Specific objectives

- to identify and examine measures and support schemes promoting entrepreneurship amongst ethnic minorities
- to identify existing professional organisations representing the economic interests of ethnic minority entrepreneurs
- to identify good practices
Best Practices on Ethnic Minority Entrepreneurship

32 countries, including:

- the 27 member states of the European Union
- the EFTA member countries, Iceland, Liechtenstein, Norway
- candidate country Turkey
- Switzerland

Triodos Facet BV in cooperation with IMES – University of Amsterdam

- With project team of six professionals
- Four regional researchers
- Thirty national researchers
- Support data design/processing
Four clusters of countries

- **North Western Europe I**: the Benelux countries, France, Britain and Ireland.
- **North Western Europe-II**: the Nordic countries, Germany, Austria, Switzerland and Liechtenstein.
- **Southern Europe**: Portugal, Spain, Malta, Italy, Slovenia, Greece and Cyprus.
- **Central and Eastern Europe**: Bulgaria, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, Slovakia, Turkey.

Studied

- 103 professional organisations
- 146 policy measures
- 12 Best Practices
Criteria for selection of good practices
The five minimum criteria are:

- Topicality
- Clear objective
- Client orientation
- Critical mass
- Documentation

Criteria for selection of good practices
The additional criteria are:

- Relevance
- Effectiveness
- Efficiency
- Innovativeness
- Replicability
General characteristics

• Public as well as private initiatives
• Local and national focus
• Social and economic focus
• Not exclusively targeting immigrants
• Diverse set of services – but often training
• Networking coming up
• Financial and physical support

Awareness

• Use of immigrant media channels.
• Involve the leaders of immigrant communities and
• Role modelling successful immigrant businessmen
• Needs assessment
• Highlight barriers
Best Practices on Ethnic Minority Entrepreneurship

Policy environment

- Immigrants’ success stories for policymakers.
- Reduce obstacles by simplifying procedures.
- Create incentives (in marginal areas.)
- Distinction between programmes ethnic entrepreneurs and asylum seekers/newcomers;
- Generic policies for integration
- Target for mainstream economic networks.
- Uncover and combat institutional obstacles

Institutional aspects

- Involve experts from institutions such as Chamber of Commerce, banks and business associations
- Endow institutions dealing with immigrants with skills to recognize entrepreneurial capacities
- Guide institution in referring to others (specialised)
- Share experiences across institutions
- Migrant programmes require an intensive approach/labour-intensive/costly methods

Supporting Small Enterprises
Best Practices on Ethnic Minority Entrepreneurship

Services (1)
- Offer services in several languages.
- Make use of multicultural counsellors.
- Ensure a strong local focus
- Immigrant specific approach to overcome cultural barriers
- Apply a personal approach / tailor-made for their target group

Best Practices on Ethnic Minority Entrepreneurship

Services (2)
- Emphasis on networking
- Offer to experiment entrepreneurial skills
- Consider starters’ imminent need for income
- Support to overcome legal requirements
- Carry out administrative procedures on their behalf.
- Offer comprehensive packages of support services.
Best Practices on Ethnic Minority Entrepreneurship

Some issues that emerge

• Migrant entrepreneurs do not exist… but barriers do
• Break away from prejudices and be innovative
• It is all about mainstreaming
• Work through existing institutions if possible
• Adapt and demand the same from the enterprising migrants
• Think in numbers………
• Have patience, it takes time

Concluding recommendations

• Continuous update and share information
• Accepting diversity in society
• See mobility as an opportunity
• Country and location specific approaches but mainstream
• A single European policy with facilitating character