

ANNUAL REPORT 2017

WE MAKE YOUR DREAMS COME TRUE

Urtzi Zubiaurre

ENTREPRENEUR



gaztenpresa
fundazioa

COLLABORATION

FOUNDING ORGANISATION



JOINT-FINANCING ORGANISATIONS



PARTNERSHIPS



COLLABORATING ORGANISATIONS



PROFESSIONAL NETWORKS





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- FOSTERING OF A CULTURE OF ENTREPRENEURSHIP

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"It's tough, but the feeling of personal satisfaction makes it worthwhile"

LORENA LANCHAS

**BAKERY
MIGAS**

**BUSINESS CREATION
BIZKAIA**



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LETTER FROM THE CHAIR

XABIER EGIBAR

At Gaztenpresa we help people who want to start a business and we strive to extend a culture of entrepreneurship in our area. To that end, we have taken up the message given by the European Commission to the European Parliament in its Entrepreneurship 2020 Action Plan. Our society needs more entrepreneurs, and to get them it is necessary to boost entrepreneurial spirit.

The goal of fostering entrepreneurial spirit requires specific actions if it is not to be just words. Step one is to develop education in entrepreneurship. Good ideas can be copied, but motivation and preparation cannot. They are attributes inherent in each person that need to be encouraged through education and training, focusing on the enhancement of attitudes and skills such as creativity, tenacity and responsibility.

It is not only desirable but essential to strive to bring out the creativity that lies within all individuals, but we also need to enable ideas to be turned into actions. The personal development of those who decide to start businesses therefore needs to be encouraged, but so does the provision of a suitable environment. The measures that can be taken need to include easy access to financing, less red tape when starting up a business, more help for transferring business ownership, taxation conducive to entrepreneurship and self-employment and second chances for entrepreneurs acting in good faith whose first projects are unsuccessful.

Entrepreneurship needs to be included on the agenda of institutions on different tiers in its own right, i.e. at European, state, national and local levels. There are many legislative and administrative decisions that can help entrepreneurship; some have already been taken and others have yet to materialise. The aim is to set up an effective institutional and regulatory framework to help get new projects off the ground, and for those projects to attract further projects in the future.

It was for this purpose that the Europe 2020 Strategy and its associated plans and programmes, such as EaSI, Cosme and Horizon, were set up. At local level, examples include the Support for Entrepreneurs and Small Firms in the Basque Country Act (Ley de Apoyo a las Personas Emprendedoras y a la Pequeña Empresa del País Vasco), the Framework Agreement for Cooperation to Develop a Basque System of Entrepreneurship (Acuerdo Marco de Colaboración para el Desarrollo de un Sistema Vasco de Emprendimiento) and the regulations for their implementation in the three provinces of the Autonomous Community of the Basque Country.

Entrepreneurship calls out to entrepreneurship, and Gaztenpresa is a case in point. Almost 25 years ago a group of volunteer specialists from Caja Laboral set up a small-scale project to help unemployed young people in their area. That idea grew into Fundación Gaztenpresa as it is today: a firmly consolidated organisation which

more than fulfils its mission of providing support for entrepreneurs so as to ensure that no viable idea fails to reach the market due to lack of funding or advice.

That ambitious mission statement is backed up by facts and figures. In 2017, 2181 applications were received via the various channels set up. Based on these more or less mature business ideas, we helped set up 402 small businesses and create 703 jobs. Over its 23 year history, Gaztenpresa has helped start up 4910 firms which between them have provided at least 8754 jobs.

The work of Gaztenpresa has a unique feature: most entrepreneurs in the Basque Country tend to be medium-to-highly educated individuals who set up their own projects on an opportunity basis, but we at Gaztenpresa focus on less well educated people who set up businesses out of necessity.

That is why Gaztenpresa offers all-round support in starting up businesses, but also in consolidating them and helping them survive, because once entrepreneurs have set up firms numerous practical difficulties may arise that they may be unable to tackle alone. Gaztenpresa holds regular workshops that provide ongoing support and deals with queries concerning further investment and decisions on whether to close down, change markets or apply for further aid.

