



Report on best practices





Funded by the
Erasmus+ Programme
of the European Union

The European Commission's support for the production of this publication does not constitute an endorsement of the contents, which reflect the views only of the authors, and the Commission cannot be held responsible for any use which may be made of the information contained therein.

General Information	3
What Is User-Se?	4
The Working Methods:	5
Participants	5
Best Practices in Italy	7
The Associazione Insieme Onlus	7
Assurd.....	8
Best Practices in Belgium	10
La Maison Du Peuple D'europe (Mpevh) - "Joan Delaney"	10
Rreuse	11
Ashoka	13
Tournevie	15
Best Practices in France	16
Artisans Du Monde	16
Frip'& Cheap Of The Espace Vêtements Du Coeur	17
Les Curieux.....	18
Label "Lyon, Ville Équitable Et Durable"	19
Best Practices in Greece.....	22
Ossa.....	22
Genisea.....	23
Iliachtida.....	23
'Mygdonia	24
Recycle-At-The-Source	24
'Alfios Rodi Sa',.....	24
Best Practices in Spain.....	25
Impulsem Sccl	25
Coopolis, Ateneu Cooperatiu De Barcelona.....	29
Best Practices in Germany	32
Bbk Sculpture Workshop	32
(R)Evolutionäre Ideen.....	33
Soulbottles	34
https://www.soulbottles.de/en/soulincubator	35
Himmelbeet.....	35
Haus Der Materialisierung / Kunststoffe	36

General Information

Erasmus+:	KA2 Exchange of Good Practices.
Field KA2:	Strategic Partnerships for vocational education and training (VET)
Topic:	Social Entrepreneurship
Coordinator:	ITALY, IREFORR Istituto Regionale per la Formazione e la Ricerca
Partners:	SPAIN: Trànsit Projectes GREECE: 4obs Consulting GERMANY: CRN - Comparative Research Network Ev BELGIUM: BXL Europe FRANCE: Centre Ressources Arobase
Duration:	From 08-10-2018 to 07-10-2021
Training Activities:	6 Learning/Teaching/Training activities (LTTA) 3 Transnational Meetings (TM)
Participants:	18 participants (3 for each partner)
Target:	Business Staff, social entrepreneurs, professional training institutions, VET institutions, trainers, tutors.

WHAT IS USER-SE?

"United Services for Social Enterprises" (USER-SE) was a project, created through a strategic partnership between six countries: Italy, Spain, Belgium, Germany, France and Greece. The project wanted to address the main issues that limit the development of the social enterprise's (SE) sector, such as the poor understanding of the role of this type of companies in society, the lack of visibility, the need for business development and support services such as tutoring and training programs, investment support, etc. The survival and growth of SE are influenced by internal factors such as the lack of feasible business models, high dependence on the public sector as a source of income, lack of commercial acumen, entrepreneurial spirit and skills, managerial and professional skills necessary for strengthening the activity.

USER-SE intends to strengthen training, the exchange of good practices and experiences in social entrepreneurship, increasing skills among partner organizations, spreading and enhancing the social approach in local communities, increasing the recognition and visibility of social enterprises, but also in a broader way, creating supporting tools such as the "One-stop service for Social Enterprise" that in a virtual scenario with different actors and organizations connected to the sector, will increase the entrepreneurial culture, stimulating the social approach and, in the training field, growing the knowledge on the subject.

Objectives of the project are:

- Promote the exchange of knowledge, experience and good practices in the entrepreneurial field.
- Improve skills and abilities in social entrepreneurship
- Increase the sense of initiative and entrepreneurship
- Create a virtual tool for orientation, support and advice on social enterprise
- Strengthen linguistic, digital and intercultural skills
- Promote strategic cooperation at the international level

USER-SE involves staff members of the partnership formed by trainers, tutors, educators, training and education professionals for a total of 18 participants, three for each partner institution. The project through 6 training activities on the social enterprise and 3 transnational meetings will produce as main results the online “One-stop service for Social Enterprise online” and a “Report on best practices”.

The working methods:

A clear and participatory methodology will be applied to the project. The project will benefit from a participatory methodology and design thinking approach, consistent with the exchange of experiences and peer learning.

After the completion of all the scheduled trainings, the participants with the support of each partner in each country and with the coordinator's guide will collaborate in the development of the final results of the project:

- 1) [One-stop shop for the online Social Enterprise](#);
- 2) Report on best practices. In the various trainings, there will be an opportunity to learn among peers, exchange points of view, methodologies and knowledge, find common agreements and conclusions.

We will carry out an evaluation of the results achieved and those foreseen for the next training session.

PARTICIPANTS

The project will involve 18 participants, three for each partner institution from Italy, Spain, Belgium, Greece, Germany, France.

The project aims to involve the staff of the members of the partnership formed by: trainers, tutors, educators, training and education professionals. Each member partner will indicate the most appropriate personnel to achieve the project objectives.

Linguistic skills that should be adequate and functional for effective participation in the project will be considered important. Candidates must have these skills or be available to acquire or improve them by attending training courses in attendance or online.

The participants who will be part of the project, especially in the preparatory phase, will have to:

- improve their knowledge of social entrepreneurship and training methods;
- improve the understanding of the interrelationship between social enterprise and the labour market;
- improve their language skills (English and technical language of the host country);

The team selected for the project will participate as a main actor in the learning activities, contributing with their expertise to the exchange of experiences and methodologies, comparing techniques and participating in the preparation of the project results.

Participants will be actively involved in every phase of the project and this is why their commitment to all project activities is important.

