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International Association of Science Parks
and Areas of Innovation

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Project: 360° entrepreneurship

ENTREPREUNERSHIP IN ANDALUSIA, SPAIN



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The profile of an Andalusian entrepreneur



POTENTIAL ENTREPRENEURS

- Average age of 36.3 years old
- The percentage of women intending to set up their own business is higher than men (51.6% versus 48.4%),
- 43.6% of potential entrepreneurs have secondary education and 39.0% have higher or graduate studies

STARTUP ENTREPRENEURS

- The average age of start-up entrepreneurs (or relatively new entrepreneur) is 40.3 years old
- 57.4% of start-up and new entrepreneurs are women
- Most start-up or new entrepreneurs have higher education or graduate degrees (42.6%)
- 40.5% have received specific training in business creation.

Characteristics of the new business initiatives



- Most are **consumer-oriented** (60.2%)
- (93.9%) fall in **areas with very low or low technological development**, slightly higher than the national average 90.6%.
- A large proportion are **microenterprises** (37.8%) that only generate the job of the person leading the initiative.
- **16%** of companies are **very innovative** and 25.5% somewhat innovative
- The percentage of those entrepreneurs using **new or last generation technologies** (35.0%) **increased** compared to 2013
- 42.6% plan to **export** more than 25% of production

Opportunities for startups - Andalusian STPs/BICs



Andalusia has 11 Science and Technology Parks in its 8 provinces with 1,155 companies located within these Science Parks of which about 100 are international. Andalusia Science and Technology Parks hold about 13 business incubators. Some have a relationship with business incubators outside the park or are in the planning process to build one in their Park.

The Andalusian STPs



- Technology Park of Andalusia (PTA) - Málaga
- Science & Technology Park of Almeria (PITA) - Almería
- Agribusiness Science & Technology Park of Jerez - Cádiz
- Aerospace Technology Park of Andalusia- Sevilla
- Science & Technology Park of Rabanales -Córdoba
- Tecnobahia Technology Park - Cádiz
- Science & Technology Park of Huelva - Huelva
- Health Sciences Technology Park (PTS) - Granada
- Geolit Science & Technology Park - Jaén
- Dehesa de valme research & development Park - Sevilla
- Cartuja Science & Technology Park - Sevilla

Opportunities for startups - ANDALUSIA GOVERNMENT - 'Andalucia emprende' Business development centres

