

Lions Logistic Center

Lions Club Transilvania of Cluj-Napoca, District 124 Romania, has been deeply involved in helping the Ukrainian people since the very first week of the war. We are located 4 hours South from the Ukrainian border and that enabled us to do quick humanitarian aid transports there.

We took a first aid transport to Ukraine in the very first week of war and since then we did a lot more.

Overall, our club was able to raise funds from our members, and private companies in Romania that enabled us thus far to do our projects, and we estimate that we helped a least 2400 Ukrainians so far.

The total amount raised from our club members, private companies, Lions Clubs from Europe and other individuals; amount used for Ukraine totaled over 120 000 Euros.

Here's a short breakdown of the costs of our club's Ukraine projects:

	Date		Value in Euro	Video
1	March 3 rd 2022	Food, medication	2,400	https://youtu.be/aF2bodiW1f8
2	March 11 th	Food, medication	7,600	https://youtu.be/dzOnWukr8iY
3	April 13 th	Food, medication, surgery materials, defibrillators	13,600	https://youtu.be/ZHxnFMv3OJo
4	April	Setting up the refugee shelter in Cluj	25,233	https://youtu.be/UUFQXW1e2GA making of https://youtu.be/O94vHKbytEg the finished project
5	May	Beds and mattresses for Mikolaev	3,000	https://youtu.be/TKToW9mHFU
6	June	Projector donation for Ukrainian children summer camp	985	
7	August 4 th	Food	2,600	https://youtu.be/ulx7imjXlwg
8	October 30 th	Food and 1 small power generator	2,400	https://youtu.be/sK_r_XXoCUK
9	November 23 rd	8 Power generators and engine oil	10,500	https://youtu.be/V8xExBQRlJl
10	November 25 th	Power generator for the Maternity in Kherson	1,312	https://youtu.be/ezSUSY4Dp0A

11	December 15 th	Christmas presents for 400 children, 3 brand new laptops for the best students of the year and a pallet of brand-new clothes	10,300 (gifts) 18,500 (clothes) 700 (laptops)	https://youtu.be/n6jo6GoYpbc
12	December	Shipment of 200 beds sent to Mikolaev	22,000	
13	January 2023	8 power generators (3kw), not delivered to Ukraine yet	3,250	
14		On 3 separate occasions we send food and medication to Cherkassy region	1,500	https://youtu.be/MrKSjCwwDVk
15		Throughout the year we provided meals, or we even cooked meals for the refugees in our shelter	10,121	https://youtu.be/fMBCqz9NUbc https://youtu.be/m1Ie4L_MXuY
		TOTAL	136,001 EUR	

We want to take our efforts further and we want to create a logistic center. Such a place is much needed to enable us to store, in the short or medium term, goods that are destined for Ukraine, as well as breaking bulk freight into smaller loads for individual shipments to different beneficiaries in Ukraine. On several occasions, we received large donations that we had to struggle with taking them immediately since we had no storage space. We also received different requests from Romanian and foreign LIONS donors of goods to take them into Ukraine, but due to lack of space and logistic capabilities we were not always able to accommodate these requests.

In order to scale up our efforts we considered acquiring a storage space around 300 sq meter (3230 sq foot), setup up shelving and everything necessary, a second transport vehicle and a small forklift. Such a logistic center would help a lot our efforts for Ukraine, during the war but also during the reconstruction of the country.

With the help of other Lions Clubs from Europe, especially the ones from Germany that were a part of this efforts since the very beginning, we would be able to collect goods and store them here before being shipped to Ukraine and we will also be able to receive bulk freight from other LIONS donors that requires transport into the conflict zone

Due to our experience of taking humanitarian help to Ukraine for the past 10 months, we developed good contacts over there and we always deliver our help right where is needed, directly to the end beneficiaries.

The corruption in Ukraine is quite high at all levels. The bulk of international help and supplies make their way to the border of Poland, where allies quickly ferry it across the border and into the hands of Ukrainian officials. NGOs estimated that just 30-40% of the supplies going across the border reached

their final destination. We learned from some of our direct contacts that the percentage was even lower, closer to 20%.