Moreover, our mentoring programme offers customised back-up for one year in the form of a volunteer expert who helps young entrepreneurs to enhance their skills and abilities and thus develop both personally and professionally with a view to consolidating their businesses. 28 new mentor/entrepreneur relationships were set in place in 2017.

But there is still a long way to go. The TEA ("total entrepreneurship activity") index as published in the latest Global Entrepreneurship Monitor Report on the Autonomous Community of the Basque Country (GEM CAPV 2015) reveals that only 3.4% of the population here are involved in entrepreneurial activities. There is clear room for improvement compared to the figures for other European countries such as Germany (4.7%) and France (5.3%).

Complacency is without doubt one of the biggest obstacles to progress. At Gaztenpresa we try to raise our levels of demands and take on new challenges. Our agenda for 2018 includes quantitative goals in terms of new businesses and jobs created but also stresses efforts to help ensure that entrepreneurship and self-employment are recognised as pathways to success in our society, because they create worthwhile jobs and prosperity wherever they flourish.

GAZTENPRESA

1. About us
2. Staff
3. Impact
4. Entrepreneur profile



"There is a great deal of passion in this project. The programme helps us feel secure"

TXUS CABRERA
SERGIO VALIENTE

CRAFT BEER
LAUGAR

P. MENTORING
BIZKAIA



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ABOUT US

Fundación
Gaztenpresa is a
foundation run by
LABORAL Kutxa as part
of its social work.

**Our remit is to foster
the creation and
consolidation of jobs by
creating businesses.**

1

WHO WE SUPPORT:

- Entrepreneurs of all ages.
- Young micro-companies with development projects.
- Organisations that seek to foster entrepreneurship among their users.

2

OUR TALENT: VOLUNTEERS

- To that end we have set up a structure comprising teams of volunteers: an in-house team that helps on the management side and an external team that mentors entrepreneurs at Gaztenpresa.

3

TOTAL VOLUNTEERING:

134

GAZTENPRESA
STAFF

72

VOLUNTARIADO
CORPORATIVO

62

VOLUNTARIADO
EXTERNO



STAFF

GOVERNING BOARD

X. Egibar, I. Urgoiti, I. Martinez,
J. Cortajarena, C. Osés, P. Ugalde,
O. Muguerza, L. Peña,
J. Sagastigordia

GENERAL COORDINATION

X. Egibar, O. Muguerza, I. Ramos

COORDINATION TEAM ADN + GAZTE

Borja Garate
Ander Toña
Eñaut Erdoiza
Gorka Zaldunbide

COORDINATION TEAM RED + PRO + GAZTE

GIPUZKOA-NAVARRA
Iñaki Altuna
Naiara Lopetegi
Ibon Otaegi
Kontxi Lazaga
Iñaki Elortegi
Ainhua Azurmendi
Maitane Loiola
Lucio Tirapu

BIZKAIA-ALAVA
Valentín Gómez
Aitor Berlanga
Pilar Crespo
Jorge Elorza
Alberto Godino
Iker Etxebarrieta
Juan Carlos Díaz
Eduardo Martínez

RISK OPERATIONS COMMITTEE SPECIAL LINE

Iñigo Martinez
Valentín Gómez
Iñaki Altuna
Borja Garate
Inma Ramos

TEAM TO IMPROVE
5

MENTORING

YBS
Borja Garate

Mentoring Manager
Ana Artetxe

TEAM TO IMPROVE
9

93
Mentors

IMPACT

Evolution of companies
and jobs created until 2017

4,910

COMPANIES STARTED UP

8,754

JOBS CREATED



Thanks to Jon Emaldi
For his efforts at Gaztenpresa
over the past 12 years.
These recognitions were earned
thanks to him.

RECOGNITIONS

- **FUNDACIÓN CORRESPONSABLES: (2010)**

Award to Caja Laboral , in the "Large Company" category for the "Gestiona-t en Gaztenpresa.

- **SAN PRUDENCIO FOUNDATION: (2010)**

Finalist for Good Business Practices.

- **BIOTZA SARIAKEKINTZAILE AWARD (2010)**

- **EUSKALIT - CLUB 400 (2010)**

- Finalist for Good Innovation Practices.