Country	Partner Organization	Participants
Italy	<i>IREFORR Istituto Regionale per la Formazione e la Ricerca</i>	3
Spain	<i>Trànsit Projectes</i>	3
Greece	<i>4obs Consulting</i>	3
France	<i>CENTRE RESSOURCES AROBASE</i>	3
Germany	<i>CRN - COMPARATIVE RESEARCH NETWORK EV</i>	3
Belgium	<i>BXL Europe</i>	3
TOTALE		18

BEST PRACTICES IN ITALY

THE ASSOCIAZIONE INSIEME ONLUS



The Insieme Onlus Association is a non-profit organization made up of a group of social workers, educators, psychologists and psychotherapists, sociologists, psychiatrists, volunteers and animators.

The group, coming from different educational and life paths, rooted in this

territory and working as a team, shares and converges its knowledge in the associative mission.

The Association is an active and proactive subject in the social and political life of his community. It is part of the National Community of Reception Coordination (CNCA). Insieme Onlus believes in solidarity, respect and dignity of the person; in giving value to differences. For the association the social is an investment and not a cost. Fight against prejudice; they believe in the ability to innovate their services, with constant attention and listening to changes in the various forms of discomfort that the territory produces, through networking with other local associations and with the services of the public sector. They believe in the capacity of build a social and supportive city, to cure discomfort through diversified and complex approaches, activating care pathways of ease, having as a premise that only a collective mind can approach complex problems, with the centrality of the person and his / her history, beyond its own problem.

The Association has created “Potenza Città Sociale” an Integrated Multifunctional Center, a community for male and female with pathology addictions, a house of rights, a social farm,

a social educational center for the disabled, a sports center, social psychotherapy, a musical group, a newspaper "Via del sociale" and much more, all tools to stimulate the desire of the other, to ensure that life falls in love with life and not self-destruction.

ASSURD



In Potenza, a small town of southern Italy, since 2013 the Social Cooperative "Ricco Dentro" is working for the reduction of inequalities related to disabled people. Ricco Dentro was born from the ten-year experience gained by two operators (Dino and Michele) in the projects carried out by "AIPD - Italian Down People Association". It is composed of 4 members who later decided to start a restaurant, also providing employment for people with Down syndrome. It was called "Assurd" and it is now a risto-pub where a person with Down syndrome has been permanently hired, while three alternates in the risto-pub management.

The idea of the social business arises precisely from the experience gained within the AIPD that deals with generating autonomy paths for Down people, providing them with the tools for an independent life, trying to simplify and thus make the surrounding environment accessible.

At the beginning the cooperative clashed with the red tape and bureaucratic complications that represented the real limit to the opening of the pub (hence the phrase "But that's absurd!" - "assurd" in local language). Fortunately, a mechanism of "horizontal solidarity" was set in motion, so that, thanks to the voluntary collaboration of sectoral experts (food technologists, specialized consultants, safety engineers, cooks, bricklayers, etc.), it was possible to overcome obstacles placed by the bureaucracy. So, they reached the opening of the premises in a really short time and without any support of public funds. Furthermore, the cooperative decided to assign the name "aSsUrD" to the restaurant, highlighting the key-

word “SUD” (South of Italy). That was because they decided to maintain a strong link with the south, especially with the local territory.

So, the products offered to the customers have been carefully selected and they are almost exclusively local.

The risto-pub has therefore combined criteria of economic, agri-food and social sustainability.

The management method has focused a lot on slow food and not on take away, with the aim of supporting the Down employees during the meals production and distribution process. Small adjustments have also been realized up to facilitate the table service for them (such as the order that is not taken by them because it would slow down the times, or the ergonomically shaped cup holders).

BEST PRACTICES IN BELGIUM

LA MAISON DU PEUPLE D'EUROPE (MPEVH) - “Joan DELANEY”



Since 2014, the Maison du Peuple d'Europe (MPEVH) has been working on implementing tools for participatory democracy and supporting citizens and associations of citizens active in Belgium who wish to be involved in European issues. This project was carried out through the

establishment of lifelong "citizen defense" training. It is about transforming voters into active citizens, collectively learning to master the tools of participatory democracy and putting pressure to put pressure on the level of representative democracy. The aim is to improve the well-being and quality of life of all citizens residing in Belgium and to develop a social and democratic vision of European society.

Within the association and trade union network, our objectives are to stimulate integration through active participation in society. The MPEVH participates: 1) in promoting the deconstruction of the image of migrants in the local population through meetings. 2) Dialogue between public authorities and citizen and migrant organizations in order to solve the socio-economic problems of these people, and in particular of people of extreme precariousness, such as undocumented people. To this end, the MPEVH works, for example, in the definition of decent housing agreements, with precarious contracts.

RREUSE



RREUSE is an international network representing social enterprises active in the circular economy, that generate invaluable social, economic and environmental impacts for their communities. Specialising in the field of re-use, repair and

recycling, they provide local and inclusive employment as well as a strong sense of belonging for the most vulnerable in our societies.

Since 2001, RREUSE supports and champions the development of social enterprise in the circular economy through innovative policies, partnerships and best practices.

RREUSE members generate invaluable social, economic and environmental impacts for their communities. Specialising in re-use, repair and recycling, they provide local and inclusive employment as well as a strong sense of belonging for the most vulnerable in our societies.

RREUSE exists to support the development of social enterprise in the circular economy through innovative policies and partnerships and exchange of best practices.

Approximately 105,000 employees, trainees and volunteers are engaged in the activities of its 28 members across 30 European countries and the USA.

Our members employ people at risk of socio-economic exclusion and help bring them back into the labour market. In addition, they bring products back to the market at affordable prices providing essential household items to low income groups. Working with 22 different material streams, their sector of activity is wide-ranging from textiles, furniture and electronics to food distribution and composting.

