

Presenting the Good Practices of the Andalusian Agency for Innovation and Development (IDEA) consisting of grants in aid for business growth as part of the Programme of Incentives for Industrial Development and Employment Creation in Andalusia, province of Cordoba, in 2015-2016.

The business growth programme provides aid to business projects, primarily in the industrial sector or service sector linked to industry, targeting companies that already have facilities operating in Andalusia that require an initial investment and have plans to create new jobs. The programme recipients include the companies **Polímeros Gestión Industrial, S.L.**, **Cristalería Encinas, S.L.** and **Galbis Reforestal, S.L.**

Polímeros Gestión Industrial, S.L. manufactures polycarbonate panels, sheets, pipes and other products. With the financial support received, it was able to open a factory that makes translucent polycarbonate panels. Polycarbonate is a type of advanced plastic that is having positive results in the construction sector and building renovation and upgrading thanks to its energy efficiency, acoustic and thermal insulation, and recyclability. For its part, **Cristalería Encinas, S.L.** invested in updating the company with new facilities and machinery for cutting, manufacturing, transforming and tempering plate glass.

Finally, **Galbis Reforestal, S.L.** invested in the start-up of a new production centre for knotted mesh and barbed wire, with two new production lines turning out more than 2,300 tonnes per year, a new industrial warehouse and the acquisition of new processing equipment. An Intelligent Industry 4.0 system using IoT (Internet of Things) technology was also designed and implemented.

The eligible cost of this line of incentives in Cordoba is €7,493,025.98, of which **€6,244,188.32 was financed by the European Regional Development Fund (ERDF).**

This line of incentives for business growth in the province of Cordoba has enabled **213 new jobs to be created and another 975 to be maintained.**

It is considered good practice because it meets the defined criteria.

1. The role of the ERDF has been widely disseminated among beneficiaries, potential beneficiaries and the general public.

The companies have affixed the required nameplates in areas accessible to the public and on the machinery acquired as part of the ERDF-subsidised projects.



Likewise, the beneficiary companies have publicised it on their websites:



ERDF's support was also mentioned on the signage and images of the audio-visual microspace describing each one of the projects, as seen in the following screenshots:



These videos are published on the YouTube channel of the IDEA Agency and can be found at:

- **Polímeros Gestión Industrial, S.L.:** <https://youtu.be/HMadc6gtcgE>
- **Cristalería Encinas, S.L.:** https://youtu.be/QV_imqK7zl0
- **Galbis Reforestal, S.L.:** <https://youtu.be/Wol37LZy--M>

2. The innovative aspect of the programme.

One of the objectives of this line of incentives is to contribute to industrial development and job creation in Andalusia by promoting productive innovation, i.e. projects that involve the practical application of innovation to industrial production or product marketing.

In the case of **Polímeros Gestión Industrial, S.L.**, ERDF funding was used for a new industrial plant and the purchase of advanced machinery that has allowed the company to incorporate innovative processes into the production of panels made of this translucent material with new shapes and profiles that did not previously exist in the market. This material has the ability to make brighter buildings, warmer offices, safer production plants, as well as stronger telephone booths and indestructible partition walls.



For **Galbis Reforestal, S.L.**, the funding allowed it to open a new production centre for knotted mesh fencing which is used to enclose properties such as farms or pastures and is composed of vertical and horizontal wires knotted together. It is used to protect farms and livestock and until now was not manufactured anywhere in Andalusia. An Intelligent Industry 4.0 system will be designed and implemented using IoT (Internet of Things) technology that will connect the physical world to the digital world, boosting the company's competitiveness by optimising production management.

The new plate glass manufacturing and tempering line installed by **Cristalería Encinas, S.L.** makes the company more competitive, since there are hardly any transformative industries of this kind in the country. A new furnace was installed with the latest convection heating technology (which creates a uniform temperature throughout the furnace), one of the few that exists in Spain. These state-of-the-art furnaces offer numerous advantages over those that heat by radiation, improving energy efficiency in the manufacturing process, increasing production and obtaining higher quality finishes.

3. Results obtained compared to stated objectives.

Projects to modernise companies with innovative products and technologies such as the kind supported by the business growth programme in the province of Cordoba establish a direct link between the companies' development and their competitiveness.

In the case of **Galbis Reforestal S.L.**, the company is now able to supply its own product to the brands it markets at the European level and can sell its wire mesh to other distributors, so that it now has greater control over the final product and can provide customers with better service.



The project carried out by **Cristalería Encinas, S.L.** has enabled it to manufacture a product with greater added value and to access new markets while also making the manufacturing process more energy-efficient. The company is now more competitive.

