



entrepreneurship promotion

*TOOLS TO DEVELOP
ENTREPRENEURIAL
ENVIRONMENTS*



how do we do it from Valnalon?

Through our own working methodology and three key activities:



1 **create:** pre-incubation

Since 1992, the **VALNALON Project Seedbed**, also known as Business Pre-incubator, has been supporting all entrepreneurs who want to create their own business.

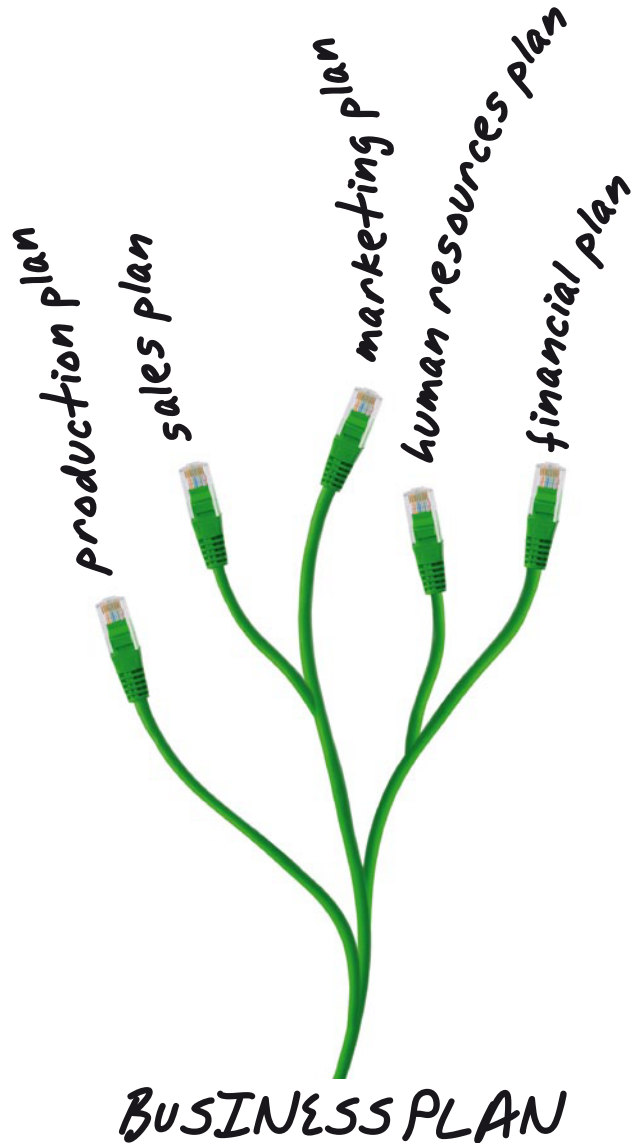
We support them throughout the development of our work:

- In the development of their **BUSINESS PLAN**.
- Enhancing their entrepreneurial skills.
- Providing technical training in business management.

Our methodology is based on constant "individual and group training" of entrepreneurs, involving the business community in the process.

The Projects Seedbed has been designed so that it serves as a SPACE for:

- "Tailored" advice through tutorials.
- Training, information and business promotion.



why promote entrepreneurship?

Promoting Entrepreneurship is a response to the need for a social change that encourages the development of Entrepreneurial Culture through supporting the creation and consolidation of businesses.

This process IS **BORN** with the **business idea**, it is **DEVELOPED** in the business plan with advice and training and it is **CONSOLIDATED** as a company with a physical space and support.

The aim of the Promotion of Entrepreneurship

To support people with entrepreneurial initiative in the development of their business plan and entrepreneurial skills in order to turn an idea into a successful company.



2 **develop:** *incubation*

Since 1989 the **VALNALON Business Center**, also known as Business Incubator, helps companies in their creation and development by providing them with all the tools they need with the best economic conditions and services. The ongoing advice during their stay and the contact with the business community gives businesses an excellent preparation to improve their market competitiveness. To this aim, the **Business Center** offers the following services:

- An area with industrial warehouses and offices for temporary rental.
- Shared facilities (management of incoming calls, meeting rooms, training rooms, photocopying, library, dining room, canteen, etc).
- Business tutorials.
- Training in business management.
- Workshops and seminars for networking.
- Enterprising Network

3 **consolidate:** *promotion of business infrastructures*

Since 2003, **VALNALON's Development of Business Infrastructures** has been providing businesses with the support they need in order to consolidate their growth. If they choose to locate in the mining areas, they will be equipped with:

- **Industrial units and offices** to suit their needs
- **Favourable conditions for buying the property.**

Option to purchase is the form chosen for companies to access the ownership of industrial units. Through this monthly rent, once the commitments of employment and activity have been fulfilled, the purchase option can be taken in advance, at which point the premises become property of the company.