The main activities:

- Advocacy at local, regional and national levels and sharing of best circular practices
- Awareness raising campaigns, local and international projects and business support
- Collection, sorting and redistribution of used textiles and clothing
- Collection, repair and re-use of electronics, furniture and bulky items
- Re-use of other household items such as bric-a-brac, books, toys and paint
- Operating second-hand retail outlets
- Collection and recycling of paper, cardboard, wood, plastics and metals
- Home, community and cooperative composting
- Food distribution services and management of food banks

TOPICS.

- **Circular Economy**
 - Re-use, repair, recycle, refurbish, repurpose, ...
- **Social Inclusion**
 - Leaving no-one behind
- **Innovation**
 - Inspiring new connections and triggering new ideas
- **Resilience**
 - Adapting to crises and withstanding adversity
- **Cooperation**
 - Developing and maintaining strong partnerships

<https://www.rreuse.org/>

ASHOKA



Ashoka has pioneered the field of social entrepreneurship globally over the last 35 years through the search and selection of Ashoka Fellows (social entrepreneurs) in 92 countries. Amongst the Fellowship there are two Nobel Peace Prize winners; over 50% of Fellows have changed national policies and laws within 3 years of election; and over 90% have seen independent replication of their innovations. Since launching in Belgium in 2007, we have elected and supported 10 Fellows who have positively impacted the

lives of thousands of people.

In Belgium, these Fellows are active in the fields of Education, Health, Criminal Justice, Environment, Inclusion and Economic Development

TOPICS

- EDUCATION:
- HEALTH:
- CRIMINAL JUSTICE:
- ENVIRONMENT:
- INCLUSION:
- ECONOMIC DEVELOPMENT

Social Entrepreneurship

Ashoka has pioneered the field of social entrepreneurship, identifying and supporting the world's leading social entrepreneurs since 1980. Social entrepreneurs are individuals with innovative solutions to society's most pressing social, cultural, and environmental challenges.

Social entrepreneurs are ambitious and persistent — tackling major issues and offering new ideas for systems-level change. They model changemaking behaviour, and catalyse organizations and movements where everyone can be changemaker.

Ashoka Fellows are social entrepreneurs that directly impact the lives of millions of people across the globe. They provide examples, ideas, and insights that can serve as a roadmap in the new “everyone a changemaker” world.

By continuing to develop our expansive network of Fellows — providing financial, knowledge, and logistical support to more than 3,600 change leaders in 90+ countries — Ashoka works to share the wisdom of leading social entrepreneurs with a global audience. Ashoka social entrepreneurs serve as role models and provide the how-tos that enable individuals, organizations, and whole societies to flourish in a world of rapid change.

<https://www.ashoka.org/en/story/meet-our-belgian-social-entrepreneurs>

TOURNEVIE



Tournevie is a tool library in Sint-Jans-Molenbeek and Ixelles. For 40 euros a year, you can borrow quality tools for an unlimited period of time. Twenty volunteers man the loan service for more than 500 members. Members can work together in the workshop. Beginners can follow workshops to learn how to make their own furniture.

We offer high-quality equipment that is in constant use and in constant circulation, so that it becomes cheaper for everyone to use high-quality materials. Tournevie is an affordable and ecological alternative to more expensive rental or sales outlets for repair or home renovation. We are a non-profit initiative run almost entirely by a group dedicated volunteers. We're always on the lookout for new blood! Tournevie is an open common. The community itself manages the tools using a set of transparent rules. Anyone can join us. This is the vanguard of a 21st century economy: reducing waste, stimulating repair and creating an alternative to the throwaway society.

What does Tournevie offer you?

1. BORROW (LOTS OF) TOOLS
2. USE OUR WORKSHOP

Tournevie puts a woodworking and metalworking workshop including specialized machinery at your disposal. It can be used by appointment during the opening hours listed below.

3. FOLLOW TOOL TRAINING

Tournevie offers courses (how to use certain tools), as well as workshops (how to build or shape objects).

<https://www.tournevie.be/>

Facebook Page: <https://www.facebook.com/tournevie/>

BEST PRACTICES IN FRANCE

ARTISANS DU MONDE

Artisans du Monde is a national association that works with a federation, a purchasing center



(Solidar'monde) and a local association. Pioneers of fair trade in France since 1974. In fact, the history of Artisans du Monde in France is linked to Abbé Pierre who was at the origin of the first fair trade with a developing country after the partition of France. India, Bangladesh was created in 1971. The misery of the populations which spread in the media struck the public opinion. Abbé Pierre then proposed to the municipalities of France to support the Bangladeshis by helping them sell in France the

artisanal products they manufacture. 150 associations in France, 80 employees and more than 5,000 volunteers.

In Lyon, 3 associations each bring together between 35 and 50 members. The means of action of Artisans du Monde are based on 3 pillars: the sale of fair-trade products, education of the general public on fair trade issues and mobilization campaigns aimed at changing international policies related to world trade. This association acts

Concretely in favour of sustainable development and therefore it intervenes with schools.

But Artisans du Monde is largely based on voluntary work.

The impacts for producers in the south and citizens of the north:

- Fairer prices and regular income
- Access to a new market
- A new dignity for the most marginalized
- Access to a profession and better social integration for the most vulnerable
- Economic self-sufficiency and the possibility of supporting the minimum subsistence for oneself and one's family (food, school fees, health, etc.)
- The development of social links here and there
- The possibility of investing in production to improve it

- For citizens and young people; Artisans du Monde provides the keys to understanding the challenges of ecological transition, taking action and allowing transformations to be appropriate by as many people as possible, by contributing to the movement of citizens and stakeholders in favour of the transition.

FRIP' & CHEAP OF THE ESPACE VÊTEMENTS DU COEUR



Since 2001, the association Espace Vêtements du Coeur has continued to fight against poverty and exclusion, assuming a real public service mission around the circular economy. The action of the association is deployed on several axes:

- Social thrift stores (3 saleswomen), where donations in good condition from individuals, the Relais are offered, the collection of textiles, not salable in stores, intended for recycling, and objects resulting from donations.
- A social center led by the administrative manager. It is a place of listening, support, discussion and action in favour of people in great precariousness
- Organization of 2 solidarity flea markets where the Relais Cooperative runs a stand, sells linen at low prices and offers the proceeds of its sale to the association.

