

Österreichische Re-Use Konferenz 2019

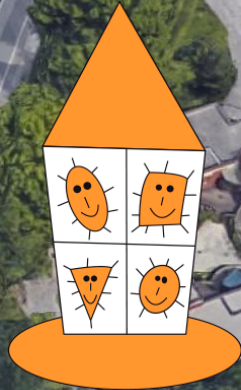
Re-Use fördern! Aber wie?

31st January 2019 | Graz



Cooperativa
sociale Insieme

insieme
cooperativa sociale



A horizontal timeline is overlaid on a photograph of a modern building. The timeline consists of a dashed orange line with five white circular nodes, each containing a year or number. Below each node is a white rectangular box with black text. The building in the background is light-colored with a dark brick section on the left. A logo on the building features a stylized house with a red roof and the text 'COOPERATIVA SOCIALE INSIEME' in blue and red. A parking sign with a blue 'P' and an arrow is visible near the entrance.

1979

establishment
year

70

members
employed

80

disadvantaged
people in
insertion
programs

30

local, national,
european
volunteers

2

missions:
environmental and
social through reuse,
preparing for reuse
and recycle



558

tons/year
goods/waste
treated
in our facilities
93% reused

13

municipal
waste collection
centers

4000

clearing
services/year
in 220.000
inhabitants

2

reuse and
preparing for reuse
centers

1

municipal
experimentation:
a Sustainability
Front Office



150

events

1000

students
met

7000

facebook
fans

24000

phone
calls



every

**commercial
strategy**

is a

cultural

and

political

strategy

Sustainability

50%
RECYCLE
ACTIVITIES

3 millions €
TURNOVER

50%
REUSE
ACTIVITIES
(through
Preparation for Reuse)

THREATS

Quality reduction
Quantity growth
Low-cost competition
Illicit competition

insieme
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Riciclare
Riusare

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Sustainability

The re-use chain income is not sufficient to cover the entire cost of the process.
We estimated a loss of 400 euros per ton collected

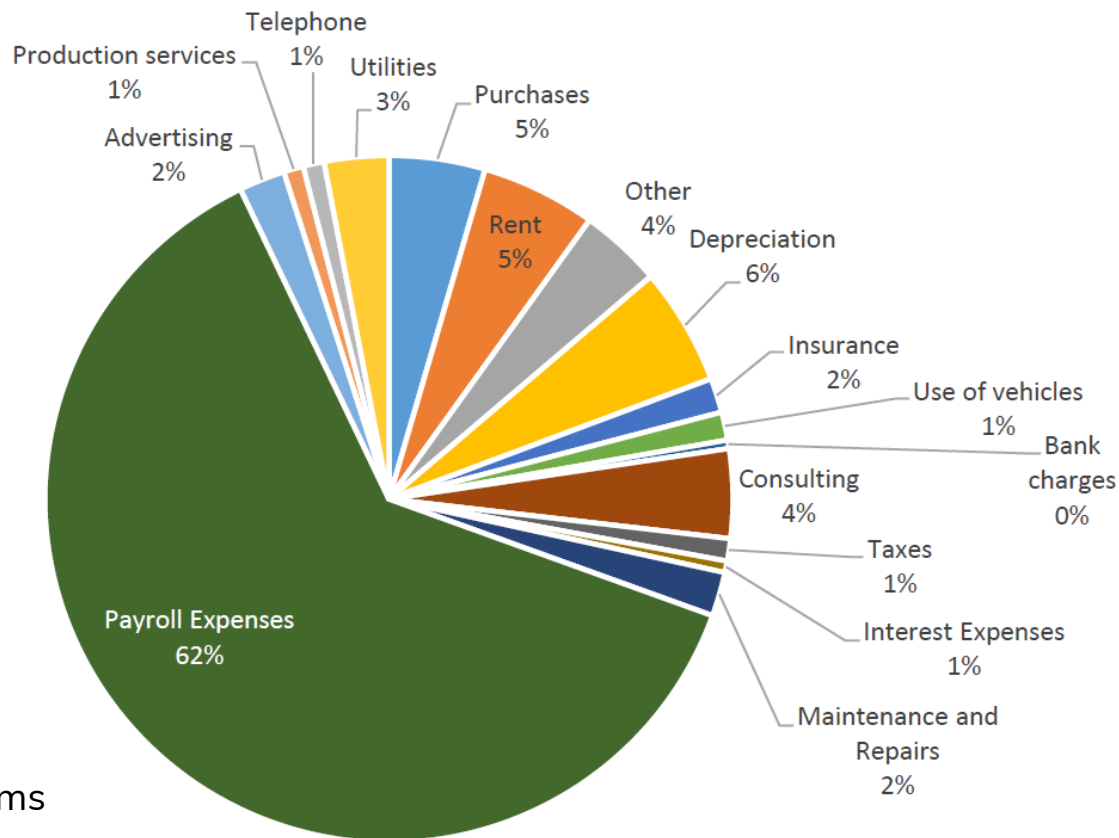
The following schedule summarizes what described above:

