



غرفة تجارة وصناعة محافظة بيت لحم  
Bethlehem Chamber of Commerce & Industry

# Annual Report

## *Summary*



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## Board of Directors



**Dr. Samir Hazboun**  
**Chairperson**



**Mr. Yousef Rahhal**  
**Deputy Secretary**



**Mr. Adel Hodali**  
**Treasurer**



**Mr. Majed Hamideh**  
**Secretary**



**Mr. Khaled Darawi**  
**Deputy Chairperson**



**Mr. Khader Kheir**  
**Board Member**



**Mr. Ali Thawabteh**  
**Board Member**



**Eng. Issa Mousa**  
**Board Member**



**Mr. Jamal Handal**  
**Deputy Treasurer**



**Mr. Rajwan Budeir**  
**Board Member**



**Mr. Mousa Hroub**  
**Board Member**

# Letter from the Chairperson

## Dr. Samir Hazboun

We are delighted to present to you our Annual Report as we do every year. Despite the unfortunate experience we had, during the coronavirus outbreak one of the most challenging and unprecedented periods of our history, especially on the economic situation in Bethlehem Governorate, we proudly recorded and accomplished many achievements during the year 2020 that have significance on both economic and social levels.



Rather than continue to dwell on the challenges of the past year, we prefer to focus on the opportunities that lie ahead for us and our community as we continue to foster an environment for entrepreneurship while experiencing the benefits of significant corporate relocations and expansions. Additionally, Bethlehem Chamber of Commerce and Industry continues to expand the circle of its influence and its network of local and regional relationships and partnerships with economic institutions and decision-makers.

As part of the efforts of the Board of Directors of the Chamber in developing the overall performance of the institution, an electronic platform has been developed to promote and sell handicraft products, in addition the Economic Youth Council has also been activated and launched, also a committee from the Board of Directors were formed to settle commercial disputes, and raise the awareness of transparency and integrity, combating corruption and work ethics.

Through our Vocational and Technical Training Center, many professional courses have been implemented to meet the needs of the labor market in facing unemployment, as well we conducted of many activities and markets concerned with empowering businesswomen economically, it's worth mentioning that the Chamber passed the external audit of the ISO 9001: 2015 quality system without registering any notes, which confirms that the Chamber follows and applies the highest standards of quality in providing services to members of the General Assembly.

The year 2020 also witnessed a remarkable activity of our social responsibility to confront Coronavirus pandemic outbreak, with the efforts of the Chamber's Board of Directors and its staff, the generous donations from members of the General Assembly.

Finally, we emphasize on being strongly committed to achieve a high level of performance in achieving the Chamber's goals. We look forward to continue working with all relevant entities and organizations from the public and private sectors to help us carry on achieving our mission in enhancing the local economic development at Bethlehem Governorate.

## Introduction

Since 1952 Bethlehem Chamber of Commerce and Industry (BCCI) considered the representative of the economic sectors in Bethlehem Governorate, BCCI board of directors and its executive team pledge to raise the performance level of the Chamber, present the best services to its members, and support the local industries and products in order to achieve sustainable local economic development.

In the year 2020, we were able to implement many economic activities; this report reveals the most important achievements and activities conducted by the BCCI Board and executive team during this year.



**Bethlehem Chamber of  
Commerce & Industry**

**Integrated Efforts &  
Sustainable Performance**

# BCCI's Strategic Document

## Vision

**A Chamber with an outstanding performance to achieve sustainable economic prosperity.**

## Mission

**We strive to provide high quality services to our members and the local community through the provision of counseling, guidance and capacity development using technological methods. We represent our members effectively, as well as protect their interests. We also work on initiating partnerships with civil society organizations and the private and public sectors, raise the capacity and quality of local products and promote them, and focus on persons with special needs, women and youth.**

## Philosophy and Values

**BCCI's philosophy is to encourage the spirit of teamwork and initiative among members, employees and institutional cooperation, to achieve sustainable economic development in the local community. BCCI believes that its activities are the derivative of members' needs and priorities, and has therefore committed itself to a set of values that assist it in achieving its vision. These values include but are not limited to, integrity, accountability, transparency, integration, change and adaption, openness, social responsibility, professionalism and adherence to international standards in performance.**