In fact, since 2011, the close partnership with the Relais created thirty years ago by Pierre Duponchel and leader in France for the collection and recovery of textile waste, has boosted the association: 8 permanent jobs. The number of people welcomed into the thrift store has doubled. This work of collection, sorting and animation is carried out with about sixty volunteers. 4000 people welcomed in the thrift store, 900 accompanied in their efforts by a public writer.

Regarding collection, it amounted to around 40 tonnes of linen. It was resold in the two stores, or redirected to the Relais, which is responsible for recycling it into ecological thermal and sound insulation intended for the building and automotive sectors.

Example of a project initially supported by very precarious audiences; which, thanks to the support of the community and the alliance with an emblematic Scoop of the sector, was able to find its economic model. (Sector structuring)

LES CURIEUX



Les Curieux is a boutique dedicated to an eco-responsible lifestyle, where customers are taken care of from head to toe. An ambitious and unparalleled project in Lyon: a 310m2 center dedicated to eco-responsible creation in the heart of the

peninsula.

A place supported at its creation in 2015 by the city of Lyon, Greater Lyon and the regional council co-fired by Cigales clubs.

Its global concept in 5 axes:

- 1) A ready-to-wear store for men - women - children
- 2) A mixed hairdresser / barber
- 3) A wellness area
- 4) A tea room
- 5) Creative workshops

Its status:

Cooperative initiated in 2015 by Origen and Kulteco, two local ethical fashion players who have come together thanks to the LVED label.

These values:

Les Curieux favours products from organic farming, because the organic label is a guarantee of traceability and reliability for the consumer. They also want to support young farmers in their efforts to set up and convert to organic farming.

They see themselves as a solidary entrepreneurial company because they want to act ethically and responsibly by working in collaboration and co-construction with the various organic and local players. They wish to transmit the passion for the work of the farmers / producers to their customers. The ambition of Les Curieux is to contribute to the development of quality food accessible to as many people as possible in a historic building

shared with other SSE stakeholders in contact with neighborhood residents, and working as a team with the same vision of a collective project.

Team engagement rejects clichés and does not come at the expense of style. Suppliers are chosen according to the materials they offer, whether they come from organic farming (cotton), recycling (inner tube, recycled fibers, etc.) or the transformation of natural materials (cellulose fiber.) but also taking into account fashion trends, tastes and desires of the team. Creators can collaborate with Cureux; temporary exhibitions, openings of exhibitions, fashion show, display case rental, destocking operation, private sale of parcel relay for ethical brands ... Occasionally or annually, rental of equipped rooms: meeting, co-working, workshops and creation ...

It is possible to organize a creative workshop for a group formed.

LABEL "LYON, VILLE ÉQUITABLE ET DURABLE"



"Lyon, Fair and Sustainable City" is a local label unique in France created by the City of Lyon, which brings together more than 200 proactive structures from a wide variety of backgrounds. Labelled people act on a daily basis for sustainable development and share the same values: social innovation, environmental awareness, societal commitment and the desire to progress together. Awarded on the basis of a

demanding benchmark, the label is a reliable and qualitative benchmark for Lyonnais who wish to consume responsibly. The label is also a network of actors led by the City, which allows them to meet, discuss and create new projects together.

The "Lyon, Fair and Sustainable City" labelled work for the sustainable development of our territory, by placing people and the environment at the heart of their activities and their approach.

Whether they are traders, artisans, entrepreneurs, associations, they offer citizens, consumers but also the professional public:

- eco-responsible products that meet many daily needs,
- services with low environmental impact and high social utility,
- cultural and leisure offers,
- training, awareness-raising or civic engagement activities, 8
- exemplary intellectual services in terms of sustainable development (architects, consulting firms, etc.).

Catering, food, fashion, cosmetics, transport, crafts, energy, tourism, personal services, finances, places, events ... more than 200 structures have already been labelled by the City of Lyon in more than 20 sectors of activity different!

The labelled structures are all located in Lyon and in the Metropolis.

Obtaining the "Lyon, Fair and Sustainable City" label is a proactive and demanding process.

CANDIDATES MUST DEMONSTRATE AN EXEMPLARY COMMITMENT TO SUSTAINABLE DEVELOPMENT AND MEET THE 5 CRITERIA OF OUR STANDARD:

- Environmental management: adopt management and management aimed at preserving resources and controlling energy.
- Social management: enhance the human capital of the organization, adopt a democratic and transparent operation, manage the organization in an ethical and fair manner, involve stakeholders and work in synergy.
- Responsible purchasing and consumption: favour products and services with high social and environmental value, limit consumption.
- Citizen engagement: promote Sustainable Development and the Social and Solidary Economy, support and participate in local solidarity initiatives, make its products and services accessible to as many people as possible.
- Innovation: innovate taking into account the social and environmental impact.

Each file is examined by the "Social and Solidary Economy" mission of the City of Lyon. Candidates' practices are assessed on the basis of the "Lyon, Fair and Sustainable City" questionnaire. Supporting documents are also requested to attest to the answers given. A

Labelling Committee, made up of external structures and representatives of the City of Lyon, then receives the candidates to better assess the value of their commitment.

At the end of their label (3 years), the labelled structures are invited to renew their application and submit a new application.

