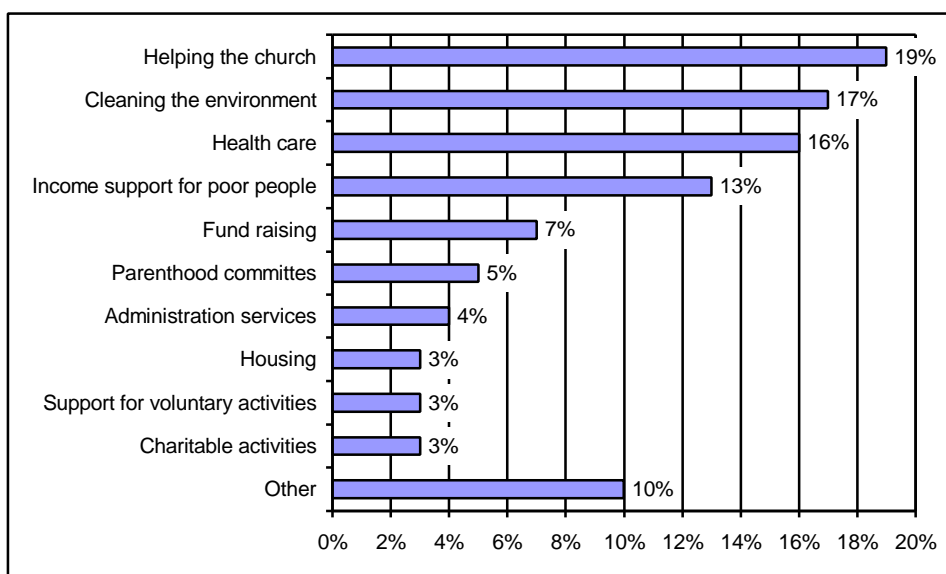


Chart 24

Remarks:

The most frequent volunteering activities are those aimed at supporting and sustaining the church, followed by those of cleaning the environment and of looking after people in need. The

diversified structure of the activities is also sustained by the significant dimension of "Other activities" category. (see chart 24)

8. Comparison of volunteering to the previous year.

- "How you appreciate the time spent in 1996, compared to 1995, for volunteering activities ?"

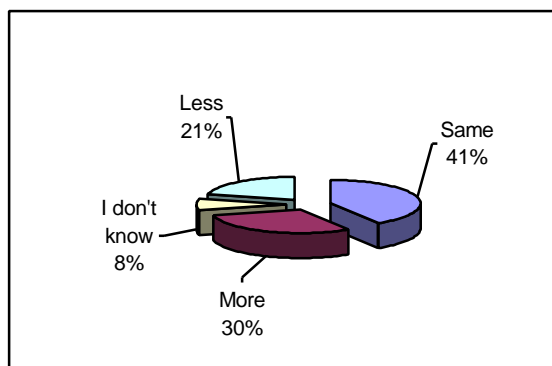


chart 25

Remarks:

The statistic balance between those who performed voluntary work and those who performed less is of +9%, exceeding also the percentage of those who cannot

make this comparison. We can say that there is a growing tendency of voluntary activities, compared to the previous year. (see chart 25)

9. Blood donation.

- "Did you donate blood in 1996 ? (How many times ?)"

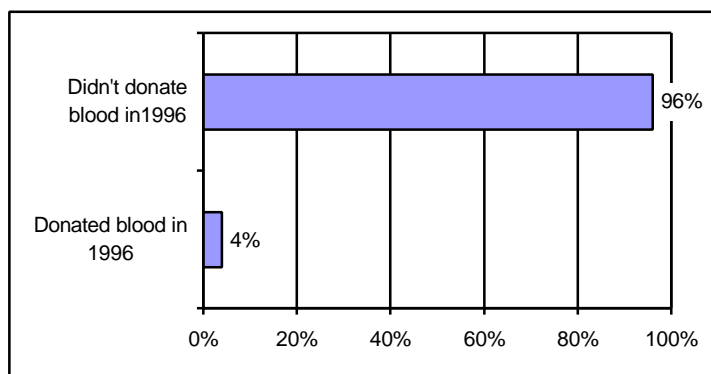


chart 26

Remarks:

The proportion of those who donated blood in 1996 is about 4%. (see chart 26) This humanitarian gesture has partial the significance of a voluntary action, because the Ministry of Health rewards blood donors. If we take into consideration also the blood donors, the percentage of various categories of

volunteers amounts to 36% of the whole Romanian population 18 years and older. From this group of humanitarian volunteers 60% donated blood only once in 1996, 30% donated twice, and one tenth donated three times all along the same year.