## Strategic Goals



**To encourage economic activities in the various sectors in the governorate .**



**To raise the performance level of BCCI in the governorate.**



**To promote communication between Board members, the local community and donor organizations.**



**To develop and expand BCCI's financial resources.**



## Statistics during 2020



**Executing 17 Training courses  
directly & Via Zoom**



**135 press release**



**Provided 6,467 services**



**Sending 9265 SMS**



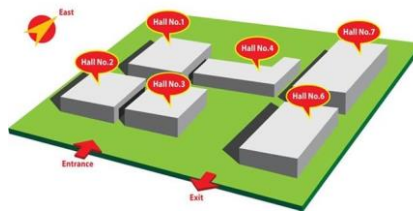
**Holding 12 economic  
workshop and seminars**



**Posting 145 awareness  
publications**



**16017 Visit to BCCI's web  
page**



**Announce 23 International  
specialized exhibition**



**6884 Likes on Our FB  
page**

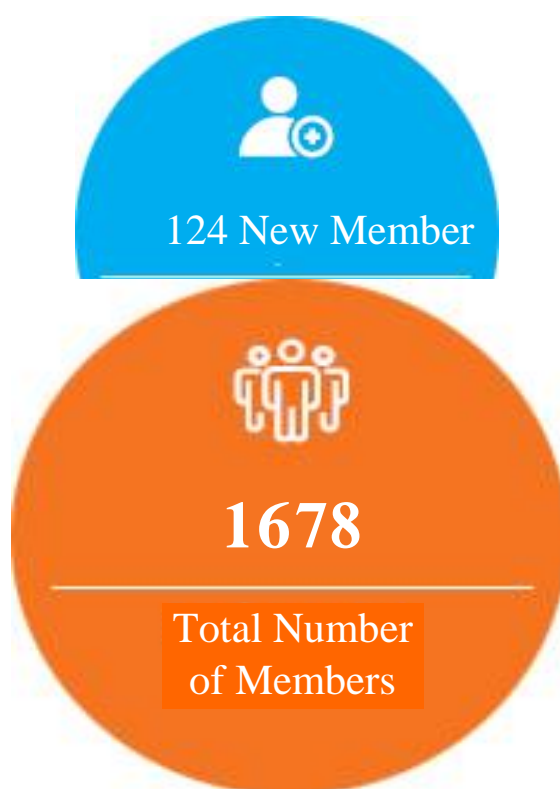


**Providing information for scientific  
research purposes -10 Times**



**BCCI's Releases  
Economic Reports / 3  
Research Studies / 3**

# Membership and Services in 2020



**General Assembly Memberships during 2020 according to Economic sectors classification**

Economic sector	Grades Classification						Total Based on Economic Sector
	Special	Excellent	First	Second	Third	Forth	
Commercial	4	177	263	353	140		937
Industrial	4	142	86	140	27	2	401
Services	24	49	34	62	24	2	195
Contracting		34	12	5			51
Agricultural		4	12	28	15		95
Handicrafts		3	9	12	10	1	35
<b>Total Based on Grades Classification</b>	32	409	416	600	216	5	1678



## Certificates of Origin

The year of 2020 witnessed drooping in the value of certificates of origin and the value of exports compared with 2019. Cut stone exports recorded the highest rate of exports from the governorate, followed by pharmaceutical and chemical exports, whereby a total of 699 certificates of origin were issued this year in the amount of \$11,051,475.38 compared with the ones issued in 2019 in the amount of \$17,041,020.06.

### Bethlehem Exports During 2020

Item	Amount \$	%
Pharmaceuticals	3,139,214.00	28.40%
Tiles	46,617.00	0.42%
Metals	181,139.00	1.64%
Cut stone	7,517,666.89	68%
Handicrafts	120,194.25	1.10%
Cardboard & Paper products	37,524.22	0.34%
Bakery & Sweets	9,066.02	0.10%
<b>Total</b>	<b>11,051,475.38</b>	<b>100.00%</b>
<b>Certificates of Origin were issued by BCCI during 2020</b>	<b>699</b>	

*Note: The above table does not include exports to European Union countries and Israel.*

# Most important achievements conducted during 2020

## Women Empowerment

Businesswomen Center is the first independent women's center at the Chambers of Commerce in Palestine, the center has achieved many milestones during the year 2020, including Organizing economic seminars and workshops, organizing training programs, and participate in a number of local exhibitions, as well as encourage networking with donor organizations to support women's projects implemented in Bethlehem governorate.