- **GIORDANO DELL' AMORE MICROFINANCE GOOD PRACTICES EUROPE AWARD (2014)**

- **AWARD TO THE BEST WOMEN MANAGER (2015)**

Awarded by AMPEA (Álava Association of Professional and Business Women).

- **AWARD FOR BEST MENTORING RELATIONSHIP (2017)**

- **EUSTART UP AWARD (2017)**

Awarded to the company that has contributed most to the promotion of entrepreneurship.

Gaztenpresa focuses mainly on entrepreneurs who, for whatever reason, decide one day to set up a business.

Many do so in an effort to improve their lives and those of their families; these small stories fill us with satisfaction and strengthen our determination to continue and improve.

This report tells some of those real stories. "Dreams that come true".





**"I needed to try
things out and
experiment"**

YAISA DOMINGUEZ

**DECORATION
STUDIO
EMME**

**BUSINESS CREATION
BIZKAIA**



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ENTREPRENEUR PROFILE

We analyse the details of the entrepreneurs that we help, with a view to improving our programmes for creating businesses.

38 AVERAGE
AGE

MEN

54%

WOMEN

46%

EMPLOYMENT STATUS

56%

individuals
about
to lose their
jobs

44%

unemployed

EDUCATION LEVEL

74%

non-university

26%

university

AREAS OF ACTIVITY:

22%

TRADE

73%

SERVICES

03%

INDUSTRY

02%

AGRICULTURE
ANIMAL BREEDING

**"I feel proud
of my progress"**

AMAIA ALBAINA

**BOUTIQUE TRAVEL
AGENCY**
ST. TROPEZ

**BUSINESS CREATION
ARABA**



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LINES OF ACTION

- 1. Creation of businesses & Business consolidation**
- 2. Mentoring programme**
- 3. Fostering entrepreneurship**



**"It's my project,
my business"**

ANDER SINDE

**SINDE PHYSIOTHERAPY
& OSTEOPATHY**

**BUSINESS CREATION
BIZKAIA**



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CREATION OF BUSINESSES

WE ACCOMPANY YOU
FROM START TO FINISH IN
SETTING UP YOUR PROJECT.



Gaztenpresa's remit is to support initiatives and conduct actions that help create and maintain jobs.

Our experience in helping to start up new businesses can be very useful to you as you take the steps required to set up your own business.

A

Personalised attention and advice

B

Accompaniment wherever you need it: studying your business plan, official paperwork, applying for subsidies, etc.

C

Financing on special terms.



**"I love what I do
& I wanted to
innovate"**

ALFONSO PEREGRINA

SPORTS EVENTS
BASKET SITO

BUSINESS CREATION
GIPUZKOA



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DATA IN 2017:

402 BUSINESSES
CREATED

703 JOBS
CREATED

ARABA	73
BIZKAIA	174
GIPUZKOA	88
NAFARROA	67
TOTAL	402

ARABA	116
BIZKAIA	286
GIPUZKOA	197
NAFARROA	104
TOTAL	703



**"Our dream
is coming true"**

LUA ROTAETXE
JOANA ROTAETXE

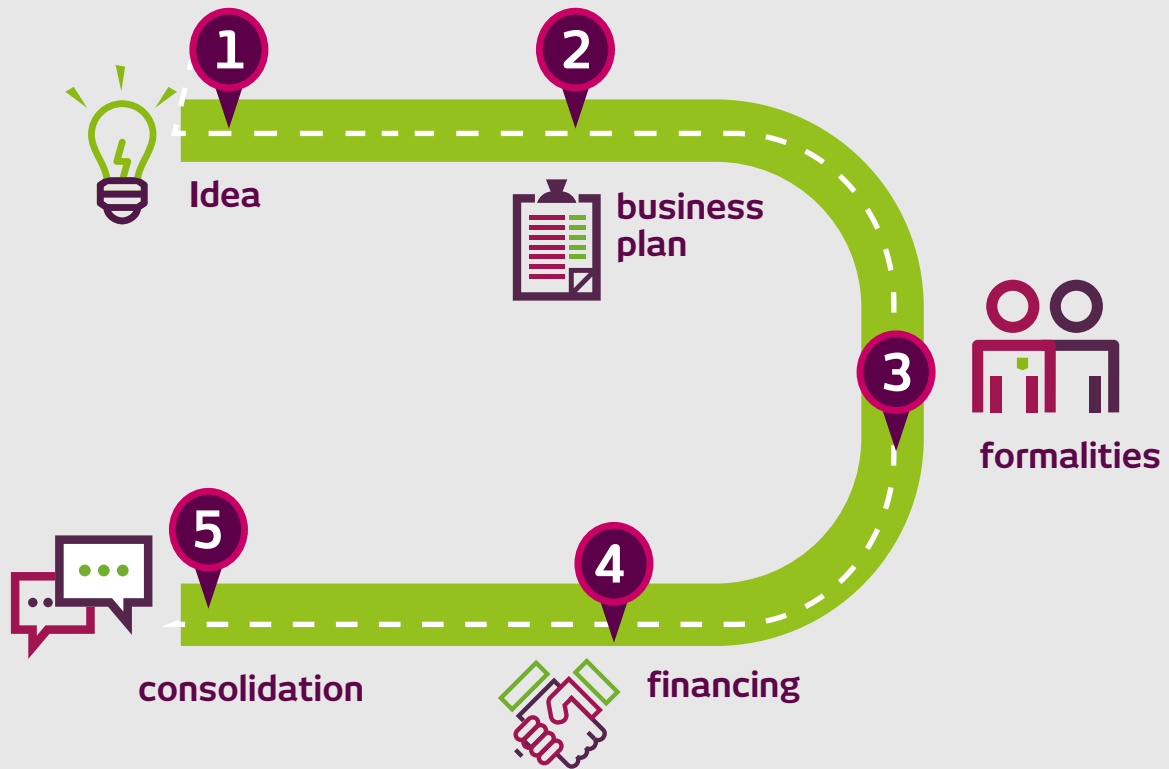
**RURAL GUEST-HOUSE
MAHARTI**

**BUSINESS CREATION
BIZKAIA**



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TAKE THE PLUNGE AS AN ENTREPRENEUR:



**"We can move
forward with
no limits"**

JOSE M^a SANZ
ALVARO UBIERNA
IÑAKI EGUIA

**CONSULTANCY
& ENGINEERING**
RKL INTEGRAL

**BUSINESS
CREATION**
BIZKAIA



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1. THE IDEA

We help you to see whether your idea has potential as a business opportunity, to improve it and to give it a business perspective.

2. THE BUSINESS PLAN

The business plan is fundamental to embark on a business venture. It will enable you to understand everything that is involved in setting up a company. It transforms your idea into a structured plan to turn it into reality. It allows you to assess whether an idea can work.

We process

2,181

applications in 2017




- Bizkaia 54%
- Gipuzkoa 23%
- Araba 13%
- Nafarroa 10%

applications

48%

make it through to the next

A photograph of three men in a workshop setting. The man on the left is wearing glasses and a dark blue jacket, standing with his arms crossed. The man in the middle is wearing a dark blue jacket and is sitting on a stool. The man on the right is wearing a white sweater and a blue puffer vest, standing with his arm around the man in the middle. In the background, there are various industrial machines and equipment.

**"Our hobby
is our job"**

DAVID BERMEJO
JOSEBA PÉREZ
GILLEN MURILLO

**MACHINING FOR
NAUTICAL USES**
JAPS-NAUTICAL DESIGN

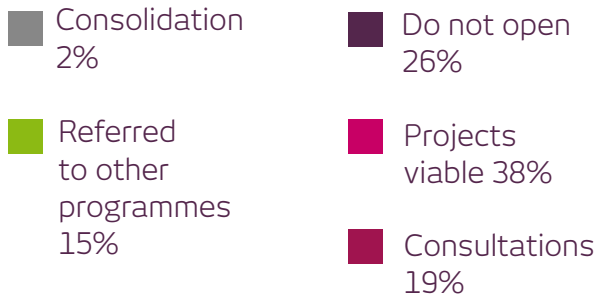
**BUSINESS
CREATION
BIZKAIA**



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3. FORMALITIES

The formalities to set up a company are usually cumbersome and we know what has to be done. We can clear up any doubts you may have about how to register as self-employment, paying social security, grants and subsidies, etc.



