

# REVES EXCELLENCE AWARD 2017

*Application form*



## ▪ **Part A: APPLICANT'S DETAILS**

Name of the organization: COOPINTE  
Type of organization: heterogeneous second-degree cooperative  
Address: C/ Santa M<sup>a</sup>. Salomé, 10-bajo  
City: Bonares (Huelva), 21830  
Country: Spain  
Contact person: Juan Antonio Garcia Garcia (President)  
E-mail: [alcadiabonares@gmail.com](mailto:alcadiabonares@gmail.com) / [coopinte@gmail.com](mailto:coopinte@gmail.com)  
Mobile: 620 232 914 – 619 750 809

## ▪ **Part B: DESCRIPTION OF THE INITIATIVE**

1. Name of the initiative: Cooperación-integración-intercooperación empresarial

2. For which topic(s) are you applying?

- Integration of migrants/refugees
- Digital economy
- European Structural and Investment Funds (in particular the implementation of Community-Led Local Development, CLLD)
- Youth capacity building
- Child poverty and vulnerability
- Transfer of enterprises (e.g. worker buy-out phenomenon)

3. Please describe the context of the initiative, providing also information about the identification of perceived needs and constraints in the target group(s).

*(Max 7 lines)*

Coopinte is a heterogeneous second-degree cooperative constituted in 2000 as a consequence of the strong economic crisis occurred in the 80's. At that time, the local administration encouraged the creation of cooperatives and other social economy enterprises in order to favor the local economy through the existing endogenous resources, thus by using social economy entrepreneurship formulas and the integration of the latter into a new entity that would have encompassed them. The ratio behind this approach consists in the conviction that cooperation was the right formula to face new

# REVES EXCELLENCE

## AWARD 2017

### *Application form*



challenges and overcome difficulties, e.g. both the high unemployment rate and the lack of entrepreneurial initiatives.

#### 4. Which are the main objectives of the initiative?

*(Max 5 lines)*

The objectives are cooperation and integration among enterprises, “inter-cooperation”, in order to show how working together is the best way to promote the interests of each one and to get more and better advantages. The initiative takes advantage of the economic and human dimension of the group of cooperative companies and partner institutions of COOPINTE, to provide them and their associates with a wide variety of services under preferential conditions.

Among our objectives, the most important is to demonstrate that this model is viable and works, and that the motto "another way of doing business is possible" is true: COOPINTE is an example of it.

#### 5. Please describe the initiative, including the actors involved and the concrete activities.

*(Max 25 lines)*

COOPINTE has been a pioneer in Andalusia in bringing together diverse economic sectors and the public administration. This public-private collaboration aims at the achievement of common and beneficial objectives for all.

At present, Juan Antonio García García is the President of the cooperative; he is also the Mayor of the municipality of Bonares and the President of the Community for the Development of Huelva County. He is firmly convinced about the strength of the entrepreneurial inter-cooperation, especially when the entrepreneurial formula is based on social economy.

The activities developed by COOPINTE are primarily based on the application of economies of scale and entrepreneurial synergies that have been developed during the whole cooperative's existence (more than sixteen years). Thus, the provision of more and better services (insurance, telephony, prevention of occupational risks, etc.) available to its associates and partners, taking advantage of the market power that its joint dimension offers, is the most significant activity of COOPINTE.

The cooperative has signed various agreements with entities and professionals in sectors such as financial services, insurance, labor mutualism, telephony, optics, pharmacy, law, fire extinguishing systems, crime prevention, etc. This, in order to facilitate the access to such services, under preferential conditions, to the members of the cooperative, obtaining advantages that it would be impossible to obtain individually.

Concerning the promotion of professional training for the workers of the affiliated entities, as well as of the general public, a number of initiatives are organized, at different levels, for beginners and independent users (such as courses for food handlers, on occupational risk prevention, professional driving courses, informatics).

The dissemination of relevant information for the sectors, partners and groups with which the cooperative works, as well as the promotion of cooperativism and of social economy is one more COOPINTE's pillar. For this activity, it counts on the support and collaboration of the Local

# REVES EXCELLENCE

## AWARD 2017

### *Application form*



Development Agency, located in the same headquarters as COOPINTE, the Cade (Center for the Support to Business Development) and of the Entrepreneurial Orientation services of the Community for the Development of Huelva and Adercon Counties.