10. Motivation of volunteering.

A number of 21 statements concerning volunteering were evaluated, on a 4-level scale (from 1=full disagreement to 4=full agreement). The following average scores were obtained, according to the type of statement:

#	Statement	Average score	Standard deviation	Non-answers %
V1	Volunteers' work is different than that of employees	3.48	0.90	17.2
V2	Volunteers replace employees	2.15	1.15	16.8
V3	If government would accomplish its responsibilities it wouldn't be a need for volunteers	2.53	1.22	13.6
V4	Anyone has a responsibility sometime in his life	3.80	0.48	5.60
V5	Volunteering is useful	3.59	0.72	13.2
V6	In voluntary activities I meet interesting people and I make friends	3.37	0.82	32.7
V7	Volunteering is part of my religious convictions	2.88	1.13	22.2
V8	Volunteering helps me to be an active person	3.20	0.95	32.0
V9	I think that my activity is useful to someone	3.65	0.66	17.5
V10	Volunteering offers social recognition/prestige	2.90	1.11	27.0
V11	I would volunteer if I would be asked to	2.93	1.04	21.7
V12	Volunteering enhances my life experience	3.11	0.97	30.7
V13	Helping others gives a sense to my life	3.60	0.71	11.6
V14	Volunteering helps learning a profession	2.72	1.12	20.6
V15	The organizations that work with volunteers are unreliable	1.54	0.91	24.4
V16	I was never asked to volunteer	2.06	1.22	10.7
V17	I can not be a volunteer because of illness/age	1.64	1.06	20.3
V18	I don't have time to waste as a volunteer	1.94	1.10	15.9
V19	I have had an unpleasant experience as a volunteer	1.37	0.78	24.4
V20	It never occurred to me to work as volunteer	1.97	1.14	11.6
V21	I am not allowed to volunteer	1.38	0.81	23.9

table2

Remarks:

In the decreasing order of the scores, the explanation with the highest intensity of agreement was registered by the neutral statement "each of us has for once a certain responsibility in his life" (sustained by the lowest standard deviation, and also by the very low percentage of non-answers). The statement "I had an unpleasant experience with volunteering" registered the strongest rejection (accompanied by the refraining of almost ¼ of the whole number of subjects).

Global explanations are preferred, such as the social usefulness of the work, or

the universal ethical principles, as well as the altruism. (see table 2) There is a tendency to place the significance of volunteering in the sphere of social norms internalization. The unpleasant experience with volunteering is denied – this way disproving one of the hypothesis and the risks assumed at the beginning of the research, which was concerned with the semantic power of the word "volunteering" due to the remnant effect of the communist propaganda (when the so-called compulsory "patriotic work" was untruly named as "voluntary").

IV. Donations

Donations are benevolent contributions of people, for which no goods or services for personal use are requested in exchange.

They can consist in money or goods and are addressed to known or unknown people (generally beggars), or to certain types of organizations.

a. In kind donations

1. *The total number of in kind donors.*

In kind donors represent a proportion of
54 % of the entire adult population,
 that which represents
9.10 million people,
 from
4.08 million households.