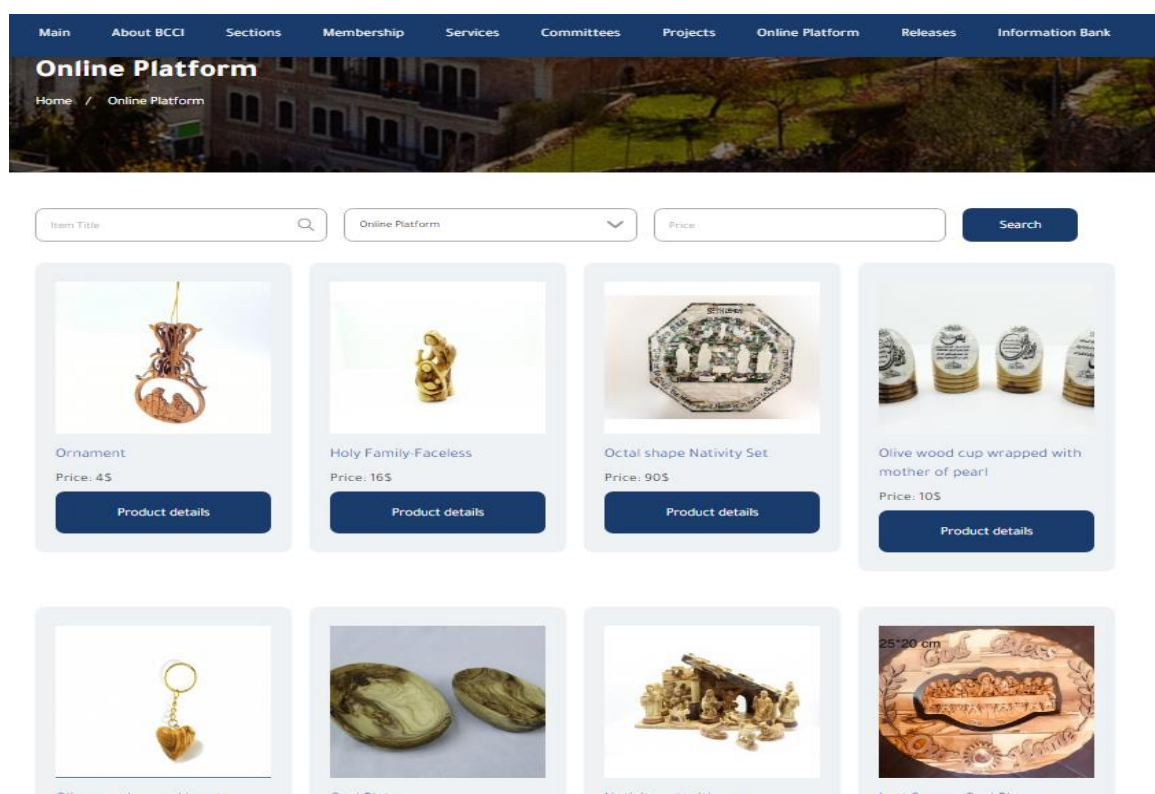
## Capacity Building and Development

BCCI seeks to raise the efficiency of workers and improve the condition of vocational and technical education training in the governorate of Bethlehem, hence contribute in the development of the economy. Basically, the main objective is to strengthen the role of vocational training in the governorate, in addition to building the capacity of employees and workers in various sectors in Bethlehem and respond to the continuously changing market needs through customized trainings based on needs- assessment studies, which will contribute in reducing unemployment rates.

2020 witnessed several trainings that were conducted either face -face trainings or sessions through Zoom application (virtual), which lines with the protocols of the Ministry of Health to maintain the public safety of the participants in light of the outbreak and spread of Coronavirus, in addition a several meetings were held to discuss mechanisms for developing a vocational and technical training center at Bethlehem Chamber of Commerce and Industry.

### E-Commerce online platform

In light of the economic situation that accrued in the last few months due to the spreading of Coronavirus pandemic BCCI took the initiative to create this platform in order to support all small and medium enterprises from BCCI General Assembly members in addition to other nonmembers in Bethlehem Governorate, for the purpose of selling via the electronic platform to reach a greater number of customers and increase their sales , therefore this platform aims to promote the products of the different economic sectors affected, especially the owners of handicrafts of oriental antiques, olive wood, mother of pearl.



### Internal Monitoring and Corporate Governance/ ISO 9001-2015

Since 2002, BCCI has maintained its certificate for quality in the provision of services, and continuously updates its work mechanisms to respond to the needs of members of the General Assembly. This certificate is issued by Mac International, representative of Lloyds.

# Bethlehem Chamber of Commerce and Industry Involvement in the Coronavirus outbreak

## Social Responsibility

Bethlehem Chamber of Commerce and Industry took a vital part in facing this pandemic by being a member in the High Emergency Committee, the Attribution Committee and other local supporting committees in the Governorate in order to follow up the pandemic details and its economic developments and effects.