Reuse 2018 – Insieme	
Net result	-220.876 €
Collected tons	558
Net result / ton	-396 €

The following schedules describe the distribution of the costs:

According to the activities

Reuse cost allocation - Insieme	
Shops	36%
Interception of waste and goods	14%
Preparation for reuse Center	25%
General Costs	25%



According to the cost items

**Our best lobby
action is sharing**

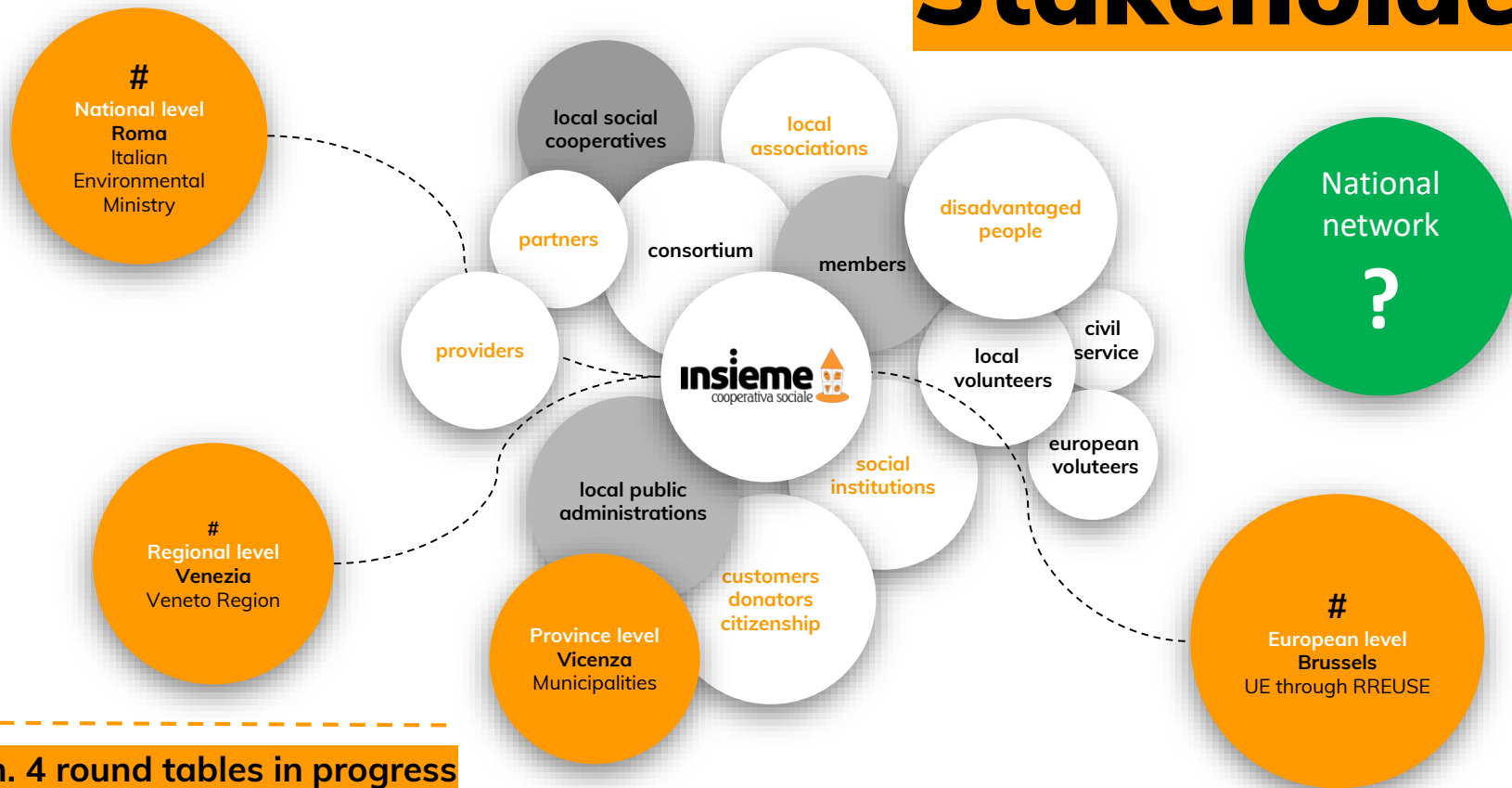


Developing a model with a strong

**environmental,
social and economic
impact**

In this logic, we make
available to the decision
makers our know-how
for the better definition of
goals, replicable criteria
and methods

Stakeholders



n. 4 round tables in progress
with decision makers



**PUBLIC
SECTOR**

Tenders or PPPs

Insieme
cooperativa sociale



**PROFIT
COMPANIES**

Partnerships

Public Procurements

Public Procurement Directive 2014/24/UE
Italian Transposition: Legislative Decree 50/2016

The main existing contracts for Insieme were awarded through 2 types of tenders lasting from 1 to 3 years

Community threshold
€ 221,000

BELOW

ABOVE

HOW

Negotiated procedure pursuant to Legislative Decree 50/2016

WHO CAN PARTICIPATE

According to the choice of the assignee,

The tender is reserved to social cooperatives of type “B” (for disadvantaged people insertion)

HOW

Confidential open procedures, pursuant to Legislative Decree 50/2016 (and Public Procurement Directive 2014/24/UE art. 20)