If you provide supplies there has got to be some organization to it. If the ability to which you're willing to be involved in that stops at the Ukrainian border most of the aid is not getting to where it needs to go. In time this creates a lot of distrust of the donors and will reduce their commitment to the aid effort for Ukraine.

In order to prevent this from happening with the supplies we are taking, from the very first trip, we deliver the aid ourselves right where it is needed. We developed strong and trustable contacts and on each trip, we take the quantities that we know for a fact we can distribute safely. We don't entrust our goods with the local officials.

Having said that, we consider it a great advantage of having a logistic center here in Romania, that can collect and controllably deliver humanitarian aid to those in need in Ukraine. At the same time, the capacity of collecting and delivering to Ukraine would dramatically increase. In numbers, we could triple our effort and the number of people impacted, bringing that number close to 1000 people per month in the first phase of the project.

Acquiring a new van and doubling our transportation capacity will enable more courageous Romanian Lions to get involved and transport more humanitarian aid into the conflict zone.

Also, this logistic center would enable us to manipulate and store goods for other clubs or LCIF. This could truly become a hub for coordinating relief efforts not only for wartime but also for the reconstruction of Ukraine, natural disasters, or any other situations that could occur and require such a place.

With increasing numbers both in quantities stored and number of transports, we would have to consider hiring some minimum staff since our fellow lion members might not be available at the time needed. We think that as soon as the operation increase in size we would need at least one full-time forklift operator, maybe even two, down the road. This would generate a running cost, along with utilities, maintenance of the place, property tax, and so on.

Since real-estate in the city is quite expensive, we are taking in consideration purchasing something within 20 Km of the city since prices are dramatically lower.

Financial Summary

1	Warehouse purchase https://www.storia.ro/ro/oferta/hala-multifunctionala-350mpu-cu-birouri-apartament-IDrW2B	315,000 Euro
2	Shelving and interior setup	20,000 Euro
3	3 ton Forklift https://www.klass-hydrauliks.ro/cumpara/ef1302-stivuitoare-electric-cu-ridicare-maxima-3-000-mm-capacitate-	22,000 Euro

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4	Ford Transit Van https://www.ford.ro/showroom-vehicule-comerciale/transit/cabina-simpla	30,220 Euro
5	1 st year running cost (employee, utilities, maintainace, taxes etc)	30,000 Euro
	TOTAL	417,220 Euro

The total amount of the acquisitions would be about 417,000 Euro (about \$424,800 at today's exchange rate).

Since the cost of such a scale up of our efforts is quite high, we are requesting LCIF's support in this matter. This could probably be the largest LCIF project in Romania and Lions Club Cluj Transilvania and I are fully committed to this project, we can manage and operate it and turn it into a success.

Lions Club Cluj Transilvania is able to cover 10% of the total cost, from our own funds.

Why is such a logistic center needed?

A logistics center located near the border of Ukraine would be beneficial in providing aid to Ukraine because it would allow for efficient and quick transportation of goods and supplies across the border reaching directly the beneficiaries. The closer the logistics center is to the border, the less time, and resources it would take to transport the aid to those who need it in Ukraine. Additionally, a logistics center near the border would also be able to coordinate with authorities more easily on both sides of the border to ensure smooth and efficient delivery of the aid.

Why should our club operate such a logistic center?

Having extensive experience in taking humanitarian aid to Ukraine would be beneficial in managing a logistics center dedicated to humanitarian aid for Ukraine because our club has a deep understanding of the specific needs and challenges of the region, as well as established relationships with local organizations and government officials. This would enable us to effectively coordinate the distribution of aid and ensure that it reaches the intended recipients in a timely and efficient manner. Additionally, our experience would also be valuable in identifying potential issues and developing strategies to mitigate them, which would help to ensure the smooth operation of the logistics center.

Why purchase and not rent a warehouse?

The advantages of purchasing a warehouse in the current real estate market in Cluj-Napoca, Romania, include:

Long-term cost savings: Over time, owning a warehouse will likely be less expensive than renting one, as the costs of rent will increase over time.

