



# ANNUAL REPORT 2013





## FOUNDER

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## BASQUE AUTONOMY CO-FINANCERS

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## NAVARRRE CO-FINANCERS

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WE ARE CYCLING IN THE  
SAME DIRECTION AS YOU

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900 10 11 43

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[www.gaztenpresa.org](http://www.gaztenpresa.org)  
[info@gaztenpresa.org](mailto:info@gaztenpresa.org)





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From an economic perspective 2014 is the year when GNP records of the main economic areas around the world will be in black.

After a series of convulsive years, the world has got back on its growth course indicating the exit path of a crisis that has lasted too long and left the labour market in shreds with over 200 million unemployed worldwide.

A figure, which will continue to grow in forthcoming years; where employment will increase at a slower rate than the workforce. Nevertheless, despite everything, growth is the key labour market normalisation worldwide little by little.

However, there are still risks, which should they materialise could destroy the advances expected. I should like to highlight two in particular:

- Improvement in economic matters has driven **the reversion of monetary measures** in the US, leading to a global process of portfolio readjustment, which particularly affects emerging economies.
- Another element of uncertainty is the **rate of Chinese economy deceleration** given the effects it might have on other developing countries.

These two questions, i.e. the American “taper” and paralysis of Chinese growth could pose a threat for global growth, should they go down an extreme road.

Anyway, in our central scenario we give greater probability to the balances being maintained and the process started is successful in its outcome.

As to the Basque Country, and the Spanish State as a whole, the problems accumulated during the bonanza stage, have delayed exit from the crisis in relation to the major developed countries.

We trust the efforts made in taxation questions and the structural reforms undertaken, start to bear their fruits, and supported this year by the foreign sector, investment will pick up again so that in 2015 the creation of employment in net terms will be a reality.

In any event, our growth estimate for 2014 is 0.8% for the Basque Country, and 0.6% for the Spanish State as a whole, which will scarcely affect the unemployment rate, but correct it slightly down from current levels.





## THE CHAIRMAN'S LETTER

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# XABIER EGIBAR

It is this hopeful scenario where our Gaztenpresa Foundation acquires greater relevance if possible.

We can state the creation of companies financed by Gaztenpresa in 2013 **has increased 25.5 % over the previous year, surpassing the level of financing granted, i.e. €5,902 Mill.**

Yet again this makes us the leading Foundation in the Basque Country regarding support for the creation of new business activities.

Nevertheless, at this moment in time, being capable of consolidating employment besides creating it is just as important. Therefore, it is essential to carry out actions whereby companies created this year and in previous years, obtain support which provides them with information, training and contacts to create a "network".

For this, we also have: consolidation workshops, seminars, our own social network, and "Consulting Pro" tools, which in the last year have attended over **421 queries**, to provide solutions adapted to the needs of professionals, self-employed/freelancers and their businesses.

We can state today that LABORAL Kutxa throughout its history of entrepreneurial support via Gaztenpresa has helped startup **3,258 companies, which have generated over 5,832 jobs.**

I should like to finish with a message of hope, since in the world where we live today we are ever more interconnected, businesses are more complex yet new opportunities constantly appear to create and acquire value.

This is the point where people with entrepreneurial initiatives take the lead.

This is why we are at a point where we will collaborate again to provide answers to the needs of our Country, adapting the project itself to the reality in front of us, to continue driving the generation of employment and wealth, helping materialise the projects of our entrepreneurs regardless of their age.



# GAZTENPRESA

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The Gaztenpresa Foundation is a private non-profit making body pertaining to the social work of Laboral Kutxa, and whose purpose is to support initiatives and carry out actions facilitating employment creation and preservation thereof, via programmes and services providing value for the business and professional development of its users, likewise its allies and generally speaking society as a whole.

The foundation aims are:

- Chiefly young entrepreneurial people
- Collective groups with labour and social insertion difficulties
- Young micro-companies with development projects
- Training bodies wishing to foster the entrepreneurial spirit among their students.