Finally, following the investment made by **Polímeros Gestión Industrial, S.L.**, the company from Cordoba has doubled its turnover in recent years thanks to improved production capacity.

4. Contribution to the resolution of a regional problem or weakness.

The fundamental aim of this incentive programme, and particularly the Business Growth line, is to create stable, quality employment by boosting the economic activity of companies that are now more competitive.

Unemployment is compounded by the difficulty of accessing business financing, a major obstacle faced by Andalusian companies, especially SMEs, which can sometimes slow down the development of investment plans. These projects are yet another instrument to help reduce barriers to business development.

The success of the Business Growth line of this incentive programme in the province of Cordoba is reflected by the fact that ERDF funding has promoted more than €53.7 million in private business investment which, as already mentioned, has led to the creation of 213 jobs and

the maintenance of another 975. In the specific case of the projects of these three companies, **Polímeros Gestión Industrial, S.L., Cristalería Encinas, S.L. and Galbis Reforestal, S.L.**, a total of €9.27 million was invested and 37 jobs were created.



5. Ample coverage of the target population.

The Business Growth line of Programme of Incentives for Industrial Development and Employment Creation in Andalusia in 2015-2016 covers all SMEs in the industrial and service sector in the province of Cordoba.

In the case of **Cristalerías Encinas, S.L.**, their project in a region where the livestock sector is one of the main economic drivers contributes to the population remaining in the area by expanding industrial sectors and, consequently, creating job opportunities in a region, Los Pedroches, whose population has been steadily declining since 2008 and which shrank by nearly 1% between 2016 and 2017.



Polímeros Gestión Industrial, S.L. focused on the development of non-conventional construction solutions and new materials, which as an auxiliary industry to construction will benefit the economy of Cordoba. Likewise, its product offers an alternative to traditional solutions for building or renovating the industrial buildings of local and regional companies, also covering the service and catering sectors in order to serve a broad spectrum of the population.



Finally, **Galbis Reforestal, S.L.**, as a company operating in an auxiliary industry to the livestock sector, a large part of the population will benefit from its products. Knotted mesh and barbed wire are products in high demand, since Cordoba is the province with the largest stockbreeding sector in Andalusia. Stockbreeding accounts for an average of 18% of all agricultural production in the province, with more than €270 million in 2017. In addition, most pasture land in the province of Cordoba is in the Valle de los Pedroches, where the company is located.



6. The horizontal criteria of equal opportunity and non-discrimination, as well as social responsibility and environmental sustainability have all been taken into account.

Generally speaking, the aims of this incentive programme in Cordoba are to promote and encourage the employability of women, to promote an entrepreneurial culture and to strengthen the social economy and contribute to the development of sustainable industrial activity that respects the environment.

In the case of the three featured projects, the aid received is aimed at environmental sustainability. The project undertaken by **Polímeros Gestión Industrial, S.L.** has a fundamental impact on the introduction of new materials into construction, making progress towards a more sustainable model based on environmental protection and greater energy efficiency. The panels they manufacture are used to build, renovate and upgrade buildings and

the advantages they offer include energy efficiency, acoustic and thermal insulation and the ability to be recycled, all with the consequential impact on energy savings.

The products manufactured by **Galbis Reforestal, S.L.** are intended to protect farming and livestock operations by closing off perimeters. They have also developed special metal fencing for reforestation purposes, to increase the population density of native vegetation in areas suffering from deforestation and also to protect against the negative effects that stockbreeding activities can have on the environment, thus promoting sustainability.

For the project undertaken by **Cristalerías Encinas, S.L.**, the company installed a furnace equipped with state-of-the-art convection heating technology which is not commonly found in Spain but which, due to its energy efficiency and productivity, is considered to be the furnace of the future. Convection heating has three main advantages: it is more energy-efficient, more productive, and obtains higher quality finishes.



7. Synergies with other public intervention policies or instruments.

The objectives of the Business Growth programme are aligned with those of the European Union's Europe 2020 Strategy on intelligent, sustainable and inclusive economic growth which contributes to the generation of high levels of employment, productivity and social cohesion. This Strategy is reflected in different policies and strategies designed by the Government of Andalusia.

For example, the project of **Polímeros Gestión Industrial, S.L.** is included in the Andalusian Innovation Strategy 2020 (RIS3 - Andalusia) as it fosters renewable energy, energy efficiency and sustainable construction, as well as the use of new construction designs and materials.

The projects of **Galbis Reforestal, S.L.** and **Cristalerías Encinas, S.L.** are likewise aligned with the Andalusian Industrial Strategy 2020 which aims to achieve an efficient and competitive industry by introducing technological innovation to boost productivity.