

## Description of the social enterprise – information sheet

### Consorzio Elettrico Industriale di Stenico s.c.



<b>A. Identification data</b>	
1. Name of the enterprise	Consorzio Elettrico Industriale di Stenico s.c.
2. Location/Address of the enterprise	Via G.Marconi 6 – 38077 Ponte Arche (TN)
3. Website of the enterprise	<a href="http://www.ceis-stenico.it">www.ceis-stenico.it</a>
4. Legal organisational form	Cooperative enterprise, service sector
<b>B. Good practice of the social enterprise</b>	
Aspects that recommend the social enterprise as a good practice in the particular sector.	The Consorzio Elettrico di Stenico (CEIS) is a cooperative made up of users established to guarantee advantageous costs for the provision of renewable energy.
<b>C. Context:</b>	
1. Year of Founding	1905
2. Context of start-up – problem that the enterprise was set up to solve, economic social rationale	CEIS is a cooperative enterprise that was founded 14th May 1905 with the aim of contributing, with the production and distribution of electricity for the population residing in the surrounding area. They were mainly families from the poorest rural areas in the Province of Trento, where the first credit and consumer cooperatives were set up in the late 1800's.
3. What are the Main Activities of the entity?	The company mission is to produce and distribute sufficient electricity for the needs of the local community. Differently to other companies, (also cooperatives that haven't opted for a diversification of activities carried out), CEIS has decided to concentrate on its production and distribution of renewable electricity, especially hydroelectric and photovoltaic, with their own plants and distribution networks. The objective of CEIS is to be self-sufficient in energy.
4. Who are the Main stakeholders (i.e. members, clients, producers, etc.)?	The families who are members and resident in the surrounding territory. Currently the membership is made up of circa 3,500 members who represent about 80% of the resident families.
5. Geographic coverage with respect to: i) to production of services and/or goods and ii) market/consumers or beneficiaries, clients, etc.	Territory of the Municipality of the Giudicarie Esteriori in the Province of Trento: Stenico, San Lorenzo Dorsino, Comano Terme ( including Bleggio Inferiore e Lomaso), Bleggio Superiore and Fiavè. The area served is 248.57 km2 with a total of about 8,400 inhabitants.

<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 (natural and legal subjects) own the cooperative.
2. If membership, is membership open or closed? Is exclusivity required?	Open to an unlimited number of members, as stated by ICA principles.
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 from € 25 to 200.
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.	Reduced costs for energy.
6. Indicate any <u>main changes</u> in ownership over the lifetime of the entity.	CEIS currently has more than 3000 members. In the past, membership was only given to heads of families. Today it has been extended to all family 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; management board; executive board. Board members are elected by the members' general assembly by relative majority. The Board is made up of delegates elected by members in previous meetings, which are important to guarantee the majority of members a say in the company decisions. The board has 13 members (President, vice-president and 11 members).
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 Trentino Federation of Cooperation. Members have access of all the admin documentations and minutes.
3. Are there external independent board members?	No.

4. Are there term limits for board members?	The term limit for the President lasts 3 years and terminates on the date of the AGM for the approval of the Balance Sheet in the last year of commitment. There is no limit for the number of mandates for the President. The other members of the Executive Board, in the first and second year of their mandate, three are changed, while in the third year only two. This is applied for every mandate. Those that are chosen to leave the board by drawing in two turns are then chosen on the basis of their seniority. Those that leave can be re-elected.
5. What is the gender composition of the board?	Out of 13 members of the board, there are 2 women.
6. Describe management and board salary/ compensation policies and how they are decided/determined?	The board members have to respect a principle of equal treatment towards members. They are paid on the basis of an attendance fee determined by the General members' assembly. The amount is between 0€ - 200€ for each participation in the meeting. The board decides an extra earning for the board members with specific tasks. The cooperative managers' salaries are calculated in accordance with the national contract foreseen by the relevant category plus a 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' assembly can deliberate to assign "refund" to the members, on the basis of their energy consumption.
2. Are members/owners liable for losses of entity? Describe how liability is shared.	Members are liable for losses only with their capital stock. Conditions are foreseen in the coop statute and Civil 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.	CEIS currently produces both from hydraulic fonts and running water, and photovoltaic fonts.  Hydro-electric production is approximately 18,000,000 kw, and the power installed is about 4,685 kw. Their distribution network covers about 62 Km di rete in MT (20kV) and about 140 Km in BT (400/230 V).
2. Describe briefly the relation between the business strategy and the social mission of the enterprise.	Photovoltaic is considered both an integrative model and a cultural consideration: representing the democratic idea of producing the energy we really need. Two production lines have been created for this reason: centralized and widespread photovoltaic. CEIS has given itself two ambitious objectives, in the moment it concerns the precious day-time supply of energy: to obtain one million kw of centralized photovoltaic energy and a million from the territory. Currently, plants have been built for more than 700 kw in all the territory. It is one of the greatest photovoltaic areas in Italy.

3. Please describe briefly the strategic partners or alliances that the enterprise has.	CEIS has recently started research in collaboration with their partners of the European project CIVIS ( <a href="http://www.civisproject.eu">www.civisproject.eu</a> ) to plan innovative micro plants to co-generate energy from different renewable fonts.
4. Please describe briefly the methods and practices of communication/relationships with Stakeholders (members, community, donors, NGOs, etc.),	CEIS has a multimedia and social network to constantly keep in touch with their members and community; draws up a detailed social fund balance sheet; organizes numerous events and initiatives to encourage participation; alongside annual assemblies foreseen by the social statute.
5. Innovation and key performance factors	Renewable energy investments.
6. Human resources - personnel	
- No. of employees	80 employees
- No. of volunteers	
- No. of members	3500 members
<b>H. Outcomes: results achieved and lessons learned</b>	
- Assets (raw numbers)	19.708.700€
- Capital (raw numbers)	68.233€
- Production	5.472.803€
- Turnover /sales	3.842.376€
- Profit/loss	1.099.025€
<b>Contact info</b>	
Address	CONSORZIO ELETTRICO INDUSTRIALE DI STENICO s.c.
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Contact person	<a href="http://www.ceis-stenico.it">www.ceis-stenico.it</a>