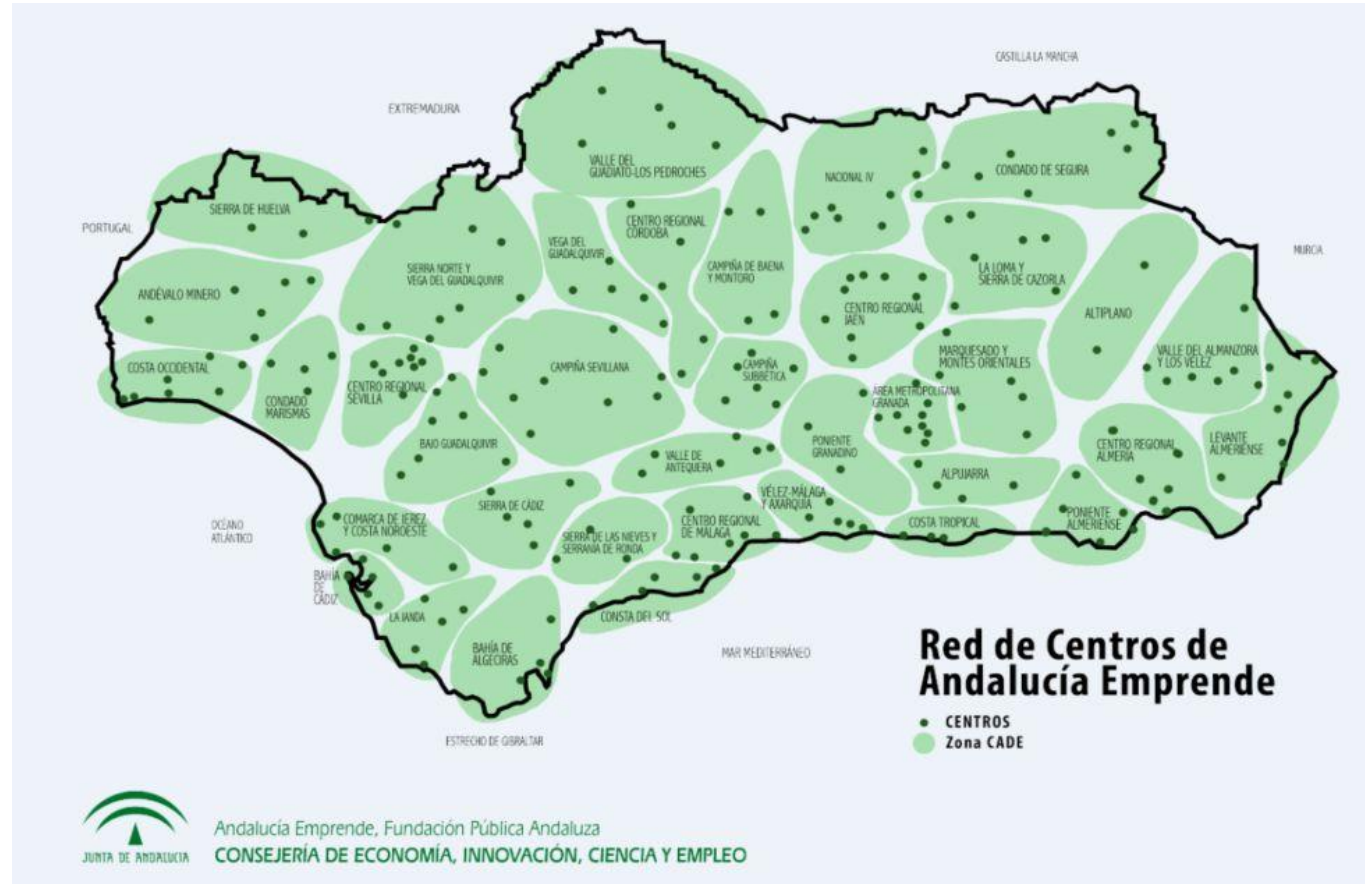


- Mission and objectives
 - “... promote entrepreneurial initiative and business development in order to contribute to a more dynamic regional economy and Andalusia society”
- Services and projects provided:
 - Fostering an enterprise culture
 - Support for business projects and business creation
 - Support to consolidate Andalusia projects and businesses

BUSINESS DEVELOPMENT CENTRES (cade)



Andalucía Emprende has more than 200 centres to support business development, with a wide range of services to promote or strengthen business ideas.



- The International Entrepreneurship Forum organised by the Andalucía regional government (Andalucía Emprende) took place in October 2015 with over 200 top experts involved.
- Key conclusions
 - **Public Administration** constitutes a **key tool** in its role of regulator and rule maker.
 - **Important tools: ICT** for the search for funding, of **mentors** and managers, of **training** and setting up **spaces and forums** to foster public-private sector collaboration and of improving the **tax regime**.
 - **Administrative** and bureaucratic **obstacles** need to be reduced.

Obstacles to entrepreneurship - Andalusia



MAIN OBSTACLES:

- Lack of or inadequate **financial support**
- Certain government **policies**
- Social and **cultural** norms
- **Lack** of entrepreneurial **skills**
- **Lack** of **education** and training in entrepreneurship.

POTENTIAL SOLUTIONS:

- Established strategies to improve the achievement of objectives. Based on **simplifying administrative procedures** to set up a business; **improving regulations** in the areas of tax and social security during the initial years of a business.
- **Provide technical support** for validation of business ideas and to prepare business plans to reduce risk; make public and private tailor-made **financial instruments available**, with a reduction in guarantees like risk capital, crowd funding, and microcredits.



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