# Trustees

Xabier Eguibar

Jon Emaldi

Ibon Urgoiti

Jose M<sup>a</sup> Usatorre

Carlos Oses

Txema Pérez

Pello Ugalde

Javier Cortajarena

Iñaki Armentia

# WHO WE ARE?

## Our volunteers

Josetxu Urrutia

Alex Gómez

Pilar Crespo

Iker Etxebarrieta

Aitor Berlanga

Juan María Osteriz

Iñaki Urtasun

Aitor Azpiazu

Iñaki Zamorano

Ibon Otaegi

Ainhoa Azurmendi

Javier Larrañaga

Fernando Reparaz

Eduardo Elizalde

Borja Gárate

Ander Toña

Eñaut Erdoiza

Pedro M<sup>a</sup> Durán

Eduardo Beasain

Belén Larrauri

Juan Carlos Díez

José Pérez

Kontxi Alzaga

Iñaki Juanbeltz

Maitane Loyola

Naiara Lopetegi



# LINES OF ACTION

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1. Business planning
2. Business creation
3. Business consolidation
4. Fostering entrepreneurial culture





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# BUSINESS PLANNING

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These are the  
**5 stages**  
where we can  
**help you**  
star up  
**your business**



### 1. Your idea

Is a business idea the same as a profitable business? At Gaztenpresa we will help you find out whether your business idea is in fact a business opportunity.



### 2. The plan

The business plan or feasibility plan of a company is the most important entrepreneurial tool. We will help you draw up a feasibility plan.



### 3. Financing

One of the main problems for entrepreneurs is financing. That is why at Gaztenpresa we advise you on all the aid, subsidies, micro-credits, etc., available to you.



### 4. Bureaucratic processes

At Gaztenpresa we are aware the bureaucratic processes of setting up a company are generally arduous, which is our team of professionals puts themselves in your shoes.



### 5. Consolidation

Starting up a business is hard and complicated. Once this has been achieved it is time to consolidate the fruit of that hard work.

# BUSINESS CREATION

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## MAIN AIM

To foster the creation, development and maintenance of small business and micro-SMEs via self-employment of the unemployed or at risk of becoming so.

**265** COMPANIES  
CREATED  
IN 2013

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**458** JOBS  
CREATE  
IN 2013

## COMPANIES CREATED IN 2013

ARABA	65
BIZKAIA	103
GIPUZKOA	71
NAFARROA	26
<b>TOTAL</b>	<b>265</b>

## JOBS CREATED IN 2013

ARABA	116
BIZKAIA	180
GIPUZKOA	117
NAFARROA	45
<b>TOTAL</b>	<b>458</b>

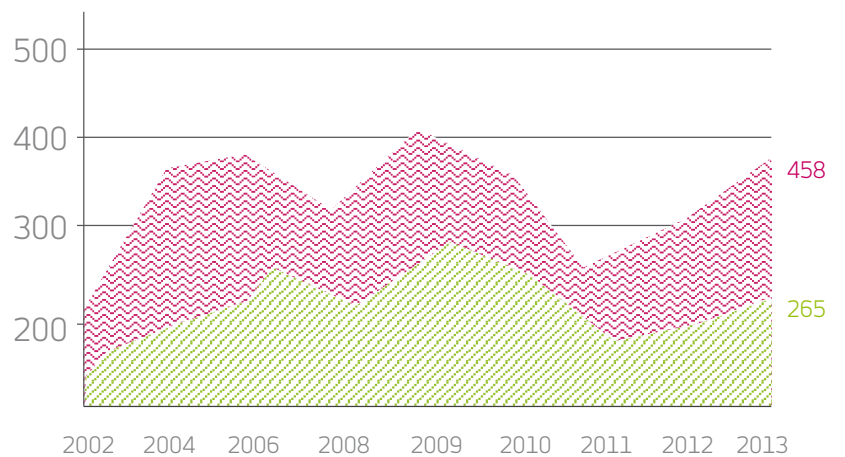




OVER  
**3.000**  
COMPANIES CREATED

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ALMOST  
**6.000**  
JOBS CREATED



# PROFILE

# 2.013

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38

average age

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53%  
men

47%  
women

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## LEVEL OF EDUCATION

70%

non-university

30%

university

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## LEGAL SETUP

05%

CO-OP

83%

CB-INDIVIDUAL

12%

S.L.



# 52.700

## MEAN INVESTMENT

The mean investment to startup new companies in 2013 was 52,700 euros.

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# 38.100

## MEAN CREDIT

The mean credit necessary to carry out the entrepreneurial project in 2013 was 38,100 euros

## ACTIVITY SECTOR

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35%  
RETAIL

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59%  
SERVICES

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06%  
OTHERS

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# BUSINESS CONSOLIDATION

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The purpose of this section was the consolidation of new companies on the market. The bodies destined for the same are the micro-companies which have been beneficiaries of Gaztenpresa Foundation and required support during the consolidation stage of their company.





