EaSI Technical Assistance

How does Adie supports migrants & refugees in France

Migrant entrepreneurship

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On-line
## INTRODUCTION

### CONTEXT

Due to its mission and its strong anchorage in less-favoured areas of France, Adie has always financed and provided support to migrants’ entrepreneurs*, which represents about 20% of the customers Adie finances each year (around 6000 individuals). In 2017, Adie launched a specific program called AGIR to address the needs of refugees**

## HOW DOES ADIE SUPPORT REFUGEES

### OBJECTIVES

1. To foster refugees’ social & economic integration.

1. To promote the positive impact of refugees on the French Society

1. To collaborate with grassroots organisations to capitalise & pool resources & know-how

### ACTIONS

- Business & personal loans up to 10,000 EUR
- Non-financial services
- A pool of 40 referents who interact & get trained
- Creation of tools
- Portraits of refugees’ customers: communication campaign, role model...
- Partnerships with refugees’ support local organisations: mutual referrals, 360° support

* born outside EU. ** Statutory refugees, stateless people, persons under protection
## ACHIEVEMENTS

### ACCESS TO FINANCE

<table>
<thead>
<tr>
<th>Year</th>
<th>Business Loans</th>
<th>Personal Loans</th>
<th>Total Refugees Financed</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>152</td>
<td>62</td>
<td>214</td>
</tr>
<tr>
<td>2021</td>
<td>204</td>
<td>56</td>
<td>260</td>
</tr>
</tbody>
</table>

+21% refugees financed Vs. 2021

### NON-FINANCIAL SERVICES

- 283 refugees benefited from a non financial service (advice, training, coaching)
- 591 support actions registered
CHALLENGES & OPPORTUNITIES FACED BY MIGRANT ENTREPRENEURS

CHALLENGES

● Lack of migrant support organisations on access to labour & entrepreneurship
● Language and cultural barriers
● Poor digital knowledge
● Complex French administrative procedures
● Diplomas and work experience from abroad are often not recognized

➢ Becoming an entrepreneur is difficult. Access to bank loans often impossible. Especially with only 1 year residency permit

OPPORTUNITIES

● Most migrant support organisations enhance language skills, computer skills and administrative rights
● Previous experience in home countries where entrepreneurship is commonplace
● Support from their community
● Resourcefulness: access to informal network and solutions

➢ Entrepreneurship can be a solution to a new career or temporary jobs (meanwhile improving language and other skills)
PRACTICAL ACTIONS ENGAGED IN VALENCE (South of France)

1 - SOURCING:
- Monthly group training sessions within the mandatory civic training by OFII
- Working hand in hand with grassroots organisation to advocate about entrepreneurship as a low risk solution, if well advised
- Encouraging our clients to promote entrepreneurship and microfinance in their community

2 - HOW TO COPE WITH CULTURAL & ADMIN CHALLENGES:
- 1-on-1 session by Yves (volunteer) to provide administrative support and advice on business development (before and after creation).
- A practical and soft approach

3 - ACCESS TO FUNDING:
- Stepped approach
- Flexibility on guarantees requirements
- Taking into account undeclared revenues and activities
- Loans without interests as a complement to microcredits

AGIR Group:
- Internal exchanges of best practices and challenges
- Open to new approaches by trial and error (migrants survey)
MEET MARIA

CATERING, DRESSMAKER & HAIRDRESSER
Armenian, 44 years old women. In France since 2010.

- Small jobs at first
- Starts an unregistered income generating activity in 2019

- In 2020, Adie helps her to formalize part of her activity (lack of diplomas) and to acquire professional tools
- In 2021, Adie provides her with extra financial support to face COVID crisis
- In 2022, she obtains her hairdressing diploma. Her business is now fully declared and sustainable.

Administration remains an issue: her entrepreneurial status makes her 1 year visa renewal more difficult.
Thank you!
EaSI* Technical Assistance

For more information, about:

Technical Assistance, contact: easi.ta@fs.de

Ratings and Evaluations, contact: easi.ta@mf-rating.com

*EU Programme for Employment and Social Innovation

The author of this presentation takes full responsibility for its contents. The opinions expressed do not necessarily reflect the view of the European Commission.
Microstart’s methodology to support migrant entrepreneurship

Migrant Entrepreneurship

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9 March 2022, online
MicroStart

*Founded in 2011, microStart is the biggest microfinance institution in Belgium.*

**FINANCE**

People without access to loans from the mainstream banking system, who want to create, consolidate or develop their business.

**SUPPORT**

Entrepreneurs, before, during and after their business creation to ensure the development and the sustainability of their activity.

**DEFEND**

Through advocacy, the right to economic initiative for everyone.
Belgian context

- According to the national bank, immigration has boosted the GDP by 3.5%.
- Finding a job in Belgium can be a real challenge for migrants: employment rate of 61% vs. 73% for the Belgian natives.
- An alternative for them to ensure their social integration and economic independence is entrepreneurship. Indeed, becoming self-employed enables migrants to build a solid livelihood, to integrate and to create added value.
- However, the barriers to become self-employed in Belgium are high, and even higher for migrants due to language challenges, cultural differences and a tougher access to finance.
- It is therefore of crucial importance to empower migrants by helping them to develop their skills and get access to knowledge and support schemes.
Our methodology to support migrants

- Business creation support tools in English, Arabic, Farsi, Turkish, ...
- Community officers make the bridge between migrant communities and our support solutions
- Adapted and low-threshold individual coaching sessions about entrepreneurship in Belgium
- Interest-free microcredits for those that don’t want to pay interests for religious purposes

Partnerships are key
Results of this methodology

Key figures
- 62% born outside the EU
- 9% recognized refugees

In 2021
- Financial support: 379 migrants (57 refugees)
- Business Development Services: 555 migrants (127 refugees)
Moustafa’s story

Moustafa had a flower shop in Syria for several years. When he arrived in Belgium, it was his dream to start his own flower shop.

microStart granted him a microcredit to start his company, and his advisor Zidane (himself a Syrian refugee), gave him support on the administrative and legal aspects, in his own language.
Pilot project: Community coaches (2022)

A project to support refugees who want to start a business

- In partnership with UNHCR Belgium and Umbrella Refugee Committee
  - Train representatives of several communities (refugee committees) about entrepreneurship in Belgium
  - The trained refugees become entrepreneurship ambassadors, volunteers of microStart
  - Their role is to organize group sessions to sensitize and inform about entrepreneurship within their communities, and to reorient to microStart when more in-depth support or financial support is needed
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Flow of refugees and migrants in European and their integration in the European labour market

Source: OECD 2019
Refugees and migrant entrepreneurship: a path to a professional activity

- New professional opportunities
- Non-financial benefits
- Improve employability
Self-employed immigrants in the EU – data

• Self employed in Europe: 12% of immigrants v. 14% of non-immigrants

• Between 2006 and 2020: share of immigrants who are self-employed has doubled: +213% of self-employed immigrants born in the EU and 198% of self-employed immigrants born outside of the EU

Source: OECD and EC Missing Entrepreneurs Report 2021
Migrant entrepreneurship
Regulatory context and support programmes

• Migration and integration of immigrants: competences of the EU and Member States

• Only 1/3 of EU Member States provide for an entrepreneurship strategy designed for immigrants

• EU supporting programmes and support to microfinance institutions (EaSI, ESF, FEAD, AMIF and future programmes)

Source: OECD 2020
Immigrant entrepreneurship schemes are less developed than general schemes

- Financial and non financial support to migrant entrepreneurs
  - Entrepreneurship skilling programmes
  - Support for administrative and regulatory questions
  - Access to finance