Flexibility: As the owner of a warehouse, our club will have more control over the space and will be able to make changes and renovations to suit the needs.

Potential for appreciation: If the value of the warehouse increases over time, Lions Club will benefit from the appreciation in value. The real estate market in Cluj-Napoca increased 20% in 2022 alone.

As breakdown on the property cost and renting cost, based on actual prices in Cluj-Napoca for a warehouse around 300 sqm, taking in consideration property appreciation over time as well as rent increase, clearly shows the advantage of owning vs renting.

		350 sqm ware house	5 years	10 years	15 years
Pur- chase	855 euro/sqm	299,250			
Rent	5 to 9 euro /sqm/month	21,000 / year (at the lowest rent of 5 eur)	134,375 Euro rent paid, considering a conservative increase of rent by only 25%	302,343 Euro rent paid, consid- ering a con- servative in- crease of rent by only 25%	566,894 Euro rent paid, consid- ering a con- servative in- crease of rent by only 25%

So, if this warehouse will be needed only for 10 years the price of rent already exceeds the actual purchase price. We also estimate that in the same 10 years the value of the property will increase by at least the same percentage. Help is needed to reconstruct Ukraine after the war for many years, because the conflict has caused significant damage to the country's infrastructure and economy, as well as displacement of many citizens. The war has caused the destruction of homes, schools, hospitals, and other public buildings, leaving many without access to basic services. Additionally, the ongoing fighting has also caused damage to roads, bridges, and other transportation infrastructure, making it difficult for aid and goods to reach those in need. Furthermore, the economic sanctions, the loss of industrial production and the disruption of trade have severely impacted Ukraine's economy. The combination of these factors has left many people in need of assistance to rebuild their lives and communities.

Who will run this logistic center?

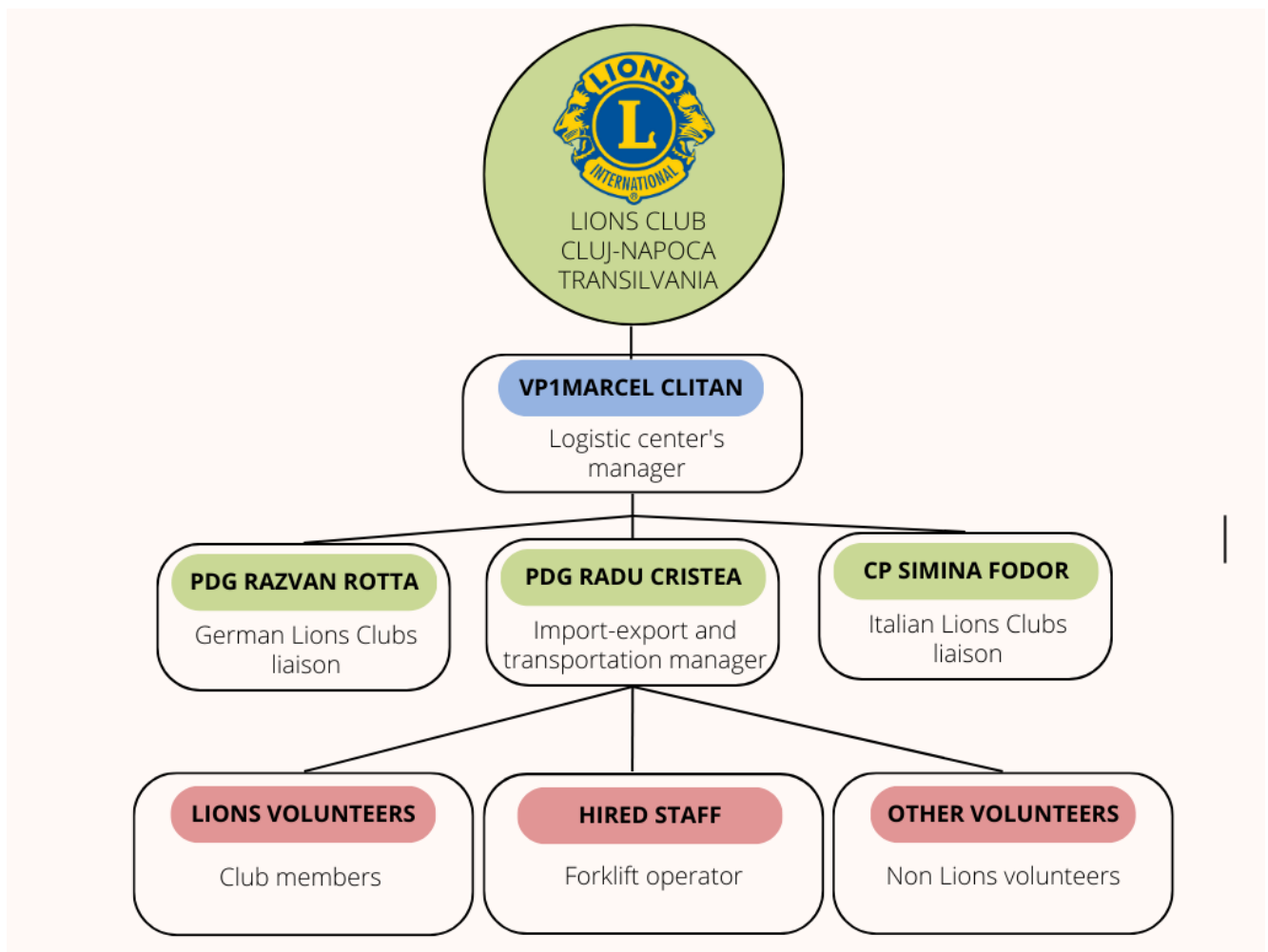
Our Club Vice president, **Marcel Clitan**, is a retired career air force officer. We believe that a career military officer may be well-suited to manage a logistics center because he has experience in managing and coordinating large-scale operations and personnel. This experience would be valuable in overseeing the day-to-day operations of a logistics center, which often involves coordinating the movement of goods and supplies, as well as managing a team of staff and volunteers.

