

## Description of the social enterprise – information sheet

### Gruppo 78 – Social solidarity cooperative society



<b>A. Identification data</b>	
1. Name of the enterprise	Gruppo 78 – Social solidarity cooperative society
2. Location/Address of the enterprise	Via Roma, 29/C – 38060 volano (TN)
3. Website of the enterprise	<a href="http://www.gruppo78.org">www.gruppo78.org</a>
4. Legal organisational form	Social cooperative enterprise - social coop type A
<b>B. Good practice of the social enterprise</b>	
Aspects that recommend the social enterprise as a good practice in the particular sector.	Gruppo78 was one of the very first social cooperatives to be born in the region, in order to overcome a serious social problem that the public administration couldn't take care of. It has then gained more than 30 years' experience in working, taking care and providing social inclusion to mentally ill persons, providing great value services to one of the most disadvantaged social category.
<b>C. Context:</b>	
1. Year of Founding	The very first association was born in 1978. Two years later, in 1981, it was transformed into a cooperative.
2. Context of start-up – problem that the enterprise was set up to solve, economic social rationale	In 1980, the so-called 'Basaglia law' determined the closing down of all psychiatric hospitals in Italy; therefore there was an urgent need for community-based services to take over the care of people with mental health problems. Gruppo78 was born in this context.
3. What are the Main Activities of the entity?	Housing and residential services, protected and semi-protected; socialization and educational paths; working introduction centres; activities for education and integration of the Sinti ethnic minorities.
4. Who are the Main stakeholders (i.e. members, clients, producers, etc.)?	People with mental health problems and their families.
5. Geographic coverage with respect to: i) to production of services and/or goods and ii) market/consumers or beneficiaries, clients, etc.	Progetto78 has several centres and projects, allocated in different areas of southern Trento's province, within a range of 50 km.
<b>D. Ownership Structure</b>	
1. What is the ownership structure of the entity: i.e., does the entity have shareholders, owners/members, donors, trustees, investors, etc.?	Members own the cooperative.

2. If membership, is membership open or closed? Is exclusivity required?	Membership is open to an unlimited number of cooperative members. Members could be either workers or volunteers. Special members could be admitted, but their number cannot exceed a third of the total amount of members. Financing members are admitted too.
3. Is a capital contribution required? If so, how much? Is equity capital unallocated or individualised?	Yes, there is a capital contribution. Each member signs up for his/her contribution, which can vary. Equity capital is unallocated and indivisible.
4. Describe in a few words the voting distribution (e.g. one member-one vote; proportional to equity contribution; proportional to use, etc.).	One member-one vote.
5. Describe in a few words the main benefits for members or owners.	Working opportunities for the members, social inclusion for the people with health mental problems, answering to the social necessity of the community, saving public money
6. Indicate any <u>main changes</u> in ownership over the lifetime of the entity.	Gruppo78 was born as an Association of 10 people (of which, 6 with handicaps), and has grown into a cooperative society of more than 60 members.
<b>E. Governance</b>	
1. Describe the governance structure of the entity (board, management, committees, etc.), number of members and method of selection (appointed or elected and by whom).	Governance bodies are: Members Assembly; board members and supervisory committee. The 11 Board members are elected by the members' General Assembly by relative majority (or eventually by unanimous decision).
2. Is there an entity or process for oversight of the board?	Auditing functions are carried out by external auditors from the Auditing and Supervisory Department of the Trentino Federation of Cooperation. Members have access to all the admin documentation and minutes
3. Are there external independent board members?	Yes, external board members could be appointed, but the majority of the board must be composed by members.
4. Are there term limits for board members?	There must be at least 3 members (a president, a vice-president and one board member), up to a maximum of 9 board members (plus president and vice-president). Board members are in charge for 3 years and could be re-elected
5. What is the gender composition of the board?	The board is composed by 6 women and 5 men: 9 members, plus a president (a woman) and a vice-president (man).

6. Describe management and board salary/ compensation policies and how they are decided/determined?	Gruppo78 is based on a mutualistic goal without private speculation purposes. The board members have to respect a principle of equal treatment towards members. They are paid on the basis of attendance fee determined by the General members' assembly. The amount is between 0€ - 200€ per each participation in the meeting. The board decides the extra compensation for the board member with specific tasks. The cooperative managers' salaries are calculated in accordance with the national contract foreseen by the relevant category within the national contract plus further amount agreed by the board members.
<b>F. Profit/ benefits/ surplus distribution policies</b>	
1. Describe briefly the distribution policies and procedures for profits / benefits / surplus	The general members' meeting can deliberate to assign a rebate to the working members, by mean of an increase in the salary or by a free of charge increase in the nominal value of their equity.
2. Are members/owners liable for losses of entity? Describe how liability is shared.	Members are liable for losses with their capital stock. Condition are foreseen in the coop statute and Civile Code.
<b>G. Strategy: highlight approaches adopted to address the identified challenges</b>	
1. Describe briefly the business strategy looking at aspects like: main products/services, market niche, market share, quality and pricing/costs and <u>main changes</u> occurred in time.	The Teseo project has a small production of biologic food: cabbages, tomato sauces, syrups, preserves and jams. Those products are usually sold at fair-trade fairs and local markets, not in supermarkets, so that the niche is very narrow and localized. Handcraft from the Talea project also have a very narrow market niche, the production being usually on-demand. Both production (food and handcrafts) is usually required in Christmas time for presents.
2. Describe briefly the relation between the business strategy and the social mission of the enterprise.	Gruppo78' social mission is to pursue human promotion and social integration of all citizens, mainly of those socially disadvantaged with mental health problems. The main goal of the cooperative is to create conditions for inclusion and emancipation for these people. In order to do so, its services and products are carried out by psychic-mentally disturbed people. In particular, Teseo project is about biologic farming and production, while Talea project does mainly paper works (boxes, cards, etc), printing and manual assembly works for third parties.
3. Please describe briefly the strategic partners or alliances that the enterprise has.	Gruppo78 is member of consortium CON.SOLIDA and of Trentino Federation of Cooperatives. It works in close coordination with the local administration' sanitary system.
4. Please describe briefly the methods and practices of communication/relationships with Stakeholders (members, community, donors, NGOs, etc.).	Gruppo78 has its own website, where people can interact in the 'comments' section. In order to promote its food products and handcrafts, there are special sections on the website with pictures, and a YouTube channel with some examples of projects and laboratories.

5. Innovation and key performance factors	By taking care of disadvantage people the coop contributes to reduce the public expenditure.
6. Human resources - personnel	65 members: 31 workers;
- No. of employees	27 volunteers;
- No. of volunteers	5 users;
- No. of members	1 financing and 1 legal entity
6.1. For Work Integration social enterprise - vulnerable employees if the case (i.e.), work integration plan/programmed used and management structure	The working training center 'Talea' has the goal to make people with mental health problems acquire competences and skills that can be effectively employed in the real job market, and to become able to work autonomously. Each person has an individualized program, a tutor, and can experiment his/her skills in 3 different manual sectors, that are: production line work, paper works and printing.
<b>H. Outcomes: results achieved and lessons learned</b>	
- Assets (raw numbers)	2.952.627€
- Capital (raw numbers)	1.050.902€
- Production	2.061.068€
- Turnover /sales	1.818.743€
- Profit/loss	6.185€
<b>Contact info</b>	
Address	Via Roma, 29/C – 38060 volano (TN)
Webpage	<a href="http://www.gruppo78.org">www.gruppo78.org</a>

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