6. Please highlight the strengths of your approach, stressing also the elements that make it a real partnership.

*(Max 10 lines)*

For COOPINTE, not only the economic aspect, but also the social one is important; Corporate social responsibility (CSR) is currently a matter of utmost importance for all members of the company, in order to favor the general interest.

Within the CSR activities of the enterprise, there is an agreement with a legal firm that has meant, among other advantages, that of having a free service of advice and primary legal consultation. In addition, an additional discount on professional fees of judicial or extrajudicial nature, to be applied following the guiding scales set by the Huelva Bar Association, has also been achieved. Even subjects as technical as evictions or clauses soil in mortgages, are matters of interest for COOPINTE, which acts in this way as a citizen-oriented information office.

Another important point to highlight about this cooperative is the membership and the presidency of the cooperative by the local administration, which implies a fruitful closeness when it comes to solve any question that may arise to member enterprises.

7. Please explain who are the partners, what exactly is their role and what is their concrete contribution to the initiative.

*(Max 10 lines)*

The members of COOPINTE cooperative:

- S. Coop. And. Hortofrutícola de Bonares: horticultural sector.
- S. Coop. And. Industrial “ San Cristóbal”: transports sector.
- S. Coop. And. San Francisco de Borja: consumption sector.
- S. Coop. And. Autoescuela Rábida: driving school sector.
- Mediadores de Seguros y Cooperación Solidaria , S. Coop. And.: insurance sector.
- Mancomunidad de Desarrollo del Condado de Huelva: supramunicipal entity.
- Ayuntamiento de Bonares., local administration.

All the partners contribute to the existence of the inter-cooperation and count on COOPINTE so that a number of services for enterprises are jointly managed.

S. Coop. And. Hortofrutícola de Bonares and S. Coop. And. Industrial "San Cristóbal", to cite an example, form their employees in the headquarters of COOPINTE and at the same time ask for qualified personnel through the Local Development Agency of the City of Bonares or the business orientation service of the Mancomunidad de Municipios.

# REVES EXCELLENCE

## AWARD 2017

### *Application form*



For its part, through the partner Mediadores de Seguros y Cooperación Solidaria, S. Coop. And all COOPINTE's partners manage their insurance policies, achieving enormous economic advantages they could not achieve individually.

8. Which are the main results – if already visible – resulting from the described initiative; and how do you imagine the continuation of this action?

*(Max 10 lines)*

More than 16 years of existence as well as the increasing interest that our model of joint work is having, especially in these times of crisis, endorse our initiative. More and more companies are interested in knowing the advantages of belonging to our unique cooperative or enterprise group, always counting on the support of the public administration.

To mention some figures: COOPINTE holds an economic agreement of about € 35.000.000 and an insurance agreement of about € 80.000. The savings that COOPINTE's associates have in each agreement is considerable. The greater is the volume of demanded services, the greater are the advantages we receive in supplies.

Service providers contact us too, because interested in signing collaboration agreements.

In addition, we have made available to new companies some premises within our headquarters in order to facilitate their incorporation into our cooperative, thus acting as a "entrepreneurial incubator".

Since we have achieved a great degree of economic development and social welfare thanks to the inter-cooperation developed via COOPINTE, thanks to the union of cooperativism, social economy and public administration, the objective is to continue welcoming enterprises willing to become more competitive, while at the same time addressing the general interest of both enterprises and citizens.

9. Please provide some details on how you raised the resources for the initiative. (This is not an element to be judged by the jury – however, it is important to readers of our Yearbook in which eligible initiatives will be presented.)

*(Max 5 lines)*

The cooperative received, at its inception, an initial contribution that each of its partners had to ensure to the social capital. It also benefited from a special external financing based on a collaboration agreement with a financial entity. Additional support came from the local administration as well as from PRODER EU project, without which it would have not been possible to set up and make COOPINTE real. The objective is to continue counting on foreign aid in order to be able to grow and extend this model of inter-cooperation also outside our borders thanks to cooperative exchanges.