Regarding the offices, businesses can access them through a monthly rental without any stated duration of contract.



tools to develop



entrepreneurial environments

METHODOLOGY TRANSFER:

Entrepreneurship Promotion Projects

After many years promoting Entrepreneurial Culture we have met many people from other countries in various circumstances. This has allowed us to collaborate with other organizations since 1992, **transferring the experience and methodology of our Entrepreneurial Promotion Projects:**

- 1. Project Incubator**
- 2. Business Centre**
- 3. Development of Business Facilities**

Some of these entities and the work performed with them are the following.

1. Business creation

Transfer of implementation methodology and management of Project Incubators in Spain:

- ADI Zánacara Region (2011)
- Manchuela Conquese Region (2011)
- Monegros Development Centre (Aragón, 2010)
- Canary Islands Business University Foundation (La Laguna, 2007)
- Canarian Association of Rural Development (Canary Islands, 2007)
- Madrid City Council and Business-University Foundation (Madrid, 2006)
- Business and innovation Centre, Asturias Technology Park (Llanera, 1992)



METHODOLOGY TRANSFER:

Entrepreneurship Promotion Projects

2. Business development

Transfer of methodology for implementation and management of Project Incubators

- Madrid City Council and University-Business Foundation (Madrid, 2006)
- Asturias Technology Park (Llanera, Spain, 1992)
- Business and innovation Centre, Asturias Technology Park (Llanera, Spain, 1992)

3. Business consolidation

Consulting and technical management of business infrastructures

- Lugo City Council, Draft project on industrial infrastructure (Lugo, Spain, 2011)
- Chamber of Commerce (Aviles, Spain, 2009)
- Business Owners and Users of Industrial Land Association of As Pontes (A Coruña, Spain, 2008)

Support for business creation and development as part of Cooperation Projects

- Asturian Centre in Sao Paulo (Brazil, 2009)
- Industrial and Technology Park of Cerro, Montevideo (Uruguay, 2003)
- Business Promotion Centre, Asunción (Paraguay, 2003)
- Business Centre in Beira (Mozambique, 2002)



4. Resources

We produce and publish educational materials for technical staff and entrepreneurs, which serve as a tool for implementing our Entrepreneurship Promotion Projects:

- **"Driving license for Entrepreneurship"** Handbook: Training Materials designed for those who want to start a business project. It includes the "Business Plan" workbook.
- **"Guide to the creation and management of Project Incubators"** Teaching materials for technical staff engaged in advising and management of a project incubator.
- **"Platform Web VALNALONCREA"**, designed to manage projects Business Incubators.

VALNALÓN BUSINESS CENTRE

Creation and enterprise development

Availability of Office Space:

Location: Valnalon Industrial Estate,
Langreo, Asturias

Built area: 1.102 m²

Opening date: 1992

Number of offices: 26

Office size: from 18 m² to 131 m²

Rental method: Limited period
(maximum 5 years)

Availability of spaces: INDUSTRIAL UNITS

Location: Valnalon Industrial Estate,
Langreo, Asturias

Built area: 1.375 m²

Opening date: 1992

Number of units: 10

Unit size: from 69 m² to 446 m²

Rental method: Limited period
(maximum 5 years)



VALNALÓN BUSINESS CENTRE

Creation and enterprise development

The Valnalon Business Centre offers companies a space for their development consisting of offices and industrial buildings.

These companies must meet the following CRITERIA:

- Be a newly created business or to have started the activity, a maximum of six months before the application date.
- Have a viable business plan validated in the Project Incubator.
- Develop a legal and ethical activity, appropriate to the characteristics of the Business Centre without presenting an environmental or social hazard.
- Companies must be innovative by nature.



DEVELOPMENT OF OFFICE BUILDINGS

Enterprise consolidation

Statistical data of the development:

Location: Valnalon Industrial Estate, Langreo, Asturias

Plot size: 4.690,93 m²

Built area: 3.600 m²

Delivery date: September 2006

Office size: from 20 m²

Technical specifications of the development:

Car park in the basement: 50 available spaces

Lift

Reception area and management office

Central heating

Ready for air conditioning installation

Suspended ceiling

Raised floor

Modular spaces

Possibility of installing some small laboratories on the ground floor

Economic terms of the development:

Rental method: Unlimited period



PUBLIC DEVELOPMENT OF INDUSTRIAL UNITS IN THE MINING AREAS *

Enterprise Consolidation

Statistical data of the development:

Location: Valnalon Industrial Estate, Langreo, Asturias

Plot size: 4.652,12 m²

Built area: 3.000 m²

Delivery date: September 2003

Number of units: 7



Technical specifications of the development:

Span: 15 m

Eaves height: 8 m

Minimum area: 250 m²

Maximum area per unit: 750 m²

Main door: 5 m wide, 5 m high

Structure adequate for a 5 MT crane (including cantilevers and excluding rail beams)

Toilets and changing rooms



Economic terms of the development:

Sale method: Rental with option to purchase in 12 years

Estimated sale price: 450 €/ m² (to be updated yearly)



* This development is part of the Complementary Recovery Scheme for the Mining Areas, signed by the Government of the Principality of Asturias and the Trade Unions SOMA - FIA -UGT and Industrial Federation of CCOO (2001-2005)

PUBLIC DEVELOPMENT OF INDUSTRIAL UNITS IN THE MINING AREAS *

Enterprise Consolidation

Statistical data of the development:

Location: Vega de Baiña Industrial Estate, Mieres, Asturias

Plot size: 4.644 m²

Built area: 3.000 m²

Delivery date: September 2003

Number of units: 10

Technical specifications of the development:

Span: 15 m

Eaves height: 8 m

Minimum area: 250 m²

Maximum area per unit: 750 m²

Main door: 5 m wide, 5 m high

Structure adequate for a 5 MT crane (including cantilevers and excluding rail beams)

Toilets and changing rooms

Economic terms of the development:

Sale method: alquiler con opción a compra a 12 años

Estimated sale price: 450 €/m² (to be updated yearly)

CAUDAL I



* This development is part of the Complementary Recovery Scheme for the Mining Areas, signed by the Government of the Principality of Asturias and the Trade Unions SOMA - FIA -UGT and Industrial Federation of CCOO (2001-2005)

PUBLIC DEVELOPMENT OF INDUSTRIAL UNITS IN THE MINING AREAS *

Enterprise Consolidation

Statistical data of the development:

Location: Vega de Baiña Industrial Estate, Mieres, Asturias

Plot size: 11.463 m²

Built area: 6.400 m²

Delivery date: September 2007

Number of units: 8

Technical specifications of the development:

Span: 15 m

Eaves height: 8 m

Minimum area: 300 m²

Maximum area per unit: 1.800 m²

Main door: 5 m wide, 5 m high

Structure adequate for a 10 MT crane (including cantilevers and excluding rail beams)

Toilets and changing rooms

Economic terms of the development:

Sale method: Rental with option to purchase in 12 years

Estimated sale price: 470 €/m² (to be updated yearly)

CAUDAL II



* This development is part of the Complementary Recovery Scheme for the Mining Areas, signed by the Government of the Principality of Asturias and the Trade Unions SOMA - FIA -UGT and Industrial Federation of CCOO (2001-2005)

VALNALÓN BUSINESS CENTRE

Enterprise consolidation

Availability of Office Space:

Location: Valnalon Industrial Estate, Langreo, Asturias

Built area: 800 m²

Opening date: 2011

Number of offices: 14

Office size: from 20 m² to 170 m²

Rental method: Unlimited period

**THE
WATCHES
BUILDING**



VALNALÓN BUSINESS CENTRE

Enterprise consolidation

These facilities offer business space for corporate consolidation and support services.

Typology of business users:

- ICT Companies.
- Employment-generating companies.
- Companies that come from business centres.
- Companies consolidated with difficulties of location.
- Companies from outside the region.



VALNALÓN BUSINESS CENTRE

Enterprise consolidation

Typology of business users:

Location: El Entrego, Asturias

Built area: 3.003 m²

Opening date: 2011

Number of offices: 11

Office size: from 100 m² to 1.330 m²

Rental method: Unlimited period

**E-TIC
BUILDING**



VALNALÓN BUSINESS CENTRE

Enterprise consolidation

These facilities offer business space for corporate consolidation.

Typology of business users:

- ICT Companies.
- Companies with research or technological innovation component.
- Employment-generating companies.
- Companies that come from business centres.
- Companies consolidated with difficulties of location.
- Companies from outside the region.



SCHOOL OF WOMEN ENTREPRENEURS OF ASTURIAS (EEEE)

Creation and enterprise consolidation

Office space:

Location: Avilés, Asturias

Built area: 1.500 m²

Actions:

- Training of women entrepreneurs
- Pre-incubator services
- Advice on equality plans
- Mentoring programme
- Networking



SCHOOL OF WOMEN ENTREPRENEURS OF ASTURIAS (EEEE)

Creation and enterprise consolidation

The school of women entrepreneurs of Asturias aims to facilitate the creation and development of enterprises promoted by women. It also wants to boost the participation of women in all sectors of economic activity.

Destinatarias:

- Unemployed women who have a business idea.
- Women who wish to receive information or training on self-employment.
- Women entrepreneurs.
- Women executives.
- Social enterprising women.
- Technical staff.



OTHER PROGRAMS:



entrepreneurship education

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