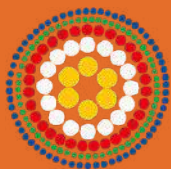


Fratello Sole Third Sector and Religious Entities' Green Transition

Feantsa Forum 2024
June, 17-18 2024
Vienna



Fratello Sole
Energie Solidali



Fratello Sole

Far bene all'ambiente, far bene alle persone

4 founders to generate change

Ten years ago they set up Fratello Sole



Father Luca Reina
Congregation of
Pavonians



Giovanni Carrara
From Milano social
cooperatives sector



Marco Castagna
From profit sector,
expertise in energy and
circular economy

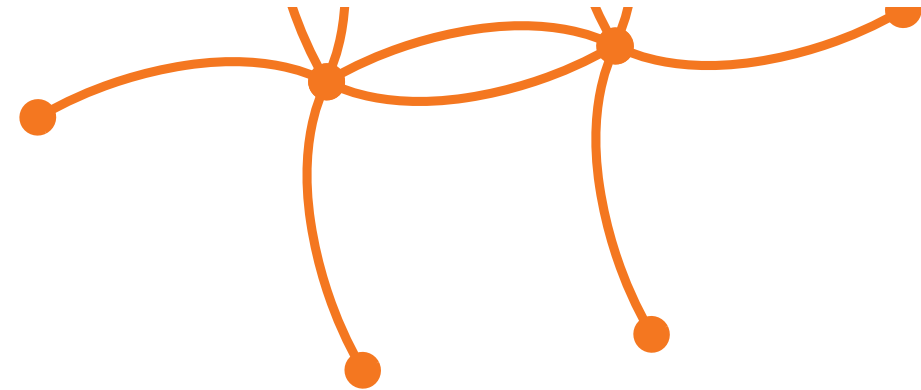


Fabio Gerosa
From catholic social
enterprises

— Fratello Sole goals

IMPACT GENERATION

- **more efficient use of energy and other resources**
- **environmental benefits**
- **people and communities' health and well being**



Fratello Sole is a social enterprise in form of consortium of Third Sector and Religious entities.

Its scope is to support the Green Transition of the non-profit organizations, starting from the efficient use of energy.

Fratello Sole, a consortium of 14 NPOs



Provincia d'Italia
dei Padri Somaschi



Consulting services
for the Third Sector



An immense (often forgotten) 'market'

180/200.000

Number of properties in Italy - of very different types and uses - owned or managed by NPOs, hosting social activities.

If energy retrofitted half of them could save over 60% energy.

**estimated in 2021 by ENEA within SER Project*



hospital



school



elderly residence



production center



Energy poverty and NPOs

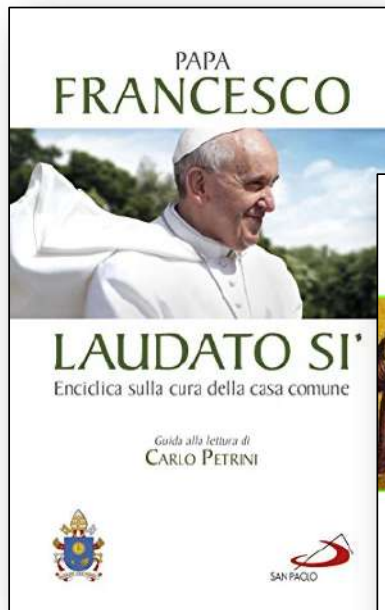
NPOs have started to be affected by **energy poverty**, a neglected issue that is jeopardizing their ability to continue providing social services for the community.

Moreover, many NPOs are very close to the poor, to households suffering energy poverty.

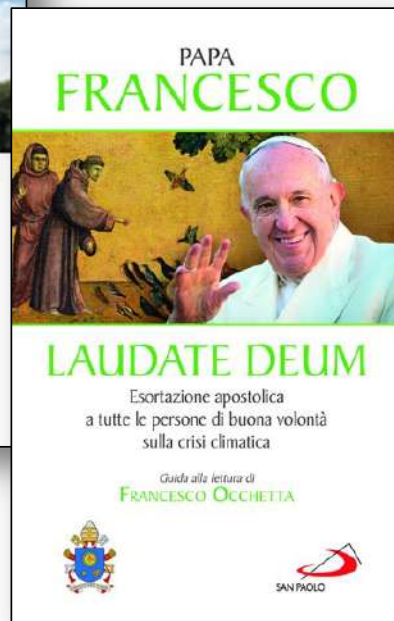
Fratello Sole is on the front line to tackle energy poverty in the Third Sector and cooperates with all the entities engaged to face this issue.