2. *Types of in kind donations.*

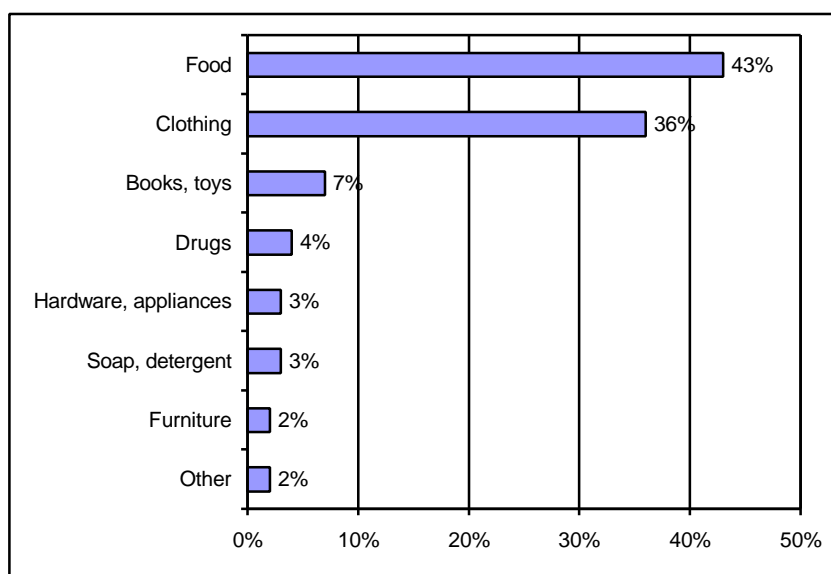


chart 27

Remarks:

The most frequent donated goods are: food (43%), clothes (36%), books and toys (7%). The economic value of in kind donations, calculated by adding their monetary equivalents (as expressed by

the subjects), was in 1996 of **1,450 billion Lei (i.e. 470 million \$).**

Compared to the dimension of the GDP in 1996, in kind donations represent around 1%. (see chart 27)

3. *The average value of in kind donations per donor in 1996:*

163,000 Lei.

4. Favorable periods for goods donations.

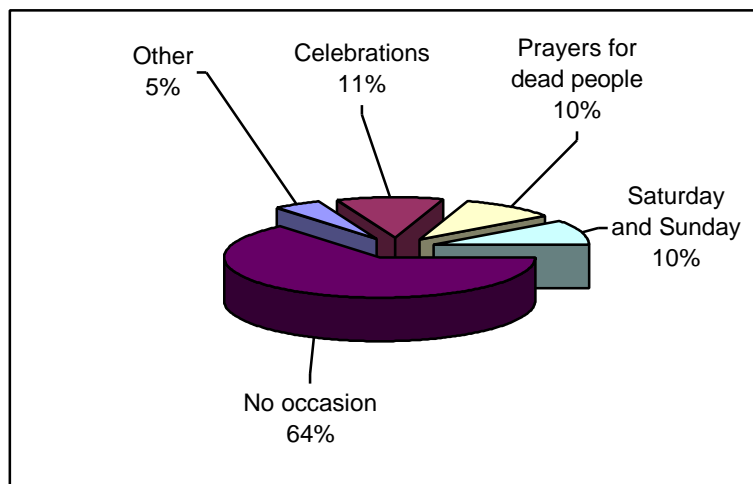


chart 28

Remarks:

Celebrations or religious events do not influence philanthropy in a particular way. The lack of a special occasion gets the highest percentage (64%). A great part of

in kind donations is motivated by certain popular beliefs: a proportion of 10% of donors is philanthropic on the occasion of prayers for dead people. (see chart 28)

