



NEWSLETTER 2

Newsletter 2

December 2007

We all have done very good work!

Association "SAVA KABATA"

The aim of this project was to attract attention of people emigrated from Livani to possibilities to return and to develop their own business in Livani. Contest advertisement was insert in different local, regional and international newspapers and mass media. As a result four innovative business ideas were sent in and after their appraising by experts three ideas were recognized as the best. The winners are three innovative business ideas – power effective heat pump production, business consultation and projecting/design services, distribution of local region craftsmen handicrafts at international level. Sava Kabata organizes training courses and seminars for entrepreneurs, provides different expert consultations and motivates people to return to Livani district and run their businesses here. Some brief conclusions:

- Small local municipalities can contribute considerably to the creation and development of business support activities, business mindset and even business incubator. Business support models need to be integrated and innovative, because potential entrepreneurs have wide range of needs that need to be considered, and every case is very specific.
- Most successful incubators are the ones that have a particular technology and business focus. A focus of this type enables incubator managers to develop specialised knowledge and skills, and facilitates the clustering of client companies.
- Young people - existing and potential entrepreneurs - as a specific target group, play very significant role in general economic growth of the district. If we now invest in the development of young human resources in particular, we might save much in the future.

The phenomenon of migration that is widely spread in all EU countries nowadays can be successfully used to facilitate innovative business development.



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Scuola Media Statale "Ignazio Florio"

The aim of the project was the promotion of enterprise culture, education and formation for migrants people. That's why the School organised a 60 hours course addressed to immigrants, held by experts in enterprise legislation and economy. obtaining the following results: migrants who attended the course improved their knowledge about the Italian legislation, developing their self-esteem and they also could improve their knowledge about enterprise.

The project ends with a final event organised in the same school on the 16/10/07, with the participation of newspaper representatives, during the we offered t-shirts and pens with the BPR-ME logo, and we also gave books about enterprises. After this the journalists who attended this event wrote and published two articles in a local Sicilian newspaper: "Giornale di Sicilia".

Finally the responsible of the project attended to the last transnational meeting in Bruxelles, telling their results.

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Cruz Roja Espanola (Oficina Provincial de Valencia)

- **Business training courses**

All of the 5 courses have been done, (distributed regularly during the whole project period: from December, 2006 to October, 2007). Contents: Legal issues of a small company, Development of business idea, Different forms of companies, Business idea as basis for business planning, Development of business idea. Target: Promote Business Mindset and enhances education to become a Successful Entrepreneur.

- **Information Point (Office)**

Providing Business Counselling, related Information and Support to Existing and Potential Migrant Entrepreneurs. People interested in Business start up phone to Red Cross to make an Appointment with the Self-Employment Technician. Each Participant query is solved through a Personal Interview (also by email or on the phone). Entrepreneurs Monitoring: From the first step, for instance, Business Plan, Seek out Suppliers, etc. they attend a meeting in the Valencia City Council with the Engineer Technician in order to get the Store Licence and so on.

- **Innovative Business Development**

As far as the **Study Research** is concerned, It is in the "**Analyze and Interpretation Results Phase**"; "Business Plan Model for banks" in order to speed up the financing process in migrant new entrepreneur community ; "Business Follow up Model"; "Detection model of potential problems that might affect new businesses" .

Another of the aims of this project was "Facilitate Setting Up Companies and Self-Employments jobs, in this respect Red Cross was supposed to achieve the number of 20 new entrepreneurs or self-employments jobs, but right now we think this goal was too ambitious just for one Self-Employment Technician. We are certain to achieve 14 new self-employments jobs and we prefer to guarantee the survival of this new jobs.

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Provincia di Padova

Province of Padova, as a partner of pilot project BPR-ME, carried out the following activities:

The coordination activities (Unit 1) have been planning local activities, keep contacts with partners, manage the administration of the project, mainly financial administration. A modification of the budget has been proposed and accepted by the regional partner Veneto Lavoro, and one second financial report, concerning the period 1st June - 30th September has been presented to Veneto Lavoro.

Between 4th and 7th June, the Representatives of Province of Padova, took part in the meetings and in the Steering committee of Livani (in Latvia). On October 25th, the Steering Committee was realised in Padova in the Province seat.

Training activities foreseen (Unit 2) have been done, specifically those addressed to public services operators on the contact with foreign citizens asking for information in employment centres.

The Information Office (Unit 3), is currently operating at the Employment services with a specific opening time and by appointment with the operators. The desk supplies the basic information needed by foreign citizens willing to set up a new enterprise or be self employed. The desk works in connection with other public and private services of the Province, like the Chamber of Commerce and the Professional Associations. Also on the basis of desk activities Province of Padova is carrying out is defining the "Model of services for migrant entrepreneur" which will be ready by the end of the year.

In this period the dissemination activities (unit 5) have been the following:

- Edition and distribution of paper "Dialogando" by the Councillorship of Productive activities and migration flows of the province of Padova, specifically focussed on pilot project BPR-ME;
- Organisation and implementation in Padova of a public conference on October 26th 2007. The conference was about "Promotion of entrepreneurship of foreign citizens"
- Communication to Province of Agrigento, in charge of the dissemination activities of the project, of Power Point slides presented in the conference of October 26th.



Provincia Regionale di Agrigento

The project entrusts the administration, through the creation of a first information center, with the circulation among the immigrants, of the information about the opportunities, which are already present, to make enterprise on the territory.

The incubation and the train on the market of a company or association which is able to supply consulting services for the enterprise which is mainly composed by immigrants, responds to a necessity of innovation of the traditional market channels that up today neglect to consider the complex of the migrants as target for economic target actions able to produce income. It will be able, as self-sustaining enterprise mainly managed by immigrants, to start up the virtuous circle of enterprise creating enterprise.

In this context the associations, working on different levels with reference to the sector of immigration, represent a preferential channel of promotion of the initiatives towards the immigrants, for whom the access to a qualified employment often results impossible since the professionalism and the experience acquired in mother country, are not considered bureaucratically valid in Italy.

It was constituted on 13/11/2007, the Cultural Association named " Cultural Association Multi-ethnic Development " headquartered in Agrigento, and it is apolitical and is a non-profit institution.

It has as purpose the economic development of the immigrants social context, through actions of: socio-economic promotion, technical aid and consultation towards immigrants; search, education, studies and market investigations; action of contrast against the social deviance, the violence and the crime; support to the regular job and the emergence of the irregular activities; the equal opportunities and education towards immigrated women and disadvantaged persons; development of the Competitiveness of the Enterprises and of the internationalization; creation of communication nets among institutions, operators and researchers in order to allow a cultural and professional advancement of the partners and of the migrants working in the Italian reality; promotion and diffusion of the problems and the results of the activities performed through fairs, exhibitions, lectures, debates, conferences, seminars, round tables and publications, etc..

Italian citizens or foreigners, of democratic feelings and behaviour, resident in Italy can be partners of the association. Associations and Circles, with activities and purposes which are not in contrast with those ones of the charter, can be partners. Public and private corporations with social and humanitarian aims and purposes will be able to be partners too. The admission of the members occurs on demand of the parties and introduction of, at least, two persons already members.