GIVE VISIBILITY TO ITS STRUCTURE BY ENHANCING ITS COMMITMENT:

The label allows consumers to identify the labelled structures and have a benchmark for responsible consumption. The LVED label is thus a free means open to all, to promote the commitment of a structure, its added value for the region and its innovations among the people of Lyon. Many tools are used to inform consumers:

- a "signage kit" to make its commitment to its structure visible,
- a page dedicated to the label on www.lyon.fr with in particular an interactive map of the labelled,
- a guide to the labelled people available in different structures (labelled town halls, tourist office, cultural places, etc.) and also on the City's website,
- a presence on social networks,
- communication actions for the general public using all the means available to the City,
- a presence at events related to responsible consumption and Sustainable Development (Salon Primevère, Sustainable Development Week, etc.).

Many other actions could be deployed in the years to come in consultation with the labelled.

CREATE A DYNAMIC OF PROGRESS:

The level of commitment to Sustainable Development allows access to several "maturity levels", materialized by one, two or three sheets on the label.

The analysis issued by the Labelling Committee thus enables the labelled structure to identify its strengths and help it define its areas for progress.

BENEFIT FROM A NETWORK:

Joining the "Lyon, Fair and Sustainable City" label naturally provides access to a network of players who are committed to a

Sustainable development. It is the opportunity to compare experiences and backgrounds, to exchange information, to give birth to new projects and to maintain a spirit of solidarity.

BEST PRACTICES IN GREECE

OSSA



The Social Enterprise "**OSSA**" was born in Megalovryso (on Mt.Ossa), Agia in 2016.

Its purpose is:

- To produce art objects such as ceramics, musical instruments, wooden creations, mosaics etc.

- Organizes activities, educational programs and events on the arts, the environment, local products, etc. with a vision of their dissemination and promotion mostly in cooperation with the local authorities.

- Expressing opposition to the rule that the province wants a place without choice (economic, cultural, etc.). OSSA's founders envision and plan a new way of decentralization, dignity, humanity, solidarity and human contact with nature.



Batraci Guitars team chooses and use wood from the forests of Mt. Ossa with the exception of specially imported wood types when needed. With the permission from the local forest authority, they cut down the trees and leave them to dry naturally. They use the wood from Blackberry, Alder, Maple and Olive trees but above all

from thunder-stricken Chestnut trees.

The idea which originated Batraci guitars is the development on the sound of the electric guitar combining in one instrument the sound of a solid body and a semi hollow guitar. The Batraci team managed this without digital media and only by analogical way using self-crafted variable sound box. They use empty space alongside the upper side of the guitar, in which a matching piece of wood with a handle can move in and out by a mechanical way. In the closed position the guitar acts like a 100% solid body guitar and its tone is fat, round, compressed and snappy with a notably clear sound where you can easily hear the note separation even when playing loud and hard. Batraci Guitars team participates in exhibitions along Europe and their clients are mostly from abroad.

Contact

697 841 3146

Facebook @ossakoinsep

ossakoinsep@yahoo.com

Some examples of good practices of Greek social enterprises are presented below.

The Social Cooperative Enterprise ‘**GENISEA**’, which started its action as a Women’s Association for the purpose of networking, mutual aid, information and the revival of old customs and cultures. It is active in the cultivation and juicing of sugar cane and in the production of pezyme [petmez] from the juice. The company has participated in exhibitions where the managers located the sugar cane’s potential for exports from the interest shown by foreign exhibitors (Iran) (Fotiadi Ioanna, 2016,

<http://www.kathimerini.gr/845043> , 09.01.2016



‘**ILIACHTIDA**’ (*Sunlight*) is a social body, a non-profit civil society, created from the needs of the local community of Mytilene in 1999. Its aim is to put an end to the exclusion of people with disabilities and vulnerable groups through

employment. People with disabilities who are currently working in ‘Iliachtida’ mainly produce invitations, gifts, cards, handmade jewellery, soap, etc. [http://www.iliaktida-](http://www.iliaktida-amea.gr)

[amea.gr](http://www.iliaktida-amea.gr)

‘MYGDONIA’ is a social non-profit women’s cooperative enterprise of a collective and productive purpose, aiming at the pursuit of collective gain, contributing to local economic growth through job creation, education and acceleration of rural growth, the exploitation of Greek native aromatic and medicinal plants, local indigenous species and the development of complex agro-tourism *actions*

https://www.youtube.com/watch?v=Dd655QXGTGo&ab_channel=LifeEvents



The Social Cooperative Society **‘RECYCLE-AT-THE-SOURCE’** is not only an ecological collective, but also a social cooperative venture that started in the city of Patras in November 2013. The objective of the Social Cooperative Society is ecological and social management of all recyclable materials, as well as re-use, in the eastern Patras region. At the Social Cooperative Business, 170 citizens hold cooperative shares

<https://recycleatsource.gr>

‘ALFIOS RODI SA’,



a social multi-stakeholder enterprise with 126 shareholders, cultivates pomegranate trees, marketing and processing

their fruit, and develops its interests focusing on the broader area of the valley of the Alfeios, the Ladon and the Eurymanthus Rivers. The company cultivates 60,000 pomegranate trees of the wonderful variety in an area of 2,000 acres, cared for by their owners themselves and supported with cultivation, development, management and marketing services by a consultancy firm. Their products are available on supermarket shelves and stores in Athens, Thessaloniki and the wider region of the Peloponnese, while they are also exported to Germany, Poland, Romania, Italy and Belgium. It is the first Greek social enterprise to have a factory in full operation in Europe

<http://www.alfeiosrodi.gr/>

BEST PRACTICES IN SPAIN

IMPULSEM SCCL



Impulsem SCCL is a non-profit social initiative cooperative located in the Ciutat Vella District, in the Raval district of Barcelona, in an old 19th century factory of more than 1,600 m². Thanks to a multidisciplinary team, since the 90's it has been working to improve the quality of life of citizens, developing actions of an integrative nature in the fields of education, social, employment and lifelong learning.