Projects
38%
THEY ARE VIABLE





be →

**"I do what
I really love"**

UDANE IRASTORZA

**DECORATION
FOR EVENTS**
KOLORE ARTE FLORAL

**BUSINESS CREATION
BIZKAIA**



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4. FINANCING

We will help you to produce a financing plan to assess the needs of your project and establish the most appropriate sources of funding and which will reduce the cost for you.

You can access financing under favourable terms and conditions and specific financing agreements for entrepreneurship: with the European Investment Fund, mutual guarantee societies, with social economy entities...

77%

310 LOANS

SIGNED UP FOR SOME
FORM OF FINANCING

FINANCING IN 2017

€ 8,500,000

FINANCING UNTIL 2017

€ 138 million

€56,111

AVERAGE INVESTMENT

The average amount invested in starting up new companies.

€27,300

AVERAGE LOAN AMOUNT

The average loan amount required to implement a business project.



"I'm my own boss: I decide"

JOSE ANGEL MAGRO

ESCAPE ROOM
ATRAMPADOS

BUSINESS CREATION
BIZKAIA

5. BUSINESS CONSOLIDATION

We will still be with you once your business is up and running

- **Team of Gaztenpresa mentors:** experienced advisers in business management, can help you through the early stages.
- **Gaztenpresa workshops and PRO seminars:** To keep up to date in managing your business it is essential to continue training.
- **Consulting PRO:** This service is available to answer any day-to-day management doubts (tax or legal matters, subsidies,...)
- **Networking:** with other entrepreneurs like you is a valuable way of sharing experiences and best practices.
- **Consulting PRO Service of LABORAL KUTXA:** You can always count with specialists in business management who can provide guidance as to the best PRO financial services for your business.

95
WORKSHOPS
GIVEN

1,020
ATTENDEES

402
CONSULTATIONS
PROCESSED
IN CONSULTING PRO

83
COMPANIES
IN CONSOLIDATION

**"I like business
management"**

IGOR ARBIOL

**CONSTRUCTION
COMPANY**
RIA REFORMAS

**CONSOLIDATION
PAMPLONA**



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MENTORING PROGRAMME

We look for a personalized accompaniment (in the framework of volunteering), to help you in the consolidation of your business.

An experienced entrepreneur and/or business manager accompanies a younger entrepreneur, offers advice and helps strengthen their business decision-making to help build up their management skills.

Benefits for the entrepreneur mentored

- Help in improving their business decision-making.
- Extending their network of contacts, obtaining sound advice from experienced people.
- Gaining learning spaces.

Benefits for the Mentor

- Helping to consolidate a young business fabric.
- Contributing their expertise and experience to society.
- Gaining learning spaces.

23
MENTORS
TRAINED

28
RELATIONSHIP
AGREEMENTS SIGNED

66
ENTREPRENEURS
TRAINED

**"I like working
for myself"**

LAURA CEPEDA

**INDUSTRIAL
SWEET BAKERY**

**MENTORING P.
BIZKAIA**



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FOSTERING ENTREPRENEURSHIP

One of the objectives of the Foundation is to encourage the entrepreneurial spirit to support the creation and consolidation of employment.

1

UNIVERSITIES TRAINING CENTRES

Support for universities and vocational training centres that wish to encourage entrepreneurial spirit and innovative projects among their students, in the form of financial support and specific actions.

2

SELF-EMPLOYMENT

Aimed at unemployed persons who are unfamiliar with the alternative offered by self-employment.

MONDRAGÓN
UNIBERTSITATEA

35
PROJECTS

MBAE3 MASTER'S DIPLOMA
IN ENTREPRENEURSHIP
AT THE UNIVERSITY OF
UPV / EHU

5 PROJECTS

TECNUN

116 PROJECTS

WE HAVE TAKEN PART IN

40
EVENTS



NOMAX



MONDRAGON UNIBERTSITATEA

Winning projects in the category of New Entrepreneurial Ideas:

1ST PRIZE: GEOSAFE

A range of products intended to monitor the soundness of civil infrastructures.

2ND PRIZE: JELLYFIZZ

Innovative, fun jelly snacks in a range of flavours, infused with CO₂

3RD PRIZE: BACKSENSE

Real-time monitoring of the position of patients' backs. The data are saved to a database for subsequent analysis by a specialist.

