



BE*in*
EUROPE



Erasmus+



Guide to support nascent migrant entrepreneurs : Practical booklet – Italy

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CONTEXT

«In the sensitive debate on the place of migrants in Italian society, their contribution to the creation of activities is worth highlighting, as it is synonymous with the desire for professional integration. »



15 000

This is the number of companies created by foreigners in 2019 in Italy, 2.5% more than the previous year for a total of 602,180, 9.9% of the total number of companies in the country.

Foreign businesses continue to grow (+ 2.5%) while Italian ones continue to decline (-0.1% in the same period).

Concentrated in commerce (35.1%) and construction (22.4%) but increasingly oriented to the world of services, they stand out for their strong dynamism and adaptability. 30% of foreign entrepreneurs say that the main difficulty is compliance with Italian regulatory requirements regarding safety and health at work.

“These observations lead us to take account of the creation of businesses by this population and to commit ourselves to the implementation of appropriate support. »

Sources: 'Immigration and Entrepreneurship Report - Statistical Update 2019'

IDOS editions – www.dossierimmigrazione.it: "The map of immigrant entrepreneurship in Italy - From economic integration to the protection of health and safety at work" - CENSIS and Università Roma 3.

GUIDE PRESENTATION

WHAT ?

A guide listing the main offers available in each partner country of the BE IN EUROPE project and responding to the themes marking the journey of migrant entrepreneurs and related recommendations. The guide main contribution is its adaptation to each country, each region, each area, each ethnic minority, each specificity sought.



WHAT FOR?

Europe and its authorities recognise the strong entrepreneurial potential of people from other countries and cultures where the creation of their own business is deeply rooted. There is therefore a real interest in encouraging and accompanying the desire to create one's own delight of this audience.

FOR WHOM?

This guide is aimed at professionals interested in awareness, detect, welcome, guide and accompany migrant entrepreneurs. According to the definition adopted by the High Council for Integration, a migrant is a person born abroad and resident in Italy.



BY WHOM ?

This tool is the result of the collaborative work of the Partnership of the European Project BE IN EUROPE.

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HOW TO USE THIS GUIDE ?

On the left-hand page, you will find, in this order :



- 1 A definition of the framework within which the topic is affordable
- 2 The definition of terms and/or lexicon to be known.
- 3 A tab " Advice/ Analysis " to be at ease with your interlocutor.

On the right-hand page, you will find, in this order :



On each page are ordered the necessary information of a theme to be addressed when supporting the migrant nascent entrepreneurs. Each theme is identified by a colour code.

1. The booklist of useful organisations for the migrant nascent entrepreneur's procedures.
2. A free space to list the structures present on your area.
3. A tab "Methodological support" to facilitate your search and the relevance of the support.

LANGUAGE TRAINING

With a person who has difficulty mastering Italian, it is important to be able to define the linguistic situation.



Illiterate --> person who is unable to read and write in his native language.

Schooled --> person who has followed an educational path in his country of origin.

LS --> (Italian as a foreign language) person who studied Italian Linguia in his country of origin where Italian is not the language.

L2 --> (English as a second language) person who is studying the Italian language in Italy for inclusion and integration purposes.

Methods and advice: Italian as a professional \Rightarrow teaching of the Italian language centered on a specific professional sector

ADVICE / ANALYSIS

- The language level can be a blocking factor at the beginning, which is why it is necessary to work simultaneously on language training and on the aspects necessary for business creation.
- Although the topic of linguistic competence may be a sensitive issue to discuss, it is important to do so with the subject and offer him with tattoo the various possible solutions.
- Find an organization that can evaluate the subject's language level.
- Be aware that there are some training courses combining language teaching and content on entrepreneurship.

LANGUAGE TRAINING

Contact List :

- CPIA: Provincial Centers for Adult Education present throughout Italy offer various types of courses for all language levels. To find the nearest center: www.ditals.com
- **Italian Red Cross:** offers literacy and Italian courses L2 - <https://www.cri.it>
- **Caritas (Migration Section):** offers literacy and Italian courses L2 at different levels
- <https://inmigration.caritas.it/>
- **ASILS Schools:** Association of Italian L2 schools present throughout the territory. To find the nearest center: <https://www.asils.it>

Useful websites

- www.italiano.rai.it
- www.integrazionemigranti.gov.it
- www.giuntiscuola.it
- www.italianoL2.it
- www.cestim.it

Methodological support for research:

To find the nearest organizations/centers in an area, look for:

- ♦ Migrant associations, training centers
- ♦ Prefecture, New Year'
- ♦ Immigration Office

ADMINISTRATIVE STATUS

In the creation of a business project, the first step is to know the administrative situation of those who want to carry it out.



