



PARTNER SEARCH

CALL FOR PROPOSALS 224-G-GRO-PPA-16-9235

Entrepreneurial capacity building for young migrants

General information about the proposal

Title of the project

To be defined

Lead Applicant

Chamber of Commerce of Perugia

Budget information

Max budget: € 632.352,00 - Co-financing (%): 85%, max EU contribution: € 537.500,00

Deadline for the preparation of the proposal

30/11/2016

Duration of the project

Max 24 months

Deadline for the submission of the candidature

20/10/2016

Type of Partners sought

We are looking for Organizations that are active in supporting the economic and social integration of migrants **and/or** in supporting entrepreneurs established in any Member State of the EU, except Italy. The partner should be preferably:

- Chamber of commerce and industry and similar bodies;
- Public authorities and public administrations (at the national, regional or city level);

Applications from the following type of Organisations will also be assessed:

- NGOs, non-profit organizations, associations and foundations working with migrants;
- Education and training providers (public and private);
- Business support organizations and incubators;

Due to the nature of this pilot action, **it is required the all activities foreseen in WP1, WP2 and WP3 are performed, in parallel, in each country represented in the consortium** (please see in ANNEX I the list of envisaged WPs and Tasks).

Accordingly, candidate partners must ensure the capacity and possibility to deliver all tasks foreseen in the WP1, WP2 and WP3, **autonomously or with the support of another local partner** (or affiliated entity) to be involved in the action.

WP4 is devoted to exchange of knowledge and coordination, therefore the participation of each partner is subject to its role in the project.



WP5 is devoted to the project coordination; all partners are required to contribute to its implementation.

Partner(s) will be preferably required to perform project activities covering a geographic area corresponding to **NUTS 2 level**.

Project proposal

Justification (*excerpt from the call text*)

“Europe is facing an unprecedented wave of migration: European countries have become an immigration destination for many populations facing distress in their home countries. The economic integration of migrants is one of the priorities of the EU comprehensive approach to migration. It is crucial to empower migrants and refugees to develop the skills and to get access to knowledge and support schemes that can enable them to build a solid livelihood, and also to create added value. This should include the possibility of becoming entrepreneurs and thus contribute to further job creation. Entrepreneurship is one of the ways to ensure the integration and the economic independence of migrants.

The migration challenge can be turned into an opportunity to create more growth and jobs: Europe needs all its talents and migrant entrepreneurs represent a source of untapped potential for creation of new jobs. Already 6.6% of self-employed people in the European Union were born outside of their country of residence, which is more than 2 million people. Of these foreign-born self-employed people, 47% were born outside of the European Union. Some studies show that on average immigrants are more prone to set up their own business compared to EU citizens with a non-migrant background.

There is an economic interest in facilitating entrepreneurship among migrants already living or coming to the EU. Indeed, according to recent studies immigrants from Syria and other war-torn countries are on average less educated than the native population or other immigrants: they are twice as likely to have only a lower secondary education or less, and are significantly less likely to have gone to college. According to a survey conducted in Germany in 2014, only 8.3 % of Syrian refugees had a tertiary education, and 80 % of refugees registered as unemployed had not completed any vocational training. It is therefore particularly important to support the migrants who want to become self-employed not only in high-growth sectors but also in low-tech domains, and to provide them as early as possible with the necessary training.”

Objectives of the proposal

The scope of this initiative includes interventions that target legally-staying third-country nationals in the territory of the EU who can attend training activities according to the applicable legislation in the host country. In order to avoid redundant definitions, in the text of this call for proposals the above target group will be thereafter generically referred to as “migrants” or as “having a migrant background”.

This initiative focuses on giving information, training and support to migrants, especially the young ones, in order to help them establishing their own business.

The first necessary step is mapping the skills, experiences and aspirations of migrants, in particular of those newly arriving to the EU. Through a first check-up, those who have the potential for, and interest in self-employment can be identified, while the others can be directed to other occupations depending on their profiles. The identification of skills and talents could be carried by local employment agencies and/or by partners from the private sector. This first screening should be followed by the accreditation of qualifications and by language training.

Moreover, awareness-raising and outreach activities are key to give members of migrant communities first-hand information about the opportunity of becoming an entrepreneur, and to provide potential migrant entrepreneurs with more specific information on support available for starting a business or any other project. Communication with migrant communities is essential, and relevant cultural networks need to be created or strengthened.

Potential entrepreneurs with a migrant background should be supported through targeted assistance, since they may face specific barriers due for instance to a lack of familiarity with the cultural, business and regulatory environment of the host country, or to a lack of networks.

In this sense the collaboration and bridging between mainstream business support and targeted services is considered as very beneficial as it may contribute to mutual learning and to an expansion of the services available to migrants.

The scope of this initiative covers business support measures specifically targeting migrants, as well as those measures that are available to the general population. In the latter case, however, the focus should be exclusively on interventions



that support the access of migrants to business services for the mainstream population, and on actions for the general population that foresee specific provisions and services for migrants (e.g. a training courses provided in several languages, etc.).