Additionally, as a former colonel he has experience in working under challenging and high-pressure conditions, which would be useful in managing a logistics center in a crisis or emergency situation. He is familiar with the importance of planning, organization, and efficient use of resources. Furthermore, he has the experience in working with and coordinating with other organizations, such as government

agencies and non-governmental organizations, which would be beneficial in the logistics center context.

Finally, military officers are trained in logistics, supply chain management and distribution, which would be an advantage in managing our club's logistics center, where those areas are of vital importance.

Organizational Chart of the Lions Logistics Center



The Lions Club Cluj-Napoca Transilvania seats at the top of the organizational chart of the logistic center and all major decisions regarding the center, other than the direct responsibilities of the manager, will be subject to debate and vote in the club. All decisions will pass only with more than 50% of the votes of the members present at that meeting.

Logistic center's manager responsibilities (Vice President 2022-2023 Marcel Clitan)

The Logistics Center Manager is responsible for overseeing the day-to-day operations of the center center, including managing a team, overseeing inventory. He is also responsible for budgeting, setting goals, and implementing process improvements.

As a manager he holds a key role in the supply chain management. With that being said, he is responsible for the following tasks and responsibilities:

- Coordinates shipments with the transportation manager
- Monitors warehouse staff and volunteers and associated activities; offers assistance to those with concerns or problems on the work floor.
- Ensures that products delivered are stored in an organized manner, so that its quality is maintained, and accessibility is achieved.
- Creates a layout plan that streamlines the storage and retrieval of goods.
- Implements worker safety and health regulations.
- Plans projects and sets objectives for the staff and volunteers to meet.
- Responds to orders efficiently so that products are delivered in a timely and accurate manner.
- Coordinates with the club or the import/export manager regarding discrepancies and errors in the supply chain process.
- Addresses logistical problems and furnishes solutions to these issues.
- Meets with other managers to confer about products, shipping times, and distribution issues, among many other concerns.
- Creates new supply strategies.