Formed as a work cooperative in 2005, it is distinguished by its innovative vision in the social and economic development of the territory, holding all agents accountable and involving them in the search for new educational and occupational models.

They collaborate with the public administration (Generalitat de Catalunya, Barcelona City Council and the Ciutat Vella District, among others), developing educational, job promotion and training programs; and design strategies to meet the guidance, counselling, and selection needs of private enterprise personnel (self-employed, small businesses, and corporate groups).

They define their way of working in 5 keys:

- Detecting needs
- Capturing opportunities
- Acting with the community
- Weaving a social network
- Having a team of qualified professionals with a long history

They have four work areas

1. Economy and entrepreneurship
2. Educational success
3. Training
4. Job promotion

b. Main activities

As described before, the organization has 4 main work areas. Hereunder the activities developed in each area:

I. Economy and entrepreneurship:

- a. Advise and accompany entrepreneurs in the development and consolidation of their idea, supporting them with a personalized methodology and commonly used services.
- b. Promote lines of economic activity, taking advantage of the opportunities of the territory, to generate employment with a singular and innovative methodology.

Examples of concrete projects in this area are:

i. Joint cleaning service

It offers a process of professional training in cleaning and subsequent quality hiring to people



in the neighbourhood who are unemployed and have difficulty accessing a job.

The pooling of services promoted by IMPULSEM, AEI Raval and FEM Raval provides a close response to the problems of the neighbourhood such as the difficulties of commercial premises to find qualified service professionals or job insecurity suffered by the residents of the

Raval, especially in the cleaning sector.

ii. Occupancy bubbles

It develops the occupational niche of building rehabilitation through a socially responsible prism. Co-promoted with LA BOQUERIA Taller d'Arquitectura I Disseny (Architecture and Design Workshop) carries out the rehabilitation of homes for social use through the professional qualification of people with

special difficulties to enter the world of work. iii. Fusion of sugars Creation of a productive space where the different cultures that make up the Raval and its generations merge, people are trained in the creative

confectionery sector taking advantage of its knowledge, revaluing it and participating in a real production and sales project.

II. Educational success

Experiment with new educational models to bring about individual and collective success adapting to the needs and interests of the individual and creating new academic and professional opportunities through shared responsibility and the promotion of real work spaces.

Examples of concrete projects in this area are:

i. Apprentice school

It promotes the educational success of young people through professional workshops (carpentry, jewellery, screen printing, textiles or cooking) that encourage the acquisition of habits, attitudes and values and facilitate their adaptation and social, educational and work integration, in a real learning context.

ii. Training and Insertion Programs (PFI)

They offer an opportunity in the professional itineraries of young people to maintain their academic and work expectations, through experiential learning that facilitates the acquisition of basic skills to continue studying in the regulated education system or start working.

III. Training

Development of training programs to improve the professional profile, promoting employment through stays in companies.

Capture opportunities to learn in real contexts and thus detect the needs of the labour market.

Examples of concrete projects in this area are:

i. Training assembly and maintenance of electrical installations 930-hour professional certificate that includes 80 hours of internships in companies in the sector. This approved training allows you to apply for an electrical installer card basic category.

ii. Work transition program - specialties adapted to the demands of the sector Training aimed at migrants with or without a work permit that aims to provide professional resources and tools to regularize their situation and access the labour market.

IV. Job promotion

Construction of personalized socio-labor insertion itineraries based on active listening, support and responsibility in decision-making.

Collaboration with companies designing tailor-made strategies to cover their needs in the areas of guidance, advice and personnel selection.

Examples of concrete projects in this area are:

- Full employment

Comprehensive action where people over the age of 30 in a situation of long-term unemployment are cared for in individual tutoring and participate in group actions to improve their skills and get a quality and stable job. Over the months, they carry out professional training actions in the hospitality sector.

- SOC LAB

Innovative experience that raises the transformation of a discontinued and disused maritime container as a challenge to provide young people with professional skills in sectors of difficult generational change: painting, carpentry, plumbing and air conditioning, with a current, ecological and sustainable vision such as that of rehabilitation.

Social impact for the community (Data available on the website (www.impulsem.org) on September 2021)

With the economy and entrepreneurship programme:

1094 Advised persons

110 Companies created

20 Own economic initiatives

With the educational success programme:

4268 young people have participated in the education programmes

2033 young people accredit ESO (compulsory secondary education)

3122 young people continue to study

320 young people enter the workforce

With the training programme:

16424 hours of face-to-face training

1063 training beneficiaries

64 courses completed

20 professional profiles

With the job promotion programme:

2040 people have participated in our guidance and job placement programmes

1224 of the participants have found a job

367 get a job lasting a minimum of six months

Overall, an economically fairer and solidary territory, a more prepared population and a more equitable society in the neighbourhood of El Raval.

Contact information:

Address: carrer de les Tapies, 6 08001, Barcelona, Spain

e-mail: impulsem@impulsem.org

web: <http://www.impulsem.org/>

COOPOLIS, ATENEU COOPERATIU DE BARCELONA

BRIEF DESCRIPTION OF THE ORGANIZATION

With its premises located in Can Batlló, an interesting global project from the point of view



of social economy, Coòpolis is a device for the of the Social and Solidarity Economy (SSE) in the city of Barcelona.

Within the framework of the Network of Cooperative Athenaeums of Catalonia, it focuses primarily on the creation of new cooperatives as well as the generation of jobs in existing

cooperatives.

Combining the capabilities of the territory, public administrations and organizations of the social and solidarity economy of Barcelona, Coopolis wants to become a space of reference for people and organizations who want to train and receive support in the process of setting up new cooperative initiatives.

Located in the neighbourhood complex of Can Batlló, Coòpolis promotes an ecosystem of socio-economic and training activity, job creation and social impact. A laboratory for intercooperation and local economic strengthening.

