



European Project
**ENTREPRENEURSHIP CAPACITY BUILDING
FOR YOUNG MIGRANTS**

Project Proposal Briefing



Migrants looking for a day contract in the fields



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Programme: Entrepreneurial Capacity Building for Young Migrants

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1. Project Proposal Summary:

Entrepreneurship support services addressed to migrants are severely fragmented. They range from initial profiling and labour guidance, to education and training on entrepreneurship, knowledge about the local business environment, mentoring, networking with other entrepreneurs or access to credit. All these necessary steps to become a successful entrepreneur are usually scattered along many different organisations. In addition to this, migrants face specific challenges that are often disregarded in many general support institutions.

This project has the objective of helping migrants, especially the younger ones, to establish their own businesses, through the development of a scheme supplying with information, training and support.

The first necessary step is mapping the skills, experiences and aspirations of migrants, in particular of those newly arriving to the EU. 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. This first screening should be followed by the accreditation of qualifications and by language training.

The project will also develop awareness-raising and outreach activities for migrants, giving them 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. Relevant cultural networks will be created or strengthened for this purpose.

Potential entrepreneurs with a migrant background will be supported through targeted business 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.

2. Objectives:

Help migrants to become self-employed and build a successful enterprise (profit-generating and/or with social objectives).

- Identify entrepreneurs and would-be entrepreneurs among the migrant community
- Strengthen entrepreneurship and business management capacities among the members of the migrant community, especially youth.
- Provide mainstream business support centres with specific strategies and tools for addressing the migrant community.
- Scale up and replicate the initiative in other countries

3. Target public:

Migrants 30-45; +45, Young Migrants

Migrants: 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.

Young: 15-30 year-old

4. Actions:

A. Identification of potential migrant entrepreneurs

- a. Capitalisation and sharing of best practices on identification of potential migrant entrepreneurs.
 - i. Partners' and other approved project consortia partners' best practices.
 - ii. Capitalisation on Commission Study on Good Practices in Promoting and Supporting Migrant Entrepreneurship
 - iii. European Commission upcoming Entrepreneurial Skills Self-Assessment Tool
- b. Joint development of a tool package for identifying formal and informal qualifications and competences among migrants, including entrepreneurship competence identification. Translation into migrant languages.
- c. Check-up of formal and informal qualifications and competences for newly arriving or recently arrived migrants: identification of entrepreneurial profiles.
 - i. Redirection of non-entrepreneurial profiles to employment services.
 - ii. Redirection of entrepreneurs and would-be entrepreneurs profiles to project training and assistance actions.
- d. Awareness-raising and dissemination of entrepreneurship potential among the migrant community and existing support activities.
 - i. Elaboration of a Communication Plan
 - ii. Implementation of dissemination actions
 - 1. Elaboration of dissemination materials (eg video testimonies from entrepreneur migrants, web, social media, mobile apps)
 - 2. Dissemination of materials through the most relevant channels
 - iii. Monitoring of impact

B. Education and Training

- a. Joint design of training course for migrants on how to start their business or social activity.
 - i. Define the qualification profile
 - ii. Adapt and improve training contents. Translation into local and migrant's relevant languages
 - iii. Elaborate train the trainers guide
 - iv. Elaborate an online learning platform
- b. Coordinated implementation:
 - i. Dissemination of training course among potential training organisations
 - ii. Train migrants on entrepreneurship in their host country from a theoretical and practical perspective.
 - iii. Evaluation by market-related actors (business angels, business chambers)
 - iv. Exchange of implementation best practices among project partners and other approved project consortia partners

C. Mentoring schemes for migrant entrepreneurs, or...

- a. Adapt and apply the Erasmus for Young Entrepreneurs mentoring scheme for migrants in their local contexts (relation between new and experienced entrepreneur)
 - i. Set up objectives and success indicators
- b. Development of training the mentor materials on (cultural) difficulties experienced by migrant entrepreneurs
- c. Generation of a European online platform
 - i. Matching mentors and mentees
 - ii. Training the mentor materials on (cultural) difficulties experienced by migrant entrepreneurs.
- d. Dissemination of the mentoring scheme among potential mentors
 - i. Local dissemination events
 - ii. Continuous dissemination from partners, using their own networks.
 - iii. Exchange of best dissemination practices among project partners and other approved project consortia partners.
- e. Design of online monitoring survey of entrepreneurial activity after mentoring scheme
- f. Facilitate access to Erasmus for Young Entrepreneurs Programme

5. Methodology:

1. Identification of potential migrant entrepreneurs. Check-up of qualifications and competences:
 - b. Conduct individual interviews,
 - c. Follow guidelines for validation and certification of non-formal and informal learning CEDEFOP, 2009: "European Guidelines for validating non-formal and informal learning"
 - d. Awareness-raising and dissemination of tools for identifying migrants' qualifications and competences among migrant reception centres, migrant associations and local employment agencies.
 - i. European Commission upcoming Entrepreneurial Skills Self-Assessment Tool
2. Education and Training: design of the course:
 - a. Combine theoretical and practical knowledge: entrepreneurship training and project-based learning.
 - b. Training courses will typically address the following topics, among others:
 1. Idea generation
 2. Entrepreneurial thinking and behaviour
 3. Financial literacy
 4. Business planning
 5. Market research
 6. Management skills
 7. Legal and administrative aspects of setting up a company
 8. How to access funding
 9. How to hire employees in accordance with the law and with labour market rules
 - c. Classroom sessions, seminars, workshops, special working group sessions and other suitable solutions like on-line courses and web-based seminars. Training visits, practical experimentations, sessions with an advisor, etc.

6. Partnership: At least 3 partners from 3 different EU countries

- Local employment agencies:
 - o Identification of entrepreneurial talents
 - o Assistance for entrepreneurship capacity building and business development.
- Entrepreneurship training organisation / Chambers of commerce:
 - o Assistance for entrepreneurship capacity building and business development.
 - o Bridge between mainstream business support and targeted services for migrants
- Migrant support associations/agencies:
 - o Facilitate access to the target public
 - o Awareness raising through migrants cultural networks
 - o Bridge between mainstream business support and targeted services for migrants

7. Financial issues:

- **EU co-funding rate:** 85% of total costs
- **Maximum Project budget:** 537.500€
- **Estimated Project budget:** still unavailable
- **Eligible costs:**
 - o Staff costs
 - o Travel and subsistence
 - o Depreciation of equipment
 - o Consumables
 - o Dissemination, translation, evaluation
 - o External subcontracting
 - o Duties, charges, taxes
 - o Indirect cost (+7% of budget above)

8. What is the work ahead during the project preparation phase?

- Build-up an European partnership (Skype meetings, email commitment)
- Discussions about the project idea among partners
- Discussion about the project idea with the European Commission
- Draft the project proposal
- Agree on the contents and budget distribution
- Submission administrative paperwork