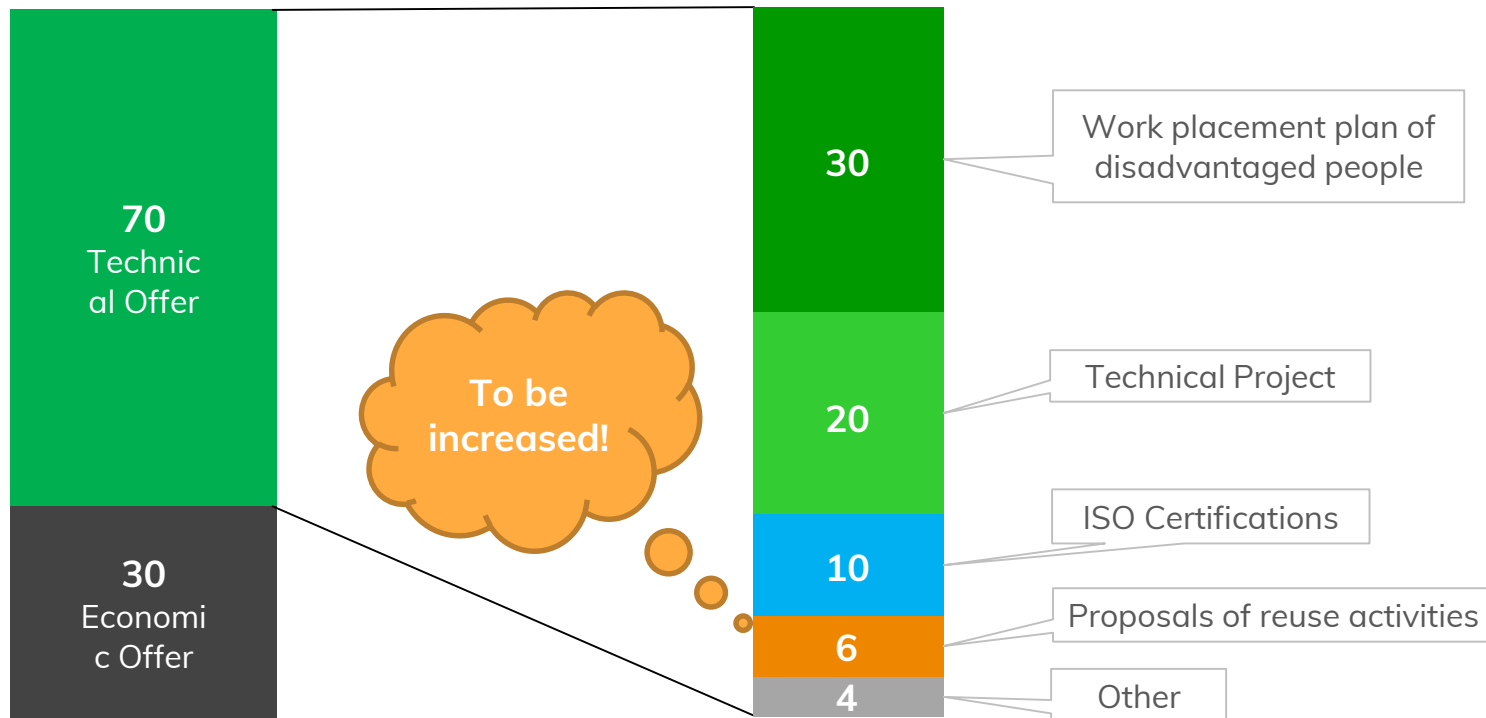
WHO CAN PARTICIPATE

According to the choice of the assignee,

All economic operators whose main purpose is the social and professional integration of people with disabilities or disadvantaged, when at least 30% of the workers of the above-mentioned economic operators is composed of workers with disabilities or disadvantaged workers

Evaluation criteria

“Most economically advantageous tender”



Public-Private Partnerships

A photograph of three people in an office environment. On the left, a woman with curly blonde hair is seated and looking towards the center. In the middle, a man with glasses and a beard is seated, looking down at a document he is holding. On the right, a woman with long dark hair is seated, looking down at a document she is holding. They are all dressed in business attire. In the background, there are computer monitors, a desk, and a poster on the wall that reads 'RICICLA... SERRVE SEMPRE' and 'UNA SETTIMANA ALLA VOLTA'. There is also a red fire alarm button on the wall.

Long term partnership
Long term co-projectionation
Risks sharing and entrepreneurial approach
Network and know-how sharing
Higher quality
Higher environmental and social impact

PPP

**A sort of project financing:
not only for the realization of
public works but also for services**

- **The private operator (social enterprise) proposes the project**
- **The public company can modify the project in agreement with the private operator**
- **The public company calls for a tender based on the project**
- **If a third private operator wins the tender, the proposer has the right of first refusal**

