

# Good practice Cooperation between small enterprises



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# Construction industry

## European Builders Confederation

- 2.3 million enterprises with 12 million employees
- 1104 billion € turnover - 10% of EU GDP
- 99% of companies are craft and SMEs
- Producing 78% of the turnover

### European Builders Confederation

Founded in 1990

Aims to represent construction craft and SMEs in Brussels.

Membership: 18 national associations – 600,000 SMEs



# Examples of cooperation

Professional organisations are forms of cooperation

## Different forms but same goals

- Associations of Construction SMEs
- Construction SMEs as parts of interprofessional associations
- Craft guilds associated to construction federations

## **DOUBLE SIDED OBJECTIVE:**

- Political representation
- Services to members



# Federation of Master Builders

## History

1941 – London bombing

Need for reconstruction – massive workloads

Contracts all going to big builders

Decision of small enterprises to unite

“Association of Master Crafts of North-London”

FEDERATION OF MASTER BUILDERS

Focus on essential services provided to members

Support to entrepreneurship



# Business-oriented cooperation

Best practices of cooperation aimed at new market opportunities through a bigger size

**CIPEA – Italy**

**ANAEPA/Confartigianato**

Cooperative consortium of 600 SMEs

Public procurement made accessible to SMEs

Permanent grouping of enterprises

Possibility for associated to work also outside consortium

Rising profits for all associated

**Creating NEW market space for SMEs**



# FFACB - France

French Federation of Building Cooperatives

## Regrouping 130 cooperatives nationally

- 20 SMEs per each cooperative
- Big size solves the issue of expensive insurances
- Specialised on single residential houses
- All construction crafts involved – Professionalism
- Economic succes
- Average of 2-3 employees for each associated enterprise



# Subcontracting

Another form of cooperation

## COOPERATION OR DEPENDENCE?

- Problems and unsolved issues with delays and payments
- Subcontractor often victims of unclear and unlawful practices
- Need for regulation
- European Commission willing to intervene on the matter

**EBC set up an expert working group in order to be able to contribute to the regulatory process**



# Conclusion

## TOGETHER

The slogan of the 50th Anniversary of the European Union must become the slogan of Craft and SMEs of the Construction Sector in Europe





**Thank You  
for your attention !**

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