Foreign Lions Clubs liaisons (PDG Razvan Rotta & Club President 2022-2023 Simina Fodor)

The Foreign Relations Liaisons are responsible for establishing and maintaining relationships with international Lions Clubs, LCIF and any other International Lions Club structure. They also promote the Logistic Center's interests abroad and act as a communication bridge between our Logistic Center and foreign entities. Other responsibilities may include analyzing new international relationships with Lions Clubs, initiating agreements, and representing our Logistic Center at international events.

Import-export & transportation manager (PDG Radu Cristea)

As an importer exporter as well as transportation manager the wide range of responsibilities include:

- Managing relationships with international beneficiaries
- Coordinating freight shipments to ensure that they arrive on time and without damage
- Preparing all the legal import or export documentation for the customs
- Developing and implementing plans for delivery into Ukraine
- Preparing inventory of goods held in storage facilities, for delivery to Ukraine
- Preparing financial reports regarding export and transportation costs
- Managing the supply chain process from donors to shipment to beneficiary delivery
- Cooperating with other the rest of the team to ensure that all international business operations run smoothly
- Making sure vehicles are properly maintained
- Inspecting vehicles
- Arranging repairs and routine maintenance
- Ensuring that all drivers and operators have the correct, up to date qualifications
- Reducing the risk of vehicle overloading
- Maintaining and completing accurate transport records

Forklift operator (hired)

The forklift operator will be coordinated by the Logistic Center manager, regarding the placement of goods in the warehouse, and with the transportation manager in regard to the loading and unloading transportation vehicles.

Responsibilities:

- Unload goods from incoming vehicles and stack them to assigned places
- Locate and move stock of products to pallets or crates for storage or shipment
- Identify damages and report shortages or quality deficiencies
- Inspect machinery to determine the need for repairs and guarantee safety by performing regular maintenance
- Comply with the Logistic Center's policies and legal guidelines
- Help maintain a safe and orderly environment of the facilities

Lions Club members and volunteers

Compliance with safety regulations in a warehouse is important to prevent accidents and injuries, protect employees and volunteers, and ensure a safe working environment. To achieve that we'll make sure that:

Safety equipment are being used

A clean workspace I maintained

Work procedures are being followed

Any potential safety hazards are eliminated

Clearly label designated hazardous zones are posted

Safety signs and labels will help promote awareness for the people within hazardous zones and prevent accidents and injury from occurring. In a warehouse, both employees and visitors might be exposed to dangerous equipment and areas. In which case, such equipment should be stored away with proper labels and the appropriate warning signage.

We'll maintain operational features for exit routes like adequate lighting, appropriate marking, and operable employee alarm system. Employees and volunteers should also be aware of emergency protocols in place.

We will develop and implement safety protocols or procedures to guide employees and volunteers to work safely.

Why the Lions Club Cluj-Napoca Transilvania would be suited to run such a logistic center?

Lions Club Cluj-Napoca Transilvania is suited in running a logistics center because we have some of the resources, infrastructure, and expertise to efficiently manage and operate such a center. Together with our LEO club we have a large network of volunteers and staff, as well as established relationships with other organizations, government agencies, and donors both from Romania and Europe, which would be beneficial in running a logistics center.

Furthermore, our club has a well-established reputation and credibility within the humanitarian community, which could facilitate obtaining funding, resources and support from other organizations.

Finally, Lions Club Cluj-Napoca Transilvania has a better understanding of the local context, culture and needs of the area where the logistics center will operate, which would be an advantage to ensure the aid reaches the right people in the most efficient way.

What happens to the logistic center when no longer needed?

If the war ends and as well as the reconstruction of Ukraine, let's say in 10 years, the logistic center can be sold and the funds donated to LCIF under an agreement made at the time of initial funding. Buying a property in a thriving city, as Cluj-Napoca is, and selling it after 10 years could be a good investment because it will appreciate in value over time.

By purchasing the warehouse in a thriving economy, LCIF may be able to take advantage of these market conditions and potentially see a significant return on their investment after 10 years. Additionally, owning a property in a thriving city may also generate rental income which could be a source of additional revenue while waiting to sell it.

We strongly believe that purchasing the warehouse is the way to go.

For any further information please don't hesitate to contact us.

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