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The following support is provided for consolidation from Gaztenpresa and Laboral Kutxa:

1. Practical training workshops and seminars adapted to the companies.
2. Specialised consultancy for companies.
3. Making a "Social Network" available on internet enabling them to:
  - a. Be present on the internet.
  - b. Contact other companies starting their activity to undertake collaborations or transactions.
  - c. Maintain a direct relationship with Gaztenpresa.
4. Laboral Kutxa PRO Service: For advice on: accounting, taxation, employment and subsidy matters via:
  - a. Web and Newsletter.
  - b. Mail and 900 contact telephone number.
  - c. Seminars with in situ attendance.

With the actions carried out, the aim is to support the entrepreneur on daily basis when making decisions to:

- Contrast their vision and decisions.
- See new points of view.
- Enable companies to contact with others via horizontal and vertical relationships.
- Look for commercial relationships and collaborations beyond the injection of financial resources.

Nº OF  
WORKSHOPS  
AND SEMINARS

46

Nº OF  
ATTENDEES

1.079

ADVICE WITH  
PERSONAL  
ATTENDANCE

49

COMPANY  
QUERIES  
ATTENDED

421

Subjects imparted in each workshop are as follows:

- Data protection.
- Basic invoicing tools.
- Basic management control for hotel & catering.
- Basic management control for greengrocers.
- Sweetshop startup.

Topics

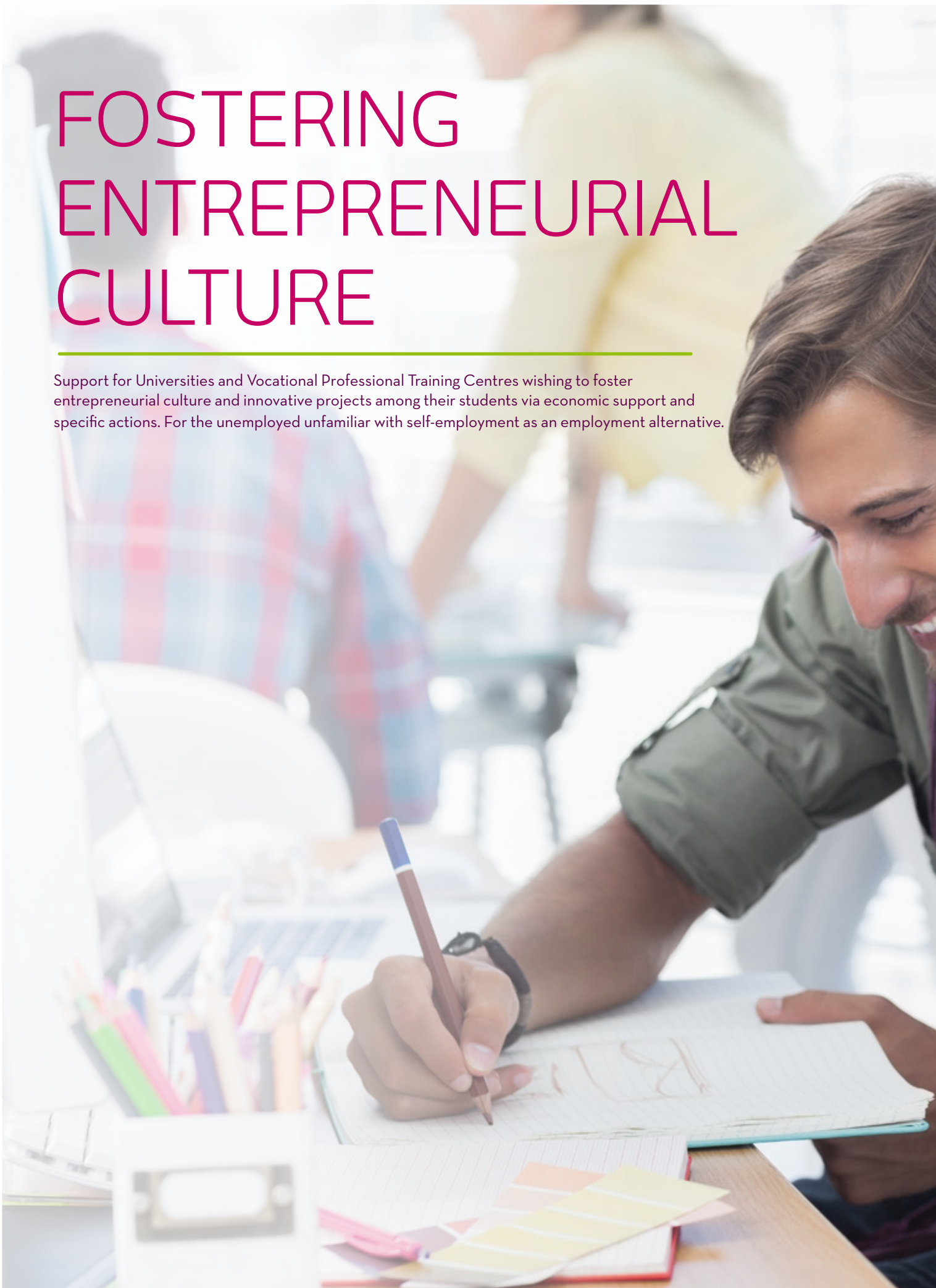
- Undertaking new investments.
- Closure decisions.
- Market change and need to incorporate new actions.
- Application for new funds.