5. Recipients of in kind donations.

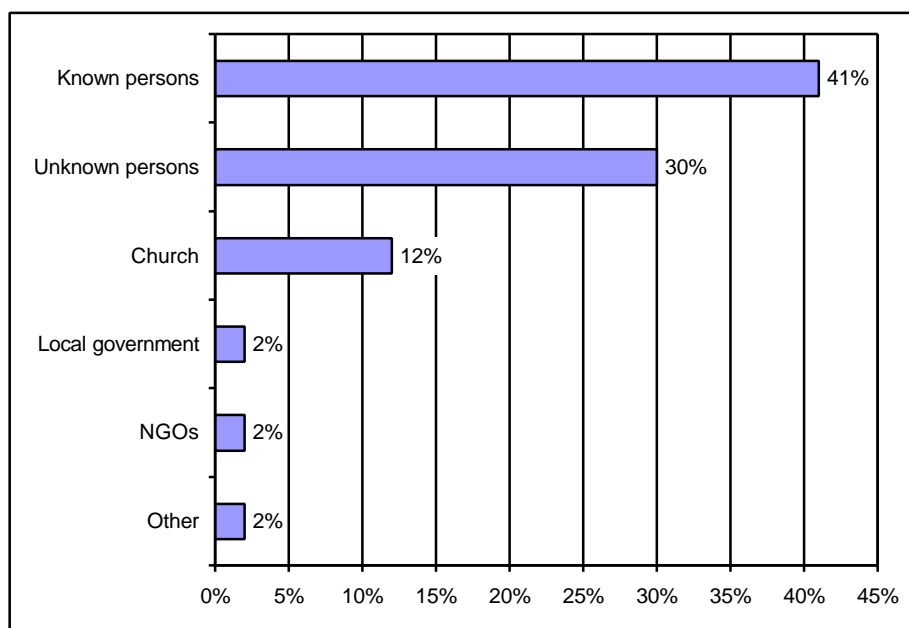


chart 29

Remarks:

Known people benefited from in kind donations from 33% of the population, which represents 62% of actual donors; unknown people received donations from 30 % of the population, that is from 56% of donors; the Church received in kind donations from 12% of the population,

which is 22% of donors; local governments from 2%, which is 4% of donors, while non-governmental organizations received in kind donations from 1% of the population, which is 2% of donors. (see chart 29)

6. Comparison of 1996 in kind donations to those in the previous year.

- "How do you consider the volume of goods donated in 1996, compared to 1995 ?"

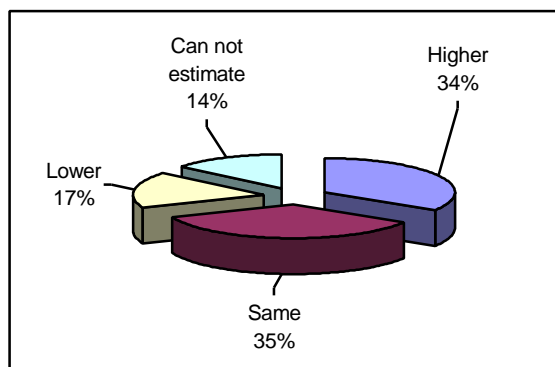


chart 30

Remarks:

A proportion of 34% of the subjects considers that the amount of donated goods is higher in 1996 than in the previous year, 35% consider it is the same, while 17% consider it is lower and

14% cannot make any comparison. This situation shows an increase in the donations of goods – considered as traditional philanthropic practice. (see chart 30)

b. Cash donations

1. The number of cash donors.

Cash donors in 1996 represent 62% of the adult population of Romania, that is:

10.06 million people,

from:

4.51 million households.

During the last month, 42 % of the adult population, representing

6.81 million people,

donated various amounts of money.

2. The global amount of cash donations.

Nationally, cash donations in 1996 amounted:

550 billion Lei (i.e. 178 million \$ and 0.4 % of the GDP).

3. Distribution of cash donations by ICNPO groups.

#	ICNPO group	Percentage of donors in at least one group, in 1996 ² .	Weighted average cash donation in the month prior to the interview. (Lei)	Weighted average cash donation in 1996. (Lei)
1.	Culture and art	3	24,000	125,000
2.	Sport and recreation	x ³	6,800	48,000
3.	Education and research	1	24,000	77,000
4.	Health	3	12,000	42,000
5.	Social services	24	7,000	27,000
6.	Environment	x	5,000	52,000
7.	Economic development and housing	5	16,000	70,000
8.	Defending and promoting civil rights	x	-	8,500
9.	Philanthropy and voluntarism promotion	7	42,000	67,000
10.	Religion	78	11,000	38,000
11.	International cooperation	x	-	5,000
12.	Business and professional interests' representation	x	-	7,500
13.	Other	6	5,000	24,000
Average donation			12,000	50,500

table3

Remarks:

The most frequent cash donations, during 1996, were directed towards Religion (78%), followed by Social services (24%). There is possible that these donations were made to the Church, for the benefit of people facing social problems. Although Religion registered a very high frequency of donations, their volume represents only 55% of the global volume of cash donations. The weighted average value of cash donation per donor (38,000 Lei) in the Religion group, during 1996, is lower than the general average of cash donation per donor (50,500 Lei). The highest average amount was registered in the group of Culture and Art, and the lowest in the group of International Cooperation – both having a reduced share in the total amount of donations. In general, one donor supported activities in

only one group (as it is the case of 84% of donors), yet others donated also for two groups (14%). Although very rarely, there are yet donors who donated along 1996 for activities in three or maximum four groups (see table 3). In month prior to the interview there were not registered multiple donations and the ranking of frequencies of annual donations by ICNPO groups is the same. The weighted average donation registered in the month prior to the interview is almost four times lower than for the whole year. The month prior to the interview was November, a month not favorable for philanthropy. Although, it seems that the subjectivism of evaluation of donations by subjects is a variable, which influences intensely the results of the survey.

² Column sum exceeds 100% because the same donor can donate in more than one group.

³ x represents under 1%.

4. Recipients of cash donations.

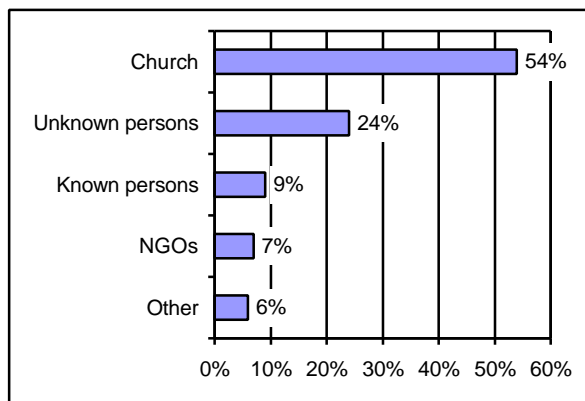


chart 31

Remarks:

The nonprofit sector (including the Church) was the recipient of 61% of cash donations, which represents around 350 billion Lei. The non-governmental organizations received a fraction of only 7% (around 40 billion Lei) – which is eight

times less than the Church (54%), much less than unknown people, possibly beggars (24%), and even less than known people, possibly neighbors (9%). (see chart 31)

5. Favorable periods for money donations.

- "When did you usually donate cash ?"

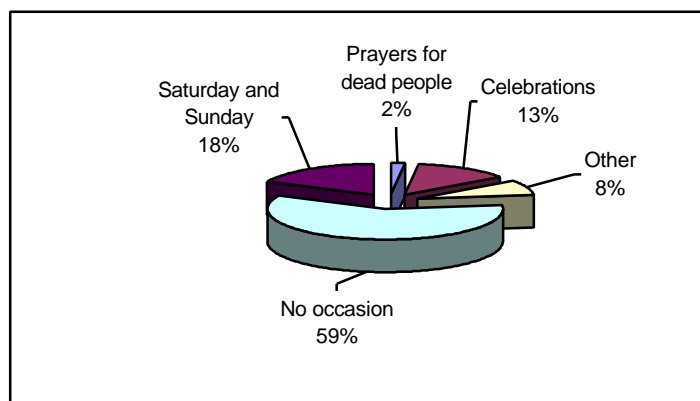


chart 32

Remarks:

Similarly to the case of in kind donations, the lack of a special occasion prevails in the case of cash donations (in 59% of situations), yet – by comparison – an

increase is registered for Saturdays and Sundays (in 18% of situations). (see chart 32)

6. Comparison of 1996 cash donations to those in the previous year.

- "How do you consider the cash amounts donated in 1996, compared to 1995 ?"

