

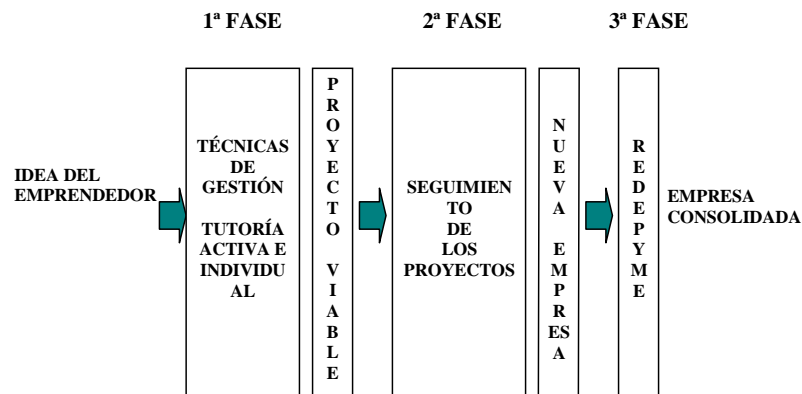


## The European Social Fund in action 2000-2006 Successful projects

<b>Country</b>	:	Spain
<b>Project name</b>	:	CRECE. Company creation and consolidation programme
<b>Project description, aims and results</b>	:	<p>The aim of the CRECE Programme is to develop a training and counselling programme for entrepreneurs and SMEs for the period 2000-2006.</p> <p>EOI began to deliver company creation and consolidation programmes at the end of the 1980s. In 1994 it benefited from two ESF Operation Programmes (1994-1999) for this purpose. The ESF granted a further two Operation Programmes for the period 2000-2006.</p> <p>The CRECE Programme has the backing of the Ministry of Industry, Tourism and Trade, the European Social Fund, the Spanish Confederation of Savings Banks and a network of 60 prestigious institutions all over Spain which co-finance and support it.</p> <p>EOI focuses especially on:</p> <ol style="list-style-type: none"><li>1. Creating competitive companies</li><li>2. Companies that respect the Environment (sustainable development)</li><li>3. Promoting innovation and the application of new technologies</li><li>4. Promoting sex equality in all our actions</li></ol> <p>EOI methodology has three stages:</p> <p>a) From the idea to the project: a course with combined class and counselling sessions to support the entrepreneur/businessman in his viable project/business plan.</p>

b) From the project to setting up the company: after the course has finished the entrepreneur/businessman continues to receive support to set up his business/implement his strategic plan.

c) From the setting up of the company to its consolidation: once the company is up and running, EOI incorporates it into a network (REDEPYME) of 3,200 SMEs set up on its courses. It provides these companies with a number of services to consolidate them and help them grow.



1<sup>st</sup> STAGE    2<sup>nd</sup> STAGE    3<sup>rd</sup> STAGE

ENTREPRENEUR'S IDEA, MANAGEMENT TECHNIQUES, ACTIVE AND PERSONAL COACHING, PROJECT MONITORING, NEW COMPANY, CONSOLIDATED COMPANY

The CRECE Programme provides the following lines of support to entrepreneurs and SMEs:

1. Internationalisation
2. Innovation
3. Sustainability
4. Implementation of quality systems
5. Modernisation of traditional sectors
6. Business networks.

## 2000-2006 CRECE Programme Figures

	1999 Accumulated Results	2000- 2005 Results	2006 Forecast
Programmes delivered throughout Spain	300	628	120
Participants	6,720	15,300	3,000
Comp. creat. and consol. proj.	5,440	12,240	2,400
Companies created or consolidated	2,500	8,580	1,716
REDEPYME Companies	1,900	3,200	3,200

Source: own, EOI 2006.

The survival rate of companies created or consolidated by our institution is approximately 90%, which is much higher than the national figure.

### Survival of companies two years after completing the course

	Men	Women	Total
Closed before 2 years	1.9%	2.2%	2%
Still operating	91.3%	86%	89.7%
Other	4.8%	7.5%	5.6%
DK/NA	1.9%	4.3%	2.7%

Source: Survey on the job success of ESF course beneficiaries. INMARK, 2005.

### **Incorporation of students into the labour market**

In a study done by INMARK S.A. in 2005 for EOI to examine the effectiveness of training actions, where a random telephone survey was done to 1,037 beneficiaries, assuming a  $\pm 2,97\%$  statistical margin of error for total distributions in simple random sampling and working with a 95.5% confidence margin and assuming the most unfavourable population variance ( $p=0.5$ ), we obtain the following data:

**Beneficiaries' situation when they did the course:**

	Men	Women	Total
Working	70.4%	49.5%	60.6%
Unemployed	29.6%	50.5%	39.4%

*Source: Survey on job success of ESF course beneficiaries. INMARK, 2005.*

**The year when the study was done (2005), only 6.5% of the students were unemployed (2.8% men and 10.4% women)<sup>1</sup>**, which implies a 32.9% decrease in unemployed in absolute terms. Even so the employment differential still exists between men and women.

- Redepyme Associated Companies, over 3,200
- Medium size of Redepyme companies, 7 jobs/
- Redepyme company annual aggregate sales, €1,350 million
- Redepyme company net direct jobs, 21,000 jobs
- Annual consolidation of companies that are more than 8 years old, 1,800 companies
- Job creation programmes with technological and/or innovation content, 30%
- Company consolidation and growth programmes with technological and/or innovation content, 70%

<sup>1</sup> In the last quarter of 2005 the global unemployment rate, according to the Working Population Survey (EPA) rose to 8.76%, and male unemployment was 6.68% and female unemployment 11.6%. EOI results were 3.88% less than average male unemployment and 1.2% less than female unemployment.

	EOI methodology was chosen by the EU DG XXIII (Enterprise) as one of the best practices to be presented at the conference “SME Support services”, held in Vienna in April 2002.
<b>ESF (*) priority area</b>	: Workforce adaptability
<b>Project length</b>	: 2000 - 2006
<b>ESF financing</b>	: euros European Social Fund co-financing is 70% in target regions 1 and 45% in target regions 3.
<b>Total financing</b>	: 65 million euros
<b>Name of coordinating institution</b>	: Fundación de la Escuela de Organización Industrial
<b>Person to contact, e-mail</b>	: Luis Sánchez Henríquez <a href="mailto:luissanchez@eoi.es">luissanchez@eoi.es</a> Tel: 00.34.91 349 56 30 00.34.91 349 56 00

(\*) workforce adaptability, social incorporation, lifelong learning, active employment policy, participation of women.