A tool for building cooperative cities: the new territories of economic, social and solidarity cooperation.



The team that develops the activity of Coòpolis is made up of members of the different cooperatives that are part of the project, which are organized by areas:

- Cooperative support
- Training
- Educational activities
- Research and action
- Territories
- Communication

In addition, there are working groups that develop actions linked to strategic axes:

- Migrations and the cooperative economy
- Cooperative culture
- Feminist and care economies
- Cooperative Consumption.

MAIN ACTIVITIES

1. Counselling

Within this line of activities, Coòpolis develops concrete programmes, such as:

- Creation of cooperatives: Coòpolis is committed to the creation of cooperatives with a vocation for social transformation and to the networking of the social and solidarity economy. Coòpolis offers comprehensive support until the constitution of the cooperative, taking into account all the dimensions that characterize the social and solidarity economy. Coòpolis supports projects in their implementation and constitution as cooperatives, in those central aspects for their activity and provides tools and resources for their consolidation and growth. They also design itineraries for the transformation of associations and companies into cooperatives.
- Cooperative takeover: Coòpolis offers actions that will facilitate the process of taking over a business in the hands of a cooperative project that guarantees its continuity.

Cooperatives have proven to be a business form with a high capacity for resilience in times of crisis, regardless of their sector of activity. Cooperatives are companies that put people at the center of their activity. The possibility of giving continuity to the business through this

formula guarantees the preservation of the commercial and community network in the neighbourhoods.

2. Training

Coopolis has a regular offer of training in social economy and cooperativism for all audiences, both for those people who want to get closer to the social and solidarity economy, and for those people or groups who are thinking of setting up their own economic project. In addition to the activities in the Coòpolis space in Can Batlló, they also offer decentralized training in other community spaces and headquarters of Barcelona's social and solidarity economy.

3. Education

Resources and activities to make SSE closer to the young audiences, both in formal settings, as schools, or in non-formal settings.

They have a programme called "Leraning to cooperate", where they develop different aducational activities for secondary schools and non-formal educational spaces.

Besides, they have developed a new virtual and didactic tool (an Escape Room) allows schools to bring the SSE and cooperativism closer to the students, in a collaborative, fun, dynamic and enjoyable way. The game is designed with an alternative to face-to-face sessions in mind, it is a resource that facilitates distance interaction, encourages group work and presents an attraction for young people as it is a creative, innovative, current and playful proposal.

Coopolis also has a series of resources available related to SSE on their website (in catalan only): <https://www.bcn.coop/recursos/>

The Social impact for the community is that 67 cooperatives have been supported till 2021.

Contact information:

Address: Can Batlló: carrer Constitució 19-25 Bloc 8, Barcelona, Spain

e-mail: coopolis@bcn.coop

web: <https://www.bcn.coop/>

BEST PRACTICES IN GERMANY

BBK SCULPTURE WORKSHOP



The sculpture workshop in the listed former Arnheim safe factory in Wedding was expanded by the bbk berlin using funds from the Senate in 1985. It is utilised by around 500 artists annually. Comprising a total floor space of 3,600 sqm and a maximum hall height of 12 m, artists have ideal and diverse working opportunities here for projects in metal, stone, wood, ceramics as well as plaster and

moulding.

Up to 25 artists can work simultaneously in five workshop areas. Covering a length of 160 metres, the individual halls are connected by a gallery in which work can also be carried out.



The sculpture workshop is supported by the city that provides the space, the employees are paid by member fees of the artist association and to a certain degree by the fee that has to be paid to use the workshop. This setup

makes it possible to provide artists with affordable space, tools and expertise.

Within a guided tour we learned about the way the BBK (Berlin Artist Association) runs the workshop, gets its financing and how the BBK and its employees position themselves towards the question if it can be considered a social enterprise.

By that we already touched the main topic within the german context, that there is no legal definition of which enterprise is to be considered a social enterprise.

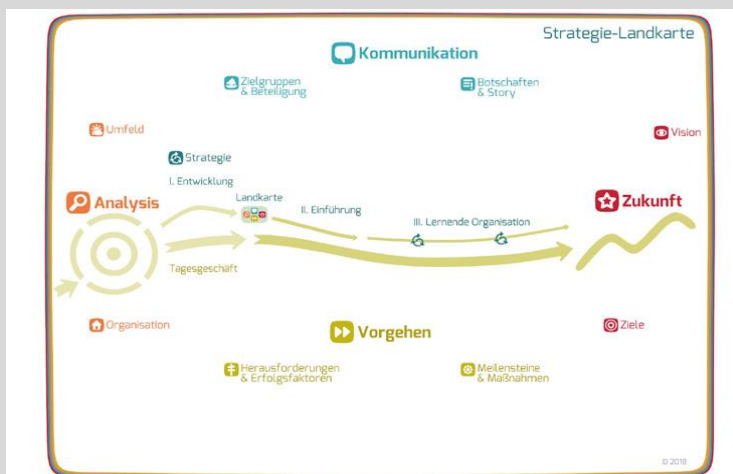
Bildhauerwerkstatt des bbk Berlin

Osloer Strasse 102, 13359 Berlin

<https://www.bbk-berlin.de/en>

<https://www.bbk-kulturwerk.de/en/sculpture-workshop>

(R)EVOLUTIONÄRE IDEEN



(r)evolutionäre Ideen is a Berlin-based consultancy offering strategy development, communication and facilitation services. They work with clients in the fields of politics, civil society and research.

Their approach incorporates traditional strategy consulting with participation and design. They have

designed a strategy map that allows to visualise, design and manage once projects. The map enables to foster a common strategic vision, participation and communication which create a lasting impression.

(r)evolutionäre Ideen defines its social entrepreneurship through the application of a



different price policy for ngo's and non profit entities.