Inspiring documents



2015

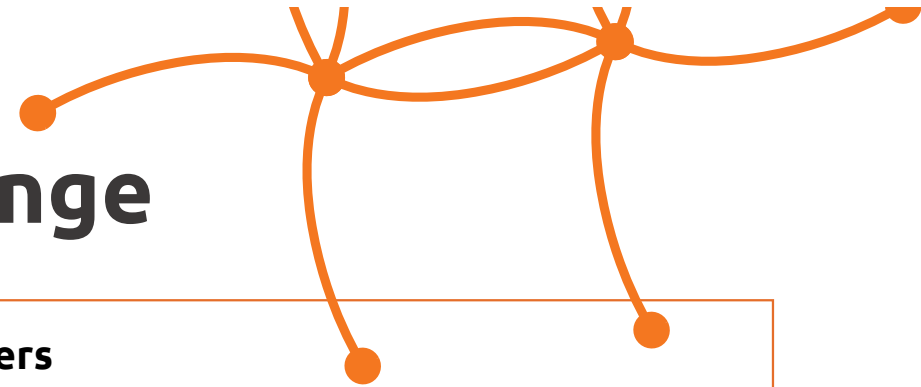


2023



2015

Building a system for change



Internal stakeholders

DEMAND SIDE

NPOs, NPOs workers and volunteers,
Building owners, Public and private financiers
(investors, donors, lenders).

SUPPLY SIDE

Energy Service Companies (ESCOs), p
Professionals (architects, engineers), General
contractors, Suppliers.

External stakeholders

PRIVATE ACTORS

NPOs' beneficiaries
Citizens and local communities

PUBLIC ACTORS

National authorities,
Local authorities,
Regulatory and public agencies

Our system for change

Research
& Innovation



POLITECNICO
MILANO 1863



Impact
finance



Fondazione
Compagnia
di San Paolo



FMPS
Fondazione Monte dei Paschi di Siena

Fondazione
CARIPLO



CGM
FINANCE

Energy



Duferco Biomasse
Duferco GROUP



Others

Deloitte.
Legal



People for development



Three areas of intervention



Energy efficiency & building retrofitting



Innovation for change



Renewable Energy Communities

— Some figures

350

Members' properties to be energy retrofitted
(on 4000 total)

>28

Mio € in investments in interventions 2018-2023
(except pandemic period)

>18

Mio € euros in tax deduction, not paid by the NPOsc

Some figures

>584

Tonnes CO2 emissions saved (from 2022)

1712

mWh energy saved (from 2022)

>300

Primary stakeholders involved (only 2023/2024)



Energy efficiency & building retrofitting

Fratello Sole Energie Solidali impresa sociale srl

Visions and solutions for the sustainability of the Third Sector

Created in 2018 in form of a Social Enterprise, Fratello Sole Energie Solidali (FSSES), is **the first Energy Service Company (ESCO) for the Third Sector in Italy and an example of hybrid company.**

It is the operational arm of Fratello Sole, carries out energy efficiency and sustainability interventions.



Services



Consultancy and buildings sites

High-level technical assistance to improve EE in buildings and advisory on all the process



Patient, long-term, impact finance

Suitable and ethical finance for TSOs and religious bodies



"Social building site" and Impact evaluation

Involving communities, creating and evaluate social and environmental impact

Examples of intervention

Before



After



Casa del Giovane in Pavia

welcomes minors with family problems, foreign minors, young people with addiction problems, single mothers with children, people with mental illness and homeless people.



Examples of intervention

Before



After



Caritas Center Venafro in Rome

For unaccompanied foreign minors. It also offers sport and educational activities for the neighborhood where there is a high level of social hardship, and services are few, especially for young people.



Examples of intervention



AIL promotes and supports scientific research for the treatment of leukemia, lymphoma and myeloma; assists patients and families through the disease with services adapted to their needs

FS intervention regards the new AIL Residence for haematological patients in Vimodrone, in the province of Milan.

An example of financial plan



Saint Ilario Vescovo Parish in Milan

Total investment: **1.429.000€**

Tax deduction: **594.000€**

From two foundations
plus a regional grant: **€475,000**

Resources from a local
public tender: **€212,000**

Residual amount paid
by the organization: **€148,000, i.e.
*10% of the investment***

How is it possible? Tax deductions in Italy

Thanks to tax bonuses for retrofit, seismic and energy renovations.

Many bonuses, the most important one is the so called Superbonus 110%.