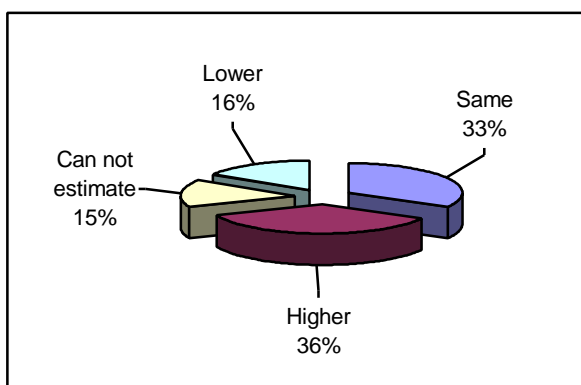


chart 33

Remarks:

A proportion of 36 % of the donors considers that the amounts donated in 1996 were higher than in 1995 (to be taken into account the annual inflation rate, of similar dimensions, registered in the national economy). On the other

hand, 33% consider their donation similar to that in the previous year, 16% less, and a significant proportion of 15% cannot make any estimation. (see chart 33)

7. Openness for contribution to the collecting box.

- "Would you drop some coins in the collecting box if it is placed:
 - in a church ?
 - on the street ?"

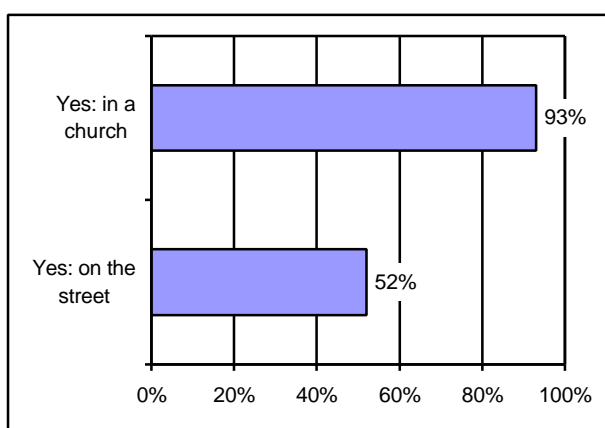


chart 34

Remarks:

The greatest openness is shown for the case the box is placed in a church (93% of the population); only 52% would put money in a box placed on the street. The church is a safer place than the street.

The public place chosen for doing this type of fundraising is crucial for the success and the dimension of the philanthropic action. (see chart 34)

8. Response to the appeal in the media for humanitarian aid.

- "Have you donated money in the humanitarian bank accounts advertised in the media?"

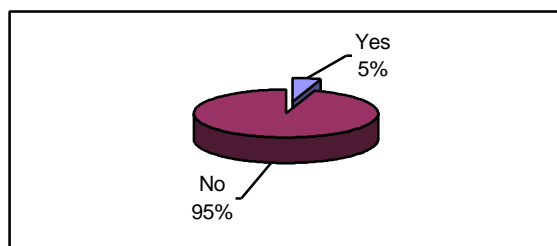


chart 35

Remarks:

A proportion of 5% of the population donated money in humanitarian bank accounts, advertised by various media

channels (TV, radio, newspapers). (see chart 35)

9. The need for support.

- "Do you feel yourself the need to be supported with goods or with money ?"

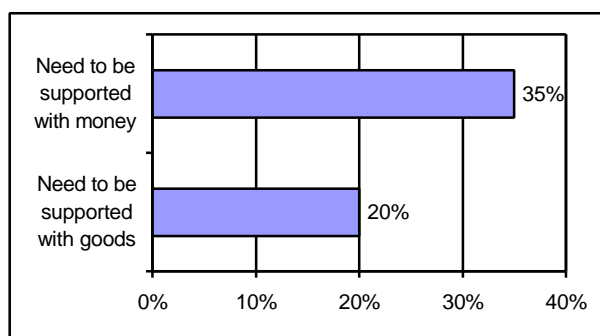


chart 36

Remarks:

One out of five adult persons felt at the end of 1996 the need to be supported with goods, and one out of three to be supported with money. On the other hand, 32% of those who need goods and 34% of those who need money also performed voluntary work – fractions that

represent 20% and respectively 36% of the volunteers. (see chart 36) Poverty is not an unbreakable barrier for philanthropic practice, although a progressive decrease of cash donations is registered once with the decrease of the population's income. (see table 4)

