



DG Education and  
Culture



Leonardo da Vinci  
PARTNERSHIPS

## Leonardo da Vinci Partnerships

### Project « The Immigrant's Business Plan (IBP) »

**3rd transnational meeting**  
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**- Coopérative Sud Concept -**

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contenues.

# **IMMIGRANT BUSINESS FOUNDERS :**

**WHAT MAKE IT WORK ?**

# A powerful incentive



It finds that immigrants are showing a strong determination to integrate economically but also socially integrate their family.

However some difficulties they face such as a high rate unemployment, leading to inactivity and insecurity.

Consequently, many of them, entrepreneurship appears as a antidote to circumvent these difficulties and their motivation is the result of several factors

An entrepreneurial environment often: 62% of business founders have in their immediate environment examples of firms against 70% for French business founders.

The desire to invest in all sectors of activity: The very simplistic idea they get involved only in certain activities such as kebabs and pizza is wrong.

They are diversifying and investing now all economic sectors: information technology, welfare, transportation, human services or business, etc.

# Barriers identified



- Language barriers, social and cultural

Discrimination exteriorized but still alive

A low use of vocational training to prepare the project. The value of training is underestimated by the project sponsor which represents also a major cause of business failures created (survival rate at 3 years 59% against 69% for creators French).

Difficult access to bank loans:

27% of non-EU foreign business founders receive a bank loan (38% for French business founders).

12% also report difficulty opening a bank account and 19% of the difficulty in obtaining bank financing.

The use of a structure to support business creation is more than ever necessary to overcome these difficulties, but it's not going smoothly.

# Problems identified



- Difficulties to access information
- A multiplicity of actors sometimes confusing,
- The perception of coaching as a waste of time,
- Difficulties in applying the methodology of setting up the project proposed by the attendant: a study of the market, develop a budget, develop a business plan are steps in the life that does not make sense to them,
- Reluctance to move to the writing.

# Accompanying solution

- Each year, immigrants give birth to more than 24,000 businesses.

The first players to support raised by foreign business founders are:

- 26% family friendly and the environment
- 24% support networks
- 16% spouse

24% of foreign creators say they used to support organizations specific business creation (32% for French business founders).

The reasons given:

- A failure of support networks and value added services they offer, including for smaller projects,
- After being fired from the network system, sometimes the project leaders draw negative conclusions about the usefulness of the support network and devices to aid in general.

# Solutions implemented



- Better knowledge of immigrant entrepreneurs by providing data more statistics provided,

Establish pathways of entrepreneurial migrants,

Improving access to information by communicating more in order:

- Facilitate employability
- Breaking the Isolation of creators

Strengthening the effectiveness of support to the creation of activity by migrants:

- Reinforcing the training of mentors
- Marking the path of creating multi-step
- Adapting the accompaniment (it should be longer)
- Developing synergies and partnerships

# SUCCESS STORIES



- Life Course:

By following the father of her son that Mrs. RAMASITERA arrived in France, she quickly overcame the language barrier and worked hard to integrate in France.

After a messy divorce that left her helpless and alone with her son, she tried to meet their needs by doing odd jobs.

Eager to get out of this precarious situation, she decided to confront all the French authorities to obtain recognition of their rights (including maintenance).

This obstacle course made him understand that these procedures are sometimes very heavy and helping people realize them could be a good idea of entrepreneurship.



Voa RAMASITERA

Aged 48 years

Arriving in France 2005

Divorced 1 child 12 years

entrepreneurship

- Courses

Ms. RAMASITERA moved towards the BG ILE Council on the advice of the DDTEFP Counsel in his home country she wanted to create a business help and advice on paperwork (scribe)

After a diagnosis of his project, a statement of what is required and personal finance mobilized, we accompanied Mrs. RAMASITERA until the creation in mobilizing more aid

Ms. RAMASITERA founded his company on 23/12/2009 by choosing the status of self-contractor .

- Life Course:

Mr CHIPUC has come to move to France on the advice of his compatriots already present and working in the industry. The language barrier has been overcome thanks to help from the community without which all his efforts would have been impossible.

After a contract employee of two years spent in a construction company, Mr. CHIPUC has identified a strong potential in its market segment.

- Races start-ups:  
And in this sense, he decided to create his own job.

Mr. CHIPUC Moved Towards the BG prescription ILE Council of Job Center.

Desiring to move to Rapidly Loved account in the construction sector, it has-been Helped by a fellow in all endeavors Loved. After a diagnosis of Loved project, What is a statement of required and personal finance Mobilized, we Accompanied Mr. CHIPUC Until the creation in Mobilizing the Micro-Credit to finance initial's investment.

Mr. CHIPUC Founded Loved it 18/09/2009 by company Choosing the Status of self-contractor.

To date. the company very well and IS Operating with Loved friend THEY



**Constantin CHIPUC**

**âgé de 28 ans**

**Arrivée en France 2007**

**Célibataire**

▪ Life Course:

Miss MAJEWSKA arrived in France in order to integrate one of the most prestigious faculties of Paris "La Sorbonne" has faced financial difficulties she was forced initially to chain "odd jobs".

Although mastering the French language, the complexity of the French administrative system has been a real obstacle to its integration in France.

With his motivation and perseverance to Miss MAJEWSKA was able to assert its rights.

It is now being written for the Licence applied art and built a parallel project to create business.

Courses start-ups:

Miss MAJEWSKA headed for the BG Island Council through the Internet. Graduated from the Higher School of Architecture, Warsaw, she wants to establish in France the concept of "green design"

(Design using materials and ecological processes).

After a diagnosis of his project, it appeared that the activity test in business incubator would be a good way to know



Karolina MAJEWSKA  
aged 26  
Arriving in France 2008  
Single

**THANK YOU**