Two main pillars:

- High deduction rate, up to 110%
- Credit transfer or invoice discount

Still possible for some NPOs till end 2025



The «Social Building Site»

Informing local communities



Contents / printed materials



The «Social Building Site»



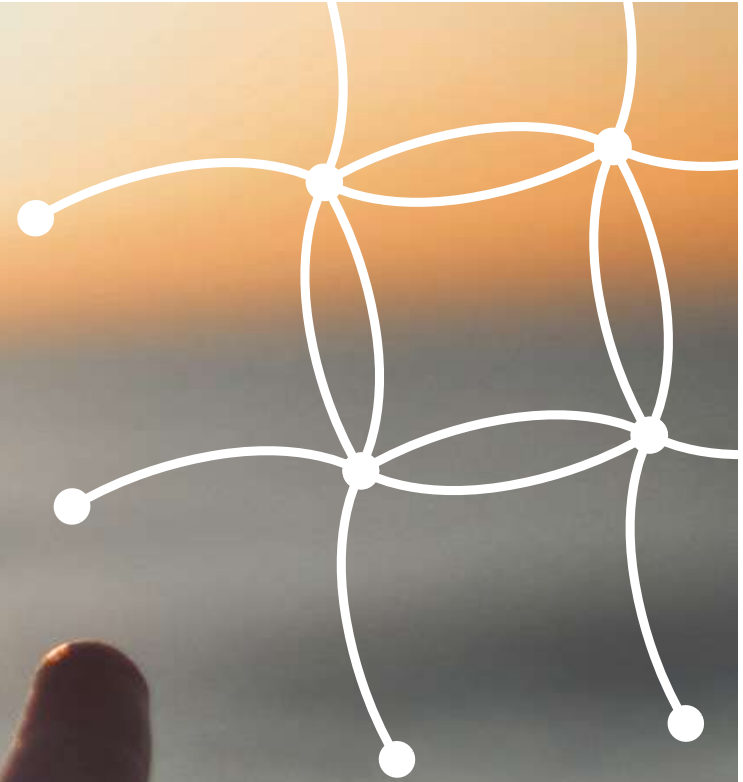
Media and web relations



Labs and workshops



**Innovation
for change**



Advocacy for NPOs

FS has continuous relations with institutions and work closely with them for two main objectives:

- **Advocacy** - to “bring the voice” of NPOs to institutions and make them aware of NPOs' need to access and be included in the ecological transition
- **Technical/fiscal issues** related TSOs access to tax deduction



ENEA



EU Projects



To build and implement an **innovative de-risking financing mechanism** for the Third Sector, starting from the analysis and technical standardization of the selection and financing process of energy efficiency interventions on properties owned or used by non-profit organizations.

www.ser4impact.eu



To contribute to the **fight against energy poverty** through information and training activities aimed at managers, staff, operators, health workers and volunteers of Third Sector organisations.

www.fratellosole.org/greenability

Innovative impact finance



SERHub
Social Energy Revolution

SER HUB, main result of EU financed SER project.

A network of companies providing technical and financial consultancy services to promote the energy transition of NPOs in 4 strategic areas of the energy transition:

CGM
FINANCE



GNE
FINANCE



- Retrofitting on properties
- Renewable and Solidarity Energy Communities
- Renewable energy production
- Electric mobility

Partnering with bank foundations



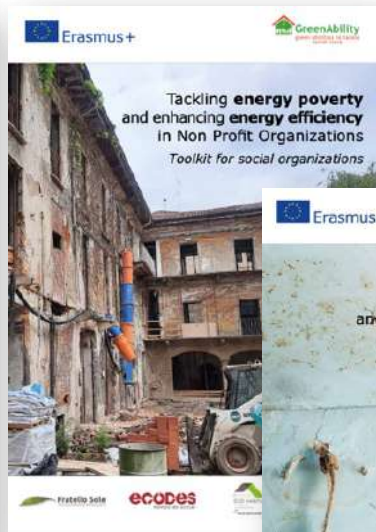
Within SER project a **cooperation model with bank foundations has been developed**. While FS take care of the technical aspect, while foundations:

- involve its local stakeholders
- involve local banking system to finance the residual part of the investment
- provide grants (for instance to cover the interests)
- if needed, make resources available to create a guarantee fund, to support the investments
- cooperate with FS in evaluating social and environmental impact

Publications and tools to support NPOs



Guidelines for NPOs



Online tool for pre-energy audit



Ashoka Fellow: FS as changemaker



Ashoka is the world's largest network of social entrepreneurs and changemakers.

Through the person of Fabio Gerosa, in 2023 Fratello Sole has been recognised Ashoka Fellow.

Ashoka Fellows are the world's leading social entrepreneurs.

They champion innovative new ideas that transform society's systems.



Renewable Energy Communities

— A new benefit company for RECs



= EpC Energie per la comunità
a benefit company to create and manage RECs and generate community economies.



Our vision: from energy to communities

Fratello Sole RECs **focus on the communities** according to a twofold approach:

1 Depth

Provide non-energy focused services, alongside with energy services

2 Breadth

Third Sector /social enterprises as business actors in RECs creation and development

Our RECs Enernoi

Our RECs are named



They are not based on an energy model.