Following up on the economic developments in light of the current conditions and the negative effects resulting from the outbreak and spread of the Coronavirus and its impact on the various economic sectors in the governorate (industry, trade, tourism, services, contracting, etc.), which reveals the significant decrease and losses in the economic situation in Bethlehem governorate, as well as the high percentage of losses that many citizens are suffering from due to their losses in their main source of daily income, increasing the numbers of the unemployed people.

Bethlehem Chamber of Commerce and Industry Developed an integrated plan to deal with the crisis at all levels facilitating the entry of different products and releasing the movement forms for commercial goods transfer among different Governorates, through its social responsibility providing basic materials and sterilization supplies for various civil institutions, security agencies, directorates and local bodies in various locations in Bethlehem Governorate.



# BCCI Financial Report 2020



AlShayeb Auditing & Accountancy Co.  
Certified Public Accountants

## Independent Auditor's Report (Cont.)

### *Auditors' Responsibilities for the Audit of the Financial Statements(cont.)*

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Association's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Association's ability to continue as a going concern.
- If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Association to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

AlShayeb Auditing & Accountancy Co.  
Independent Member of Geneva Group International  
Issa Abu Farha  
Engagement Partner

12/05/2021  
**ISSA ABU FARHA**  
C.P.A  
LICENSE NO 34

Bethlehem  
10 May 2021



GENEVA GROUP INTERNATIONAL  
Independent Member

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Bethlehem Chamber of Commerce and Industry (BCCI)  
Financial Statements for the Year Ended 31 December 2020

**Statement of Financial Position**

(All amounts are in NIS)

	Note	December 31,2020	December 31,2019
<b>Assets</b>			
<b>Current Assets</b>			
Cash and Cash equivalents	3	2,133,186	1,981,599
Inventory		9,112	15,472
Pledge's receivable	4	122,771	18,975
Accounts receivable		5,644	1,757
Prepaid expenses	5	3,199	6,970
<b>Total Current Assets</b>		<b>2,273,912</b>	<b>2,024,773</b>
<b>Non-Current Assets</b>			
Fixed assets, Net	6	3,923,266	4,027,685
Investments	D.2	148,405	148,405
<b>Total Non-Current Assets</b>		<b>4,071,671</b>	<b>4,176,090</b>
<b>Total Assets</b>		<b>6,345,583</b>	<b>6,200,863</b>
<b>Liabilities and Net Assets</b>			
<b>Current Liabilities</b>			
Accounts payable	7	168,260	186,728
Outstanding checks		6,220	21,088
Accrued liabilities	8	81,851	94,326
<b>Total Current Liabilities</b>		<b>256,331</b>	<b>302,142</b>
<b>Non-Current Liabilities</b>			
Accumulated Employees' Severance Benefits	9	440,822	353,607
Employees' Provident Fund		205,382	163,778
<b>Total Non-current Liabilities</b>		<b>646,204</b>	<b>517,385</b>
<b>Total Liabilities</b>		<b>902,535</b>	<b>819,527</b>
<b>Net Assets</b>			
Unrestricted net assets		1,169,984	1,371,323
Temporarily restricted net asserts (for projects)		337,643	18,975
Temporarily restricted net asserts (for fixed assets)		3,935,421	3,991,038
<b>Total Net Assets</b>		<b>5,443,048</b>	<b>5,381,336</b>
<b>Total Liabilities and Net Assets</b>		<b>6,345,583</b>	<b>6,200,863</b>

The accompanying notes constitute an integral part of the financial statements.

  
Chairman, Board of Directors

  
Treasurer





**Bethlehem Chamber of Commerce and Industry (BCCI)**  
**Financial Statements for the Year Ended 31 December 2020**

**Statement of Activities**

(All amounts are in NIS)

		Total	
	Note	2020	2019
<b>Revenues</b>			
Membership Subscriptions	10	640,700	699,589
Service Fees	11	631,281	865,285
Income from Activities and Rentals		7,620	16,711
Other Income		1,802	1,524
<b>Total Revenues</b>		<b>1,281,403</b>	<b>1,583,109</b>
Net Assets Released from Temporary Restriction	12	120,609	9,900
<b>Revenues and Net Assets Released from Temporary Restriction</b>		<b>1,402,012</b>	<b>1,593,009</b>
<b>Expenditures</b>			
Salaries and Related Benefits	13	834,744	724,906
Program Direct Expenses	14	428,902	200,386
General and Administrative Expenses	15	351,374	361,030
Financial Expenses, Net	16	(69,332)	(14,294)
Depreciation	6	113,279	127,775
<b>Total Expenditures</b>		<b>1,658,968</b>	<b>1,399,803</b>
<b>Net Assets during the year</b>		<b>(256,956)</b>	<b>193,206</b>
Temporarily Restricted Contributions and Donations	12	439,277	-
Net Assets released from temporary restriction		(120,609)	(9,900)
Reclassification		-	(883)
<b>Changes in the Temporarily Restricted Net Assets</b>		<b>318,668</b>	<b>(10,783)</b>
<b>Changes in Net Assets for the Year</b>		<b>61,712</b>	<b>182,423</b>

The Accompanying notes constitute an integral part of the financial statements.