# FOSTERING ENTREPRENEURIAL CULTURE

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Support for Universities and Vocational Professional Training Centres wishing to foster entrepreneurial culture and innovative projects among their students via economic support and specific actions. For the unemployed unfamiliar with self-employment as an employment alternative.





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## MONDRAGON UNIBERTSITATEA

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### EKITEN

#### **1st prize:** Cooking Points Project

This would be a premises setup in a busy city equipped with all kinds of cooking materials: oven, vitroceramic hob, plates, tables, etc. Everything necessary to be able to make any kind of dish and a space where it can be enjoyed. The consumer would have access to the installations at a price to be able to: cook, eat and even purchase the products necessary to make the dishes.

Promoter team: Miren Lasuen, Kattalin Madariaga and Unai Bergara from the Business Studies Faculty (LEINN)

#### **Endowed with 1,000 euros**

**2nd prize:** Integral Service Project of Installations and maintenance of charging infrastructures for electrical vehicles

Predicting the electric car will be the protagonist in a few years' time, a business opportunity has been found in the area of electrical infrastructure management. First a study is carried out for the customer regarding electrical needs for charging the electric vehicles. After finding out the demands, a plan is drawn up to cover

said demand including the amount and strategic position of the charge points, likewise other services such as an establishment for quick battery change. The company also takes responsibility for the installation and maintenance of said service. The system is complemented with software showing the location and availability of the charge points via the vehicle GPS or other devices.

Promoter team: Igor Ramos, Mitxel Uriarte, Aitor Uriarte, Unai Zabala from the industrial engineering faculty.

#### **Endowed with 500 euros**

**3rd prize:** LăSteps Project

We try to educate future generations promoting constructive graffiti as opposed to destructive, i.e. art as opposed to vandalism. Furthermore, we use art as a tool to settle community conflicts and stimulate common citizen values, i.e. everything via the painting of murals in the streets of our cities.

Promoter team: Agustín Otegi, Iñigo Arrieta, Lander Subiza from the Business Studies Faculty (LEININ)

#### **Endowed with 500 euros**





## UNIVERSITY OF NAVARRE – TECNUN

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Sponsorship of the IX Design and Engineering competition in Sport. The main aims of this competition are to:

- Stimulate creativity and development of ideas
- Foster team work and use of idea generation techniques
- Foster a critical spirit aimed at improving products
- Foster the use of computer drawing tools

This is all aimed at young people in 1st and 2nd baccalaureate (16-18 years) in relation to sport, particularly regarding sports articles.

### **Results obtained in the 9th Edition TECNUN FEUN SHARED PRIZE**

Colegio Nuestra Señora del Puy, Estella, Navarre for their "Safebike" project.

IES Ramón Arcas Meca, Lorca, Murcia, for their "Sleep safe, sleep peacefully" project. Team 199.

### **TECNUN GAZTENPRESA SHARED PRIZE**

Ekintza Ikastola, Donostia, Gipuzkoa. For their "Chair with a hood" project. Team 228.

Colegio Tabladilla, Seville. For their "Spyfrigo" project. Team 284.

### **TECNUN IKOR SHARED PRIZE**

Colegio Hispano Británico, Santa Cruz de Tenerife. For their "Informer" project. Team 132.

IES Pedro Ibarra Ruis, Elche, Alicante. For their "Hearing aid with support for glasses" project. Team 051.

Gaztenpresa contribution: €2000 for both prizes and fungible material.

The official award winners' ceremony took place on 12th April, 2013.

Gaztenpresa support via training talks, meetings and entrepreneurial initiative competitions.