Dominik Zahrnt from Revolutionäre Ideen gave a talk about his

work as a consultant within the social sector, about the structure of his own company and why he considers his company a social enterprise.

(r)evolutionäre Ideen

Schliemannstraße 6 c/o Das Deck

D-10437 Berlin

<https://revolutionaere-ideen.de/en>

SOULBOTTLES

A fair and sustainable product from which everyone involved benefits: the producers, clients, employees and the whole planet.

Soulbottles are 100% free of plastic, fair, vegan and produced carbon-neutrally – as local as possible.

soulproducts GmbH

Volkmarstr. 1-7

12099 Berlin, Deutschland



das förderprogramm für sozialunternehmen

von soulbottles

<https://www.soulbottles.de/en/soulincubator>

The soulincubator is a unique support programme for social enterprises. They help social entrepreneurs implement their solutions for a plastic-free planet. In doing so, they make an important contribution towards a circular economy.

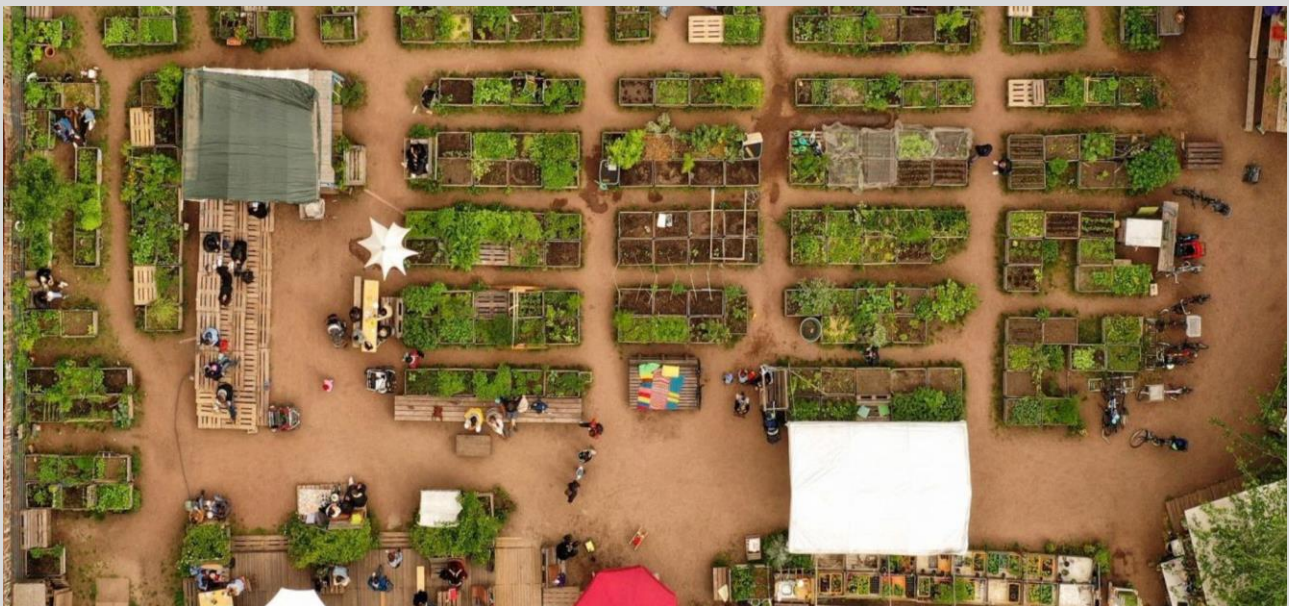
Day two began with a presentation by and discussion with a representative of Soulbottles a Berlin based social enterprise that also runs a program to support start ups to establish social enterprises.

<https://www.soulbottles.de/en/soulincubator>

HIMMELBEET

The himmelbeet is a community garden in Berlin Wedding.

Anyone and everyone is welcome to visit during the opening hours. Visitors to the garden should feel free to do what they like and to be who they are. Mutual respect and mindfulness toward each other are very important to them. Their goal is the good life for one and all. That means equal access, whether that means to education or to good-quality food. They want to create opportunities for people regardless of wealth or status. They



also claim and defend the right of every person living in this city to have a say in what the city looks like and what happens in it. They are connected to the smallholders' movement and demand seed sovereignty for all. The garden is run by many different people in a self-organised group. and works in collective structures. The himmelbeet is not for-profit.

himmelbeet gemeinnützige GmbH

Triftstr. 2

13353 Berlin

HAUS DER MATERIALISIERUNG / KUNSTSTOFFE



Situated centrally at Alexanderplatz, Haus der Materialisierung (HdM) is a hub for sustainable resource utilization. They develop material cycles for scrap and used materials, food, ideas, and objects and spread them from there. They provide the space and the possibility to share experiences through direct interaction with the neighborhood via wood, textile, metal, goldsmithing, upcycling and bicycle workshops, courses, rental- and repair-initiatives, social and educational work, urban gardening and exhibitions, and more.



HdM is a place to explore a sustainable and resource-efficient way of living, to tackle necessary social changes all together. Serving as a starting point for material research, for artistic processes, and for the search for a more

socially and ecologically just organization of society, they strive to bring together people

working in different ways towards a better future. Their purpose is to create an economy based on solidarity, ecology and democracy. They do not focus on money, capital or growth, but rather on people, nature and the protection of resources as the decisive factors for social action. The only sustainable economy is one that does not operate at the expense of others. For them, prosperity means intact ecosystems, social cohesion and real democracy.

Initiative Haus der Statistik

c/o ZUSAMMENKUNFT Berlin eG, Genossenschaft für Stadtentwicklung

Karl-Marx-Allee 1, 10178 Berlin <https://hausdermaterialisierung.org/en/uber-uns/>

<https://kunst-stoffe-berlin.de/en/>