Remuneration method

#Men-Hour method

Doesn't depend on the service performance
No risk for the proposer

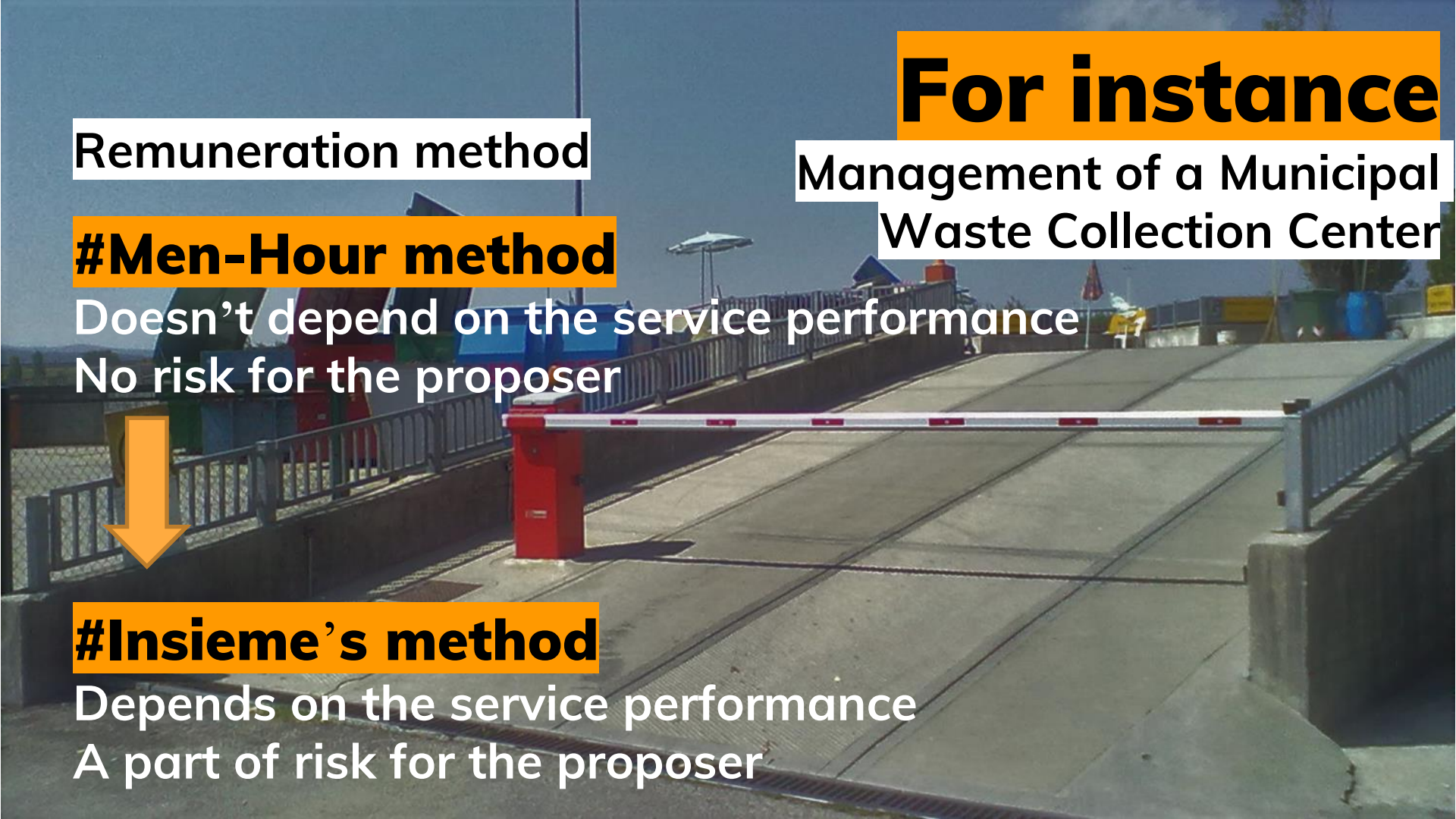


#Insieme's method

Depends on the service performance
A part of risk for the proposer

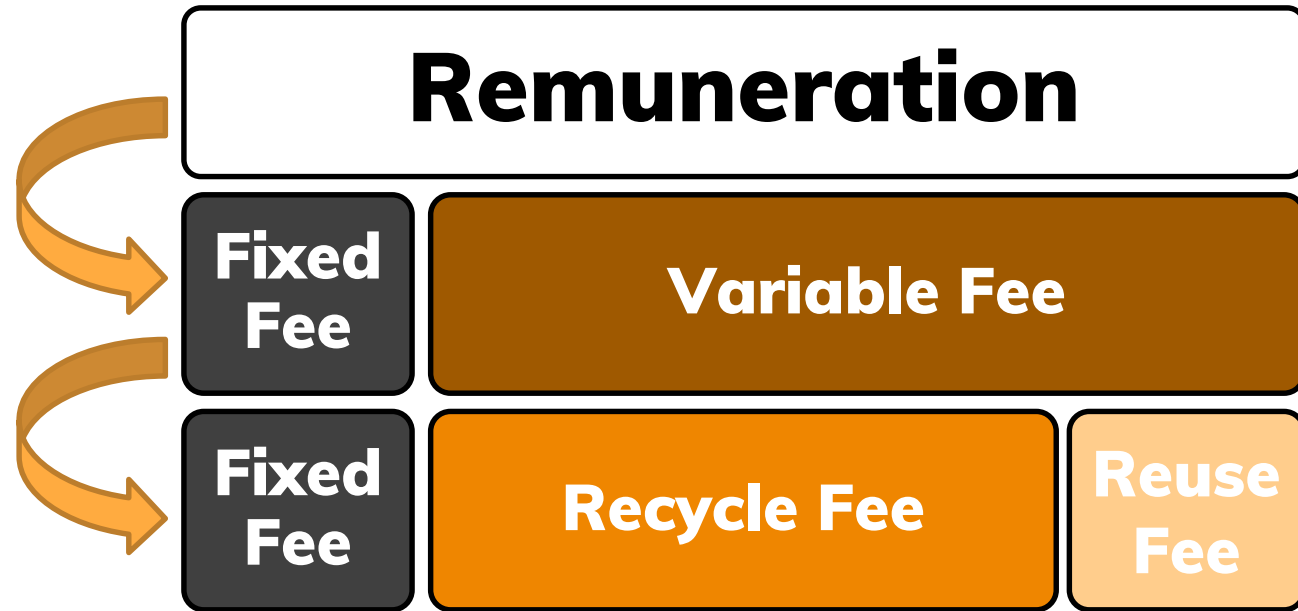
For instance

Management of a Municipal
Waste Collection Center



Insieme's remuneration method

for the management of a Municipal Waste Collection Center



Recycle Fee

$$SD = \frac{\text{Tons collected for Recycling}}{\text{Tons collected}}$$

Recycle Fee

Recycle Degree (SD)	Fee €/ton
< 70%	10
70% - 75%	20
75% - 80%	30
80% - 85%	40
> 85%	50

Maximizing recycle
Reducing residual

Reuse Fee

$$RD = \frac{\text{Tons collected for Preparation for Reuse}}{\text{Tons collected}}$$

Reuse Fee	
Reuse Degree (RD)	Fee €/ton
< 0,5%	
0,5% - 1,5%	
1,5% - 2,0%	
2,0% - 2,5%	
> 2,5%	100

Future targets?

Maximizing reuse

Reuse Fee 2.0

$$RD = \frac{\text{Tons collected for Preparation for Reuse}}{\text{Tons of bulky waste collected}}$$

Reuse Fee 2.0	
Reuse Degree (RD)	Fee €/ton
< 5%	0
5% - 15%	100
15% - 20%	200
20% - 25%	300
> 25%	400

Maximizing reuse
Reducing residual

Summarizing

In order to guarantee environmental sustainability, how to reach the goals of Reuse and Preparation for Re-use dictated by Europe?

A partnership between the public sector and the Reuse/Preparation for Reuse centers is necessary

Social enterprises are an opportunity for the waste public sector both for higher environmental impact and social impact

It is necessary to reduce or delete the ambiguous interpretation between waste and non waste. To do this and to avoid fragmentation and interpretative risks potentially harmful to the environment, Insieme supports the definition as waste of all that is delivered to the Collection Centers (talking about Italy)

Summarizing

It is necessary a light legislation for Preparation for Reuse (they are "temporary" waste)

Associations and volunteering only are not the right answer: they expose to significant environmental, safety, liability, ethical and operational risks. These actors can support those authorized to manage waste.

Franchising and upcycling actors only are not the right answer: they manage a limited quantity of items and without a social impact. These actors can be part of a national network with social enterprises in connection with the public sector.

The public sector and/or producers have to be in charge of the end of life and possible extension of the products through fiscal supports (eg Ecotax, national producer consortia, etc.)



grazie / thank you / danke / dank / dzięki / gracias / hvala / köszönöm / vdaka / merci / díky ...

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