No.	Category of income per household in the month prior to the interview (Lei)	(No. of donors in the category/No. of subjects in the category) x 100	(No. of donors in the category/ total number of donors) x 100
1.	Up to 100,000	54	6
2.	100,001 – 250,000	64	24
3.	250,001 – 400,000	60	24
4.	400,001 – 600,000	64	24
5.	600,001 – 1,000,000	62	17
6.	More than 1,000,000	72	5

table 4

10. Donating motivation.

All subjects were asked to evaluate 11 statements concerning the justification or the rejection of donations, on a 4-level scale (from 1= full disagreement to 4=full agreement). The following average scores were obtained:

#	Statement	Average score	Standard deviation	Non-answers %
D1	I have donated because I want to receive something in exchange from society	1.21	0.59	9.3
D3	The giving tradition is a thing of the past	1.51	0.91	7.9
D4	Donations strengthen my religious convictions	2.98	1.13	10.5
D5	Donations don't resolve today's problems	3.10	1.12	10.3
D6	If the government would be more responsible, the donations will not be needed any more.			
D7	I pay my church taxes, why should I donate?	1.45	0.89	12.2
D8	I'm tired to be asked for money for different causes	1.85	1.09	12.1
D9	The need for donations is greater now than five years ago	3.44	0.91	15.6
D10	The government is the main responsible for taking care of poor people	2.64	1.27	11.7
D11	I don't think that I have something to offer	1.78	1.08	15.1

table 5

Remarks:

From table 5 we notice that the strongest agreement belongs to a statement presented in the shape of a diachronic comparison, by which the current need for philanthropy is perceived more sharply than 5 years before (D9). It comes out that there is a tendency to transfer to the state the responsibility concerning the difficult situation of the poor. (D10) All the same, statements referring to assuming civic responsibility or to being in accordance with religious rituals enjoy a significant consideration. On the other hand, phrases like "I donated so that I receive something in exchange from the society" or "I pay my taxes, why should I make donations?" are clearly rejected that which reveals a strong orientation of the citizens towards the values of charity and compassion.

V. Instead of conclusion: Who is the Romanian philanthropist ?

- The proportion of people who at least volunteered or donated cash or goods, was 78% of the entire adult population of Romania.
- The proportion of those who were simultaneous volunteers and cash donors was 26% of the entire population. Out of volunteers 78% also donated cash, and out of cash donors 42% also performed some voluntary work.
- Out of the total number of volunteers 15% are association members.
Out of the total number of association members 47% were volunteers.
- Regarding the relationship between in kind and cash donors, we can make the following remarks:
 - 65 % of those who donated cash also donated goods;
 - 75 % of those who donated goods also donated cash;
 - 69 % of the entire adult population simultaneously donated cash and goods in 1996;
 - 75 % of the adult population of Romania has made at least one donation, either in cash or in kind.

- The most frequently met volunteer has the following characteristics:
 - man,
 - middle-aged (30-40 years),
 - married,
 - elementary educated,
 - employed,
 - Greek or Roman Catholic (goes to church several times a year).

The following regions are situated above the national average of volunteering:

- Dobrogea (51%),
- Crisana-Maramures (40%),
- Bucharest (38%).

The following regions are situated below the national average:

- Oltenia (32.8%),
- Transylvania (32.5%),
- Muntenia (28.6%),
- Banat (23.9%),

and Moldova (33.5%, equal to the national average).

The level of economic development of the region does not influence volunteering. Dobrogea – with a low level of economic development – and Crisana-Maramures – with one of the highest levels – have both of them a high level of volunteering. Also, Muntenia – with a low level of economic development – and Banat – with one of the highest – they both have low and very low volunteering levels.

- The most frequently met donor, both of goods and money, has the following characteristics:
 - woman,
 - belongs to age categories 18-25 or 30-40,
 - married,
 - elementary education,
 - employed (average income),
 - Greek-catholic (goes to church several times a year).