Project description

This initiative will support the creation, the improvement and the wider dissemination of support schemes for migrant entrepreneurs.

Starting from the identification of potential entrepreneurs among migrants and from raising the awareness within migrant communities about entrepreneurship, this action will focus on:

- Training courses (e.g. on entrepreneurship, business planning, legal aspects of setting up a company and hiring employees, etc.);
- Mentoring schemes for migrant entrepreneurs and would-be entrepreneurs.

The objective of the above activities will be to help migrants to become self-employed and build a successful enterprise (profit-generating and/or with social objectives).

This action will bring together organisations from different countries that are already working on the ground to help migrants to start their own independent activity. These organisations will be encouraged to share their methodologies and to build on existing best practice in order to improve and expand the services they offer to migrants.

The Commission will not support the mere continuation of existing activities (*details of tasks in Annex I*).

- **Work Package 1:** Identification of potential migrant entrepreneurs
- **Work Package 2:** Education and Training
- **Work Package 3:** Mentoring schemes for migrant entrepreneurs
- **Work Package 4:** Horizontal dimension: cross-border cooperation and best practice exchange
- **Work Package 5:** Management & coordination



Annex I – Preliminary work plan

Use this form to candidate your Organisation to be:

- **Work Package leader** of one or more workpackage;
- **Partner** performing the relevant task;

Note: the segmentation of tasks responsibility is discouraged. It is expected that a partner perform at least 1 full Work package.

Work Package/Tasks	Candidature as WP Leader	Implementation of the Task, as partner
WP 1 - Identification of potential migrant entrepreneurs		
Task 1.1 – Fine tuning of the check-up methodology		
Task 1.2 – Awareness raising/communication and recruitment campaigns (contacts with community leaders)		
Task 1.3 – Migrants check-up and selection (1st and 2nd level)		
Task 1.4 – Submission of self-assessment tool on entrepreneurial skills provided by the European Commission;		
Task 1.5 – Introduction to the training		
WP2 - Education and Training		
Task 2.1 - Train the trainer in Socio-Cultural Mediation		
Task 2.2 – Design of the training course		
Task 2.3 – Delivery of the training course		
Task 2.3 – Individual support for the development of the business idea		
WP 3 - Mentoring schemes for migrant entrepreneurs		
Task 3.1 – Definition of the mentoring scheme		
Task 3.2 – Awareness Raising & Recruitment of mentor entrepreneurs		
Task 3.3 – Pairing of Mentors and Mentee		
Task 3.4 – Management of the mentoring relations		
WP4 - Horizontal dimension: cross-border cooperation and best practice exchange		
Task 4.1 – Intra-consortium knowledge sharing		
Task 4.2 – Inter-consortia knowledge sharing		
Task 4.3 – Alignment to EU good practices		
WP 5 - Coordination and Management	WP Leader: Coordinator	
Task 5.1 – Kick Off meeting Brussels	✓	
Task 5.2 – Consortium & Contract management	✓	
Task 5.3 – Consortium meetings	✓	



Annex II – Candidate Partners’ expertise, skill, experiences

(to be filled and sent by e-mail to the contact address below)

- Call for Proposal: **Entrepreneurial capacity building for young migrants;**
- Name of the candidate Partner: [.....]

Please, tick (✓) the relevant box according to the characteristic of your Organization.

Note: during the preparation of the proposal you will be asked to provide at least one reference for each expertise, skill, or experience declared.

Expertise/skill/experience	Refers to WP	Tick (✓) those related to your Organisation	Additional notes (if any)
Capacity to perform an assessment of qualification and competences of migrants : - formal qualifications and skills (documented); - informal qualifications; - professional experiences; - previous experiences as entrepreneur;	WP1		
Capacity to perform an assessment of entrepreneurial attitude , preferably of young migrants;	WP1		
Capacity to perform awareness raising campaign among local/regional communities of migrants, including access to migrants communities and community leaders;	WP1		
Access to already established migrant entrepreneurs (potentially acting as testimonials in the frame of information campaign and training sessions)	WP1		
Capacity to design and deliver dedicated training courses for young migrants, addressing (not exhaustively): - Idea generation; - Entrepreneurial thinking and behaviour; - Financial literacy; - Business planning; - Market research; - Management skills; - Legal and administrative aspects of setting up a company; - How to access funding; - How to hire employees in accordance with the law and with labour market rules; - Tax regulations; - Social security obligations; - Labour market rules; - Advice regarding risk taking; etc.	WP2		
Socio-cultural mediation ;	WP1, WP2		
Capacity to deliver individual support (one2one) concerning: - knowledge of the host market and of the local business environment; - assessment of feasibility of a business project; - guide in implementing ideas and help concretely to start their enterprise; - practical information and advice on legal and procedural aspects.	WP2		



Experience in setting up and delivery of Mentoring Schemes (relation between potential entrepreneur and experienced entrepreneur, aiming at mutual exchange of knowledge and experience);	WP3		
Access to a wide audience of local/regional entrepreneurs	WP3		
Knowledge of local/regional entrepreneurial environment (fabric tissue, most promising sectors,...)	WP3		

Contact:

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