We are interested in starting from energy to support the sustainable development of communities.

We always start involving a non-profit or religious organization active in a territory and together we involve the institutions, businesses and citizens.

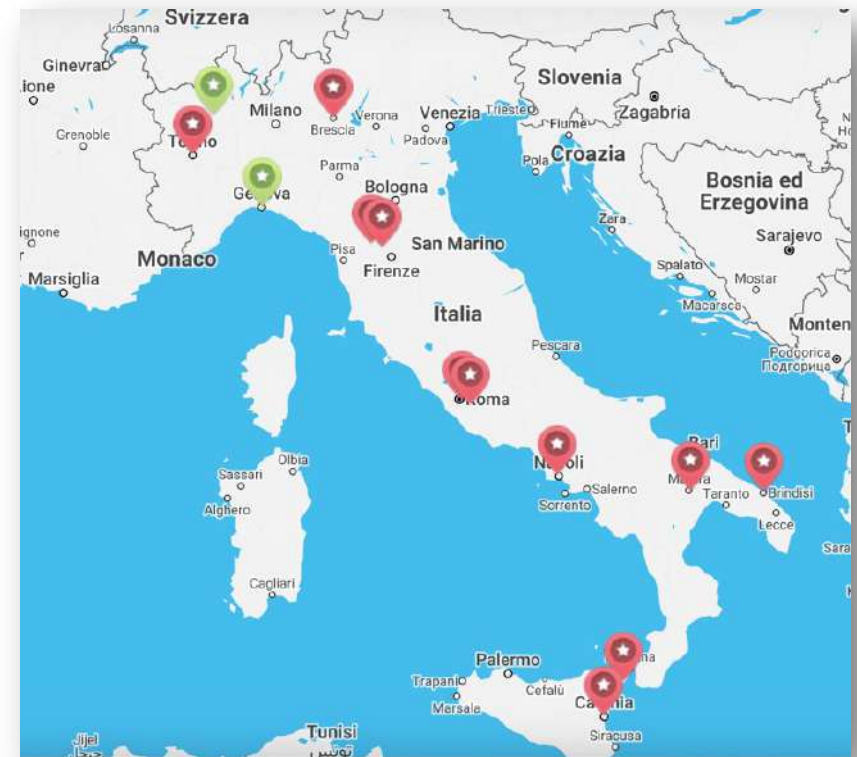
To build local economies and create well-being for everyone, with attention to vulnerable people.



Our roadmap on RECs

- **Start-up of 14 RECs** In Italy, including non energy focus services. **2 are already operative**
- **Set up of an alliance of social enterprises** interested to develop a «social photovoltaic supply chain»
- **Training academy for NPOs** to install and maintain solar panels

Within 2024

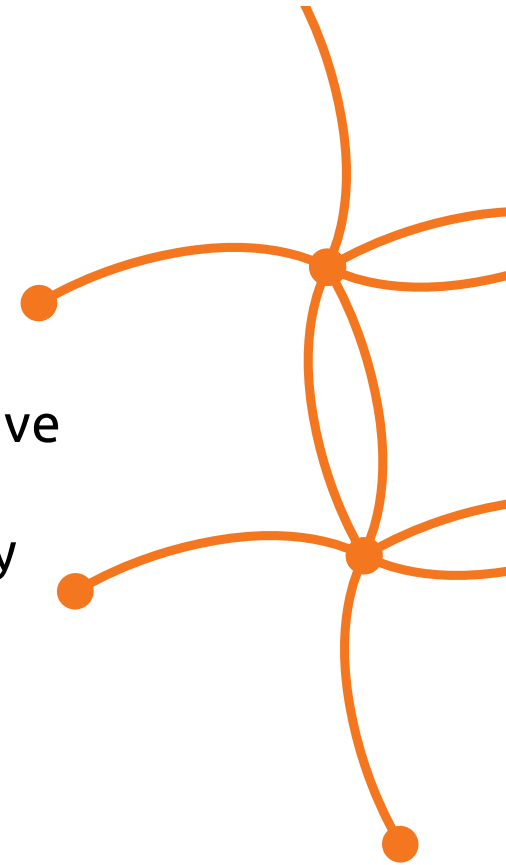




Conclusions

Our view to support NPOs

- **Promotion of cultural growth:** NPOs are not used to receive high value technical consulting, especially related to environmental matters, still not considered as key issues by social actors.
- **Sustainability boost welfare:** if NPOs work well, are more sustainable and spend less on energy, they can assist more people.



Thank you for your attention

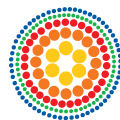
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Energie Solidali



Fratello Sole
Far bene all'ambiente, far bene alle persone