



A Reason in Prison

Development of Social Enterprises in jail: a program for a new deal

Una ragione in Prigione

Sviluppo delle imprese sociali in carcere: un programma per un nuovo corso

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Compagnia di San Paolo in support of the jail system in Piedmont and Genoa: a paradigm shift

- 1998-2017: a support that has been going on for 20 years, with more than 14 million euro being granted.
- In particular, between 2011 and 2016 Compagnia di San Paolo granted 6.3 million euro for 159 projects in 12 different prisons in Piedmont and Genoa.
- However, during the conference «Guardiamoci dentro» (looking inside) in 2015, Compagnia di San Paolo realised the need to undertake a profound restructuring of its approach as to the support it has historically provided to the social enterprises operating in the jail systems at the local level.
- Compagnia di San Paolo decided therefore to set up a new pilot project called «Progetto Pilota di Economia Sociale e Carceraria» in order to redefine its intervention and funding strategy in the social economy linked to the jail systems in Piedmont.

Compagnia di San Paolo's strategic vision: the Pilot Project of the jail economy

Compagnia di San Paolo decided to set out a restructuring plan of its intervention methods in the jail economy, with the specific purpose of allowing the social cooperatives involved to strengthen their entrepreneurial and managerial skills and to develop, accordingly, a deeper awareness of their role of social enterprises in the social economy of Piedmont.

As a result, a long-term partnership was created between Compagnia di San Paolo and Pierri Philanthropy Advisory in order to define the strategy to adopt for such paradigm shift. As a first building block of this partnership, the Pilot Project of the jail economy was launched in 2016.

Compagnia di San Paolo's strategic vision: the Pilot Project of the jail economy

During the first phase of the Pilot Project, which has selectively encompassed only 8 social cooperatives that had already been funded in the past by Compagnia di San Paolo with grants, the following non financial support activities were identified:

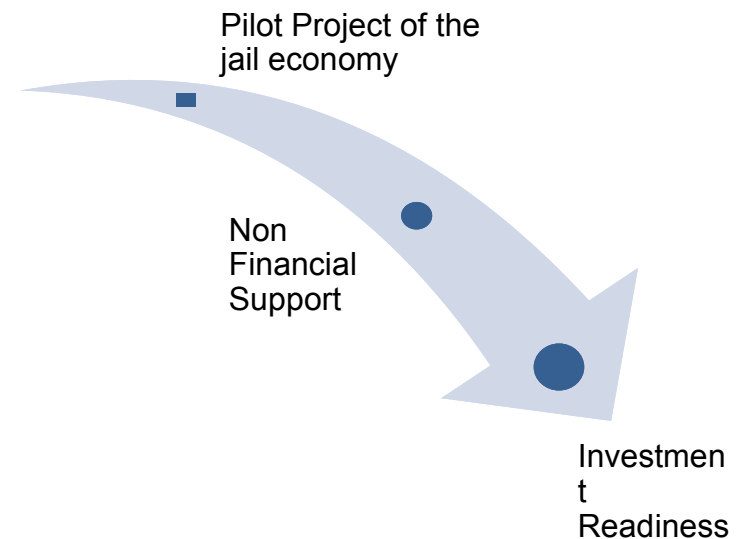
- One to One Support sessions tailored to the needs of each social cooperative;
- Group Support articulated in learning sessions, meetings with experts and focus groups;
- Set-up of a fund for allowing the social cooperatives to participate to both national and international commercial fairs;
- Development of a methodology for data gathering and activity monitoring;
- Progressive reduction of the value of the distributed grants, which, at the same time, have been made available to fund the general support of the social cooperatives rather than being conditionally tied to individual projects as it happened in the past instead.

Compagnia di San Paolo's long-term vision: from Non Financial Support to Investment Readiness

With the Pilot Project Compagnia di San Paolo aims at proposing a new approach for supporting the social cooperatives in a way that is applicable also to other segments of the social economy.

The long term objective that Compagnia di San Paolo has set for itself is to support the social enterprises in their path towards financially sustainable business models and perspective towards Investment Readiness.

The Pilot Project of the jail economy is now about to enter its second phase, which will focus on the internalisation of the skills required to manage consistently and effectively the core business of each social cooperative involved.



Thank you

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