Description of best practice

Best Practice	
Title	Eco_Energie: the challenge of a forest company that has chosen to grow and qualify
Picture	
Domain	Silviculture / Sustainable management and planning / Market structure and paying capacities
Source of wood	Stemwood / Above and below ground woody biomass from: - Isolated trees (roads, parcs) - Gardens / parcs - Municipal woodlands - Agriculture - Landscaping (cutting back vegetation on roads, paths, railway tracks)
Location	Tuscany, Italy Address: Strada provinciale 43 della Libbia, 22, 52010 Chiaveretto (Subbiano – AREZZO) https://goo.gl/maps/zSK9vjv7ub4Yeqe29
Implementers	Sooc. Coop. Eco-Energie
Actual status	Running
Approach	The coop. Eco-Energie was born from the Baglioni family farm. To survive in the italian firewood market, characterized by strong unfair competition, the owner decided to innovate their approach to forest works. After 5 years of study, he has decided to invest in a gradual but consistent manner in the production and sale of wood chips, diversifying at the same time the

	production also focusing on naturalistic engineering. From 2015 the company also directly manages a district heating system through a turnkey service, the so-called contracting.
Main results	The growth of Eco-Energie has been impressive: the company currently has more than 20 employees and continues to invest in new machines and equipment. They are numerous, the training activities of the employees (also in the field of security) and contracts increase, multi-year contracts for the supply of wood chips to existing plants. However, management problems arise and organization related to spaces, to guarantee an even better product in less time. Thus the need to acquire oneself has arisen a biomass platform: a logistic center covered where to sort the material, store and dry the wood and chips and sell the products also to the retail. From this cooperative a new company (Etruria Energie - www.etruriaenergie.it) was born recently (2016), which offers a turnkey service for the installation of renewable energy plants, in particular from wood biomass, for public and private users.
Lessons learned	Eco-Energie is characterized by a strong entrepreneurial spirit and propensity to risk. This is demonstrated by the huge investments in mechanization, training and the search for new solutions such as contracting activities. This seems to pay off: diversifying end products derived from the wood normally used, increasing productivity through better organization, gradually investing in the use of advanced mechanization and focusing on the training of employees seem to be firm points from which many companies in the sector could start again.
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Link to website	www.ecoenergie.es
Code	BP_IT_02

Best practice assessment

Region	All around Tuscany and many areas in the middle of Italy
Time scale	N/A
Mobilization Potential	N/A
Kind of wood concerned	Stemwood / Above and below ground woody biomass
Sustainability Potential	N/A
Impact on environment & biodiversity	low environmental impact and increasing biodiversity
Ease of implementation	N/A
Economic impact	creation of local wood-energy chains
Job effect	creation of new employees in the wood supply chains
Income effect	creation of new income from the sale of biomass for energy
Specific knowledge needed	wood fuels market trends, wood chip mechanization
Costs of implementation	Over 500.000 €
Technical readiness level	4 - applicable in the next years
Key information for adoption	-------