Bethlehem Chamber of Commerce and Industry (BCCI)  
Financial Statements for the Year Ended 31 December 2020

**Statement of Changes in Net Assets**

(All amounts are in NIS)

	Unrestricted Net assets	Temporarily Restricted Net assets		
	General	Projects	Fixed Assets	Total
<b>Net Assets as of 31/12/2018</b>	1,127,044	28,875	4,042,994	5,198,913
Increase in net assets during the year - statement B	182,423	-	-	182,423
Changes in the Temporarily Restricted Net Assets	9,900	(9,900)	-	-
Released from temporary restriction	51,956	-	(51,956)	-
<b>Net assets as of 31/12/2019</b>	<b>1,371,323</b>	<b>18,975</b>	<b>3,991,038</b>	<b>5,381,336</b>
Increase in net assets during the year - statement B	61,712	-	-	61,712
Changes in the Temporarily Restricted Net Assets	(318,668)	318,668	-	-
Released from temporary restriction	55,617	-	(55,617)	-
<b>Net assets as of 31/12/2020</b>	<b>1,169,984</b>	<b>337,643</b>	<b>3,935,421</b>	<b>5,443,048</b>

The Accompanying notes constitute an integral part of the financial statements.

**Bethlehem Chamber of Commerce and Industry (BCCI)**  
**Financial Statements for the Year Ended 31 December 2020**

**Statement of Cash Flows**

(All amounts in NIS)

	December 31,2020	December 31,2019
<b>Cash Flows from Operating Activities</b>		
Changes in net assets for the year	61,712	182,423
<b>Adjustments to reconcile current year changes in Net assets to net cash provided by operating activities:</b>		
Depreciation	113,279	127,777
	<b>174,991</b>	<b>310,200</b>
<b>Change in Working Capital</b>		
Increase ( decrease ) in inventory	6,360	(10,683)
Increase ( decrease ) in pledges receivable	(103,796)	10,725
Increase ( decrease ) in accounts receivable	(3,887)	7,318
Increase ( decrease ) in prepaid expenses	3,771	(3,899)
Increase ( decrease ) in accounts payable	(18,468)	(61,090)
Increase ( decrease ) in outstanding checks	(14,868)	11,621
Increase ( decrease ) in accrued expenses	(12,475)	8,707
Increase ( decrease ) in employees' provident fund	41,604	41,185
Increase ( decrease ) in employees' severance benefits	87,215	54,419
<b>Net Cash Provided by Operating Activities:</b>	<b>160,447</b>	<b>368,503</b>
<b>Cash Flows from Investing Activities:</b>		
Decrease in investments	-	-
Purchase of fixed assets	(8,860)	(38,954)
<b>Net Cash Used in Investing Activities</b>	<b>(8,860)</b>	<b>(38,954)</b>
<b>Increase in Cash and Cash Equivalents</b>	<b>151,587</b>	<b>329,549</b>
<b>Cash and Cash equivalents at the beginning of year</b>	<b>1,981,598</b>	<b>1,652,050</b>
<b>Cash and Cash equivalent at the End of year (see note 3)</b>	<b>2,133,185</b>	<b>1,981,599</b>

**The Accompanying notes constitute an integral part of the financial statements.**

## Conclusion

This report may not reflect everything that Bethlehem Chamber of Commerce and Industry accomplished during the year 2020, A summary of the most prominent activities and events that were carried out, but in the end it is an eloquent and honest expression of organized actions ,and the effort and the fruit of cooperation between the Board of Directors and the executive staff to achieve the strategic goals that the Chamber of Commerce seeks to manage, despite all the obstacles caused by the Coronaviruses pandemic.

All, respect and appreciation for our team and board of directors for all their efforts in raising all levels of work performance in the Chamber.

In order to continue implementing programs, sessions and meetings, draw up plans for discussion, research, provide solutions and visualizations for all issues that interest the community of Bethlehem Governorate.