TECNUN U. DE NAVARRA

Sponsorship of the 13th Ingenuity and Design in Sport contest. The Tecnun-Gaztenpresa Prize was awarded to Paula Basterra, Leyre Cerrillo and Juncal Izaguirre of the Nuestra Señora del

Puy school in Estella, Navarre, for their idea for a recycling bin capable of shredding products.

MBAE3 UPV/EHU

2nd graduating class from the MBAe3 Master's Diploma in Entrepreneurship and Business Management at the University of the Basque Country, with three projects awarded prized by Fundación Gaztenpresa, a foundation owned by the bank Laboral Kutxa.

1ST PRIZE: ASPARIA GLYCOMICS

A project by Juan Echevarría that is now up and running at the CIC Biomagune bio-materials research centre in Donostia.

2ND PRIZE: ON-FASHION

A project by Leyre Ballesteros: a business-to-business platform in the field of fashion.

3RD PRIZE: AMAIA MUNUERA

Amaia defended what was judged to be technically the best business plan in the MBAe3 Master, which earned her a runner's up prize.



A group of four people (three women and one man) are smiling and posing in an office environment. They are dressed in casual business attire. The man in the center has his arms crossed and is wearing glasses. The woman next to him has her arm around his shoulder. They are all looking towards the camera.

MBAE3 UPV/EHU

COMMUNICATION

At Gaztenpresa we have several on-line channels which are tasked with three things: to provide information of value to potential entrepreneurs, to raise the profile of those who have already set up projects and to open up new platforms for dealing with anyone who has doubts.

1 CORPORATE BLOG

The profiles of entrepreneurs in their business projects have been raised.

2 SOCIAL NETWORKS



6,198
followers



3

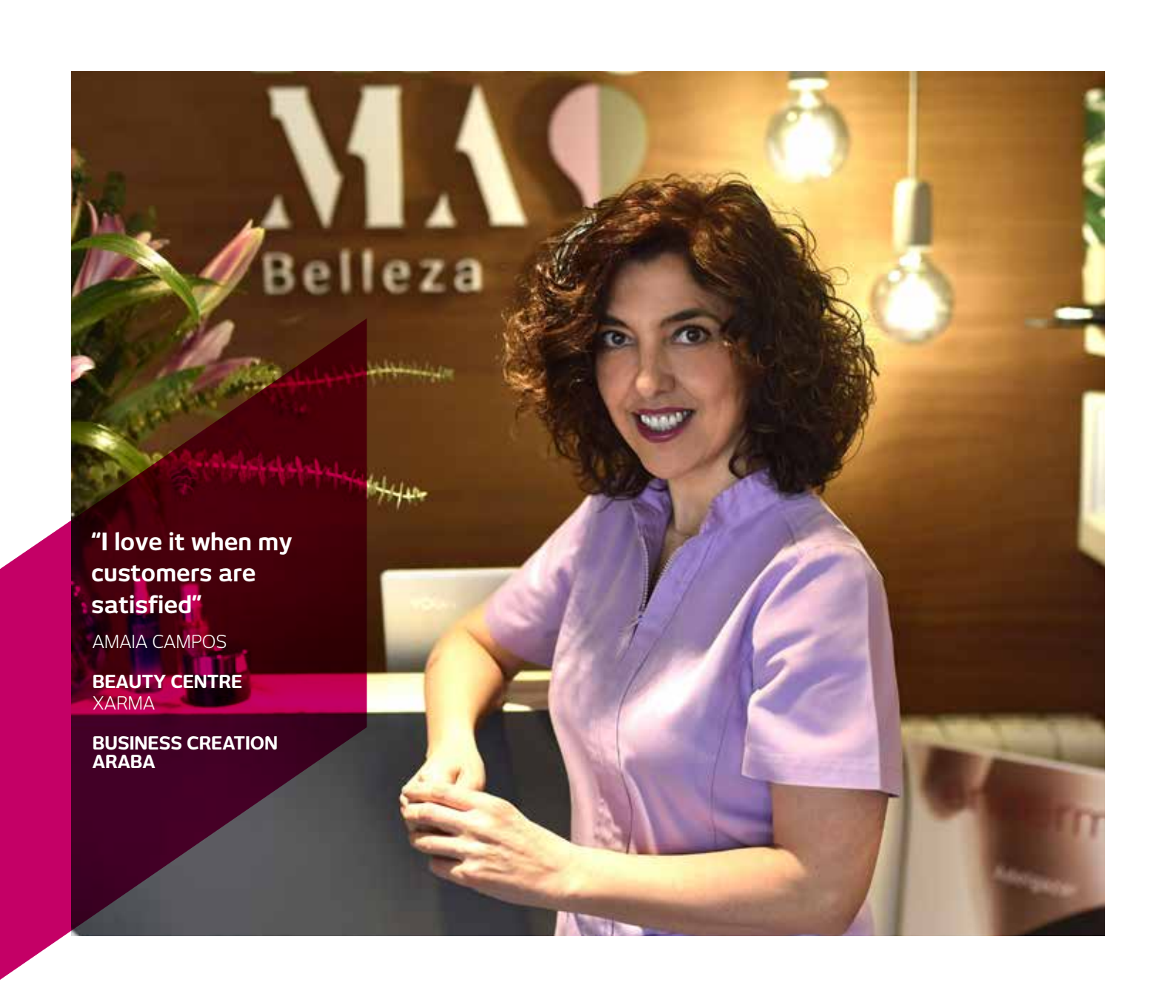
ADVERTISING, EVENTS

We carry out campaigns in media and participate in events to raise awareness of the work of the Foundation to entrepreneurs, whatever their age.

Some of the events in which we have taken part:

**START INNOVA SUMMIT
IN DONOSTIA**

**B-VENTURE
IN BILBAO**



**"I love it when my
customers are
satisfied"**

AMAIA CAMPOS

BEAUTY CENTRE
XARMA

BUSINESS CREATION
ARABA



**"Now was
the right time
to start
this project"**

JOSU LÓPEZ
ANDER SORIANO

PRINT PRINTERS
LA TRAMA DIGITAL
PRINT

**BUSINESS CREATION
BIZKAIA**



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BALANCE SHEET 2017


ASSETS	2017	NET WORTH AND LIABILITIES	2017
NON-CURRENT ASSETS	15,452	NET WORTH	174,298
		NON-CURRENT LIABILITIES	564,326
CURRENT ASSETS	890,622	CURRENT LIABILITIES	167,450
TOTAL ASSETS	906,074	TOTAL NET WORTH AND LIABILITIES	906,074

* Expressed in EUR.

2017 Profit and Loss Account

(Expressed in Eur)

A) SURPLUS OF THE FINANCIAL YEAR	2017
CONTINUED OPERATIONS	
1. Income from own business	860,980
a) Income from promotions, sponsors and associates	580,980
b) Subsidies, donations and legacies	280,000
2. Sales and other income from business operations	-
2. Costs from grants and others	(455,586)
a) Monetary grants	(5,707)
a) Non-monetary grants	(449,879)
3. Other income from the business	857
4. Other costs from the business	(401,203)
5. Depreciation of the fixed assets	(3,778)
6. Surplus provisions	-
SURPLUS FROM THE BUSINESS	1,270
7. Financial income	-
8. Financial costs	(72)
9. Exchange rate differences	-
SURPLUS FROM OPERATIONS	(72)
FINANCIAL	
PRE-TAX SURPLUS	1,198
11. Corporation tax	-
CHANGES IN NET WORTH RECOGNISED IN THE SURPLUS OF THE FINANCIAL YEAR	1,198
ADJUSTMENTS DUE TO ERRORS	-
TOTAL RESULT, CHANGES IN THE NET WORTHY IN THE FINANCIAL YEAR	1,198



**"Now was the right
time to start this
project"**

JUAN IGNACIO URGUZA

LANGUAGE CENTRE
JOHNS SCHOOL

BUSINESS CREATION
ARABA

Where to start?

Dare to set up your own business

GAZTENPRESA FOUNDATION

www.gaztenpresa.org



900 101 143



info@gaztenpresa.org

NETWORK OF OFFICES

LABORAL KUTXA

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