Migrant --> prefecture for residence permits for : tourism (3 months), study (1 year), family reasons (1 year), work (depends on work)

Asylum seeker --> refugee protection, other types of protection

Dual nationality / naturalisation --> the procedures for the creation of activities, whatever sial or legal status chosen, differ according to the administrative situation of the entrepreneur of foreign nationality (non-EU) :

Administrative status

- Residence permit for study
- Permit for self-employment
- Asylum application
- Protection of subsidies and refugee status
- Other types of protection (special protection, special cases, health problems, civic value, violence vitime)

Procedure

- Conversion into permit for self-employment
- Request through postal kit
- No need for conversion
- No need for conversion, required according to normal procedure.
- Conversion into a permit for self-employment

ADVICE / ANALYSIS

- Keep in mind that one of the documents required to apply for self-employment is the passport that takes some time to issue.
- Asylum seekers are forbidden to work for the first 6 months of stay in Italy
- Some self-employment activities require a specific professional diplomaand

ADMINISTRATIVE STATUS

Contact List:

Legal and regulatory information:

- Migrant Integration Portal: www.integrazionemigranti.gov.it/
- Directorate-General for Immigration and Integration Policies: www.lavoro.gov.it/
- ASGI: www.asgi.it/
- Prefectures: www.prefettura.it/

Assistance with access to rights:

- Associations and Reception Centres for Migrants: ask the prefecture which are the closest associations.
- City Centre for Migration, Asylum and Social Integration in Rome: www.programmaintegra.it/
- Right to seek asylum - ARCI: www.integrationarci.it

Organizations in my Area:

- Contact point for immigration in Udine: www.prefettura.it/Udine
- Patronage/Aid Office: there are various options (ACLI, INAPA, ENAPA, etc.), an example: www.patronato.acli.it
- ANOLF (Association of Immigrants): www.cisludine.it/
- Caritas listening centre in Udine: www.caritasudine.it/

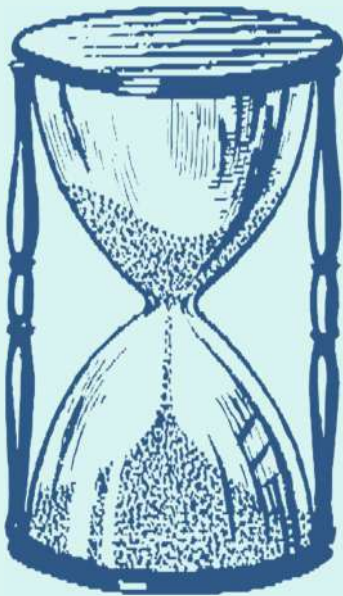
Methodological support for research:

- ◆ Look for the nearest prefectures and host organizations
- ◆ Stay in touch with a competent mediator
- ◆ Make sure you have all the required documents to attach to your application

TIME RECONCILIATION

This section lists organizations that offer help to reconcile time spent on a professional activity and/or day-to-day procedures with personal/family life. These organisations do not only target migrants.

The reconciliation of time brings together the following issues and leads to consideration of the problems of availability related to them:



Parenthood and single parents ---> number and age of children, school and extracurrition activities of children, care, financial resources, isolation, state of health of children

Spouse --> professional situation, moral and/or economic support, spouse involvement in the project, distribution of roles – project/family life, spouse status : partner, employee or collaborator

Socio-occupational status : nature and duration of the contract, whether or not they are seeking employment: paid or not, RSA, allowances, compulsory assignments, students, pupils in training courses: timetable of lessons, volunteers, voluntary life: programmes and obligations

ADVICE / ANALYSIS

- Work with the project owner on time management: establish with him/her a schedule with time slots during the week dedicated to his creative project.
- Offer time management seminars.
- Encourage the spouse of the project owner to participate in the interviews.

TIME RECONCILIATION

Contact List:

- Counter for the protection of the rights of children and families who are victims of errors judicial or social services: www.csinonlus.org/
- Italian Association of Lawyers for the Family (AIAF) : aiaf-avvocati.it/
- People and Family Lawyers (APF): www.avvocatipersonefamiglie.it/
- Family Protection Centre in Bologna: centrotutelafamiglia.it/
- Women's and Mother Onlus Association: www.doema.it
- Working Mothers Italy : www.workingmothersitaly.com

Organisations in the mi area:

- Family Reunification Office (Prefecture of Udine)
- Patronage, Aid Office

Methodological support for research:

- Contact your commune to collect all information about offices/services
- Seek the support of a competent mediator
- Contact a local aid office to ask about possible tax cuts for families

FUNDING

In parallel with traditional funding channels, there are several funding organisations adapted to migrant entrepreneurs' projects. The goal is to identify the correct organization based on the nature, location and activity of the project.

Basic definition/information:

Setting up a business in Italy:

Headquarters and activities in Italy

--> Access to public and private funding to create new businesses



Setting up a business in Italy: head office and activities in Italy + partial or total activity abroad (ex : import / export)

--> Access to public and private funding

Setting up a business abroad: Head office abroad

--> Access to private finance

ADVICE / ANALYSIS

- It verifies the feasibility of the business plan, its economic aspects and its impact in Italy on the national market;
- Make sure you meet all administrative and legal requirements (personal and general);
- Get support from a competent mediator to fully understand all funding clauses.

FUNDING

Contact List:

Projects in the country of origin:

- MICROSOL: microsol-onlus.org/
- Italian National Committee for Microcredit: microcredito.gov.it/
- Simest: www.simest.it
- Uniafrica: www.uniafrica.org/

Projects in Italy:

- INVITALIA (see Programs: Smart & Start IT, New Businesses at Rate 0, Selfemployment): www.invitalia.it
- Italy Start Up Hub: italiastartuphub.mise.gov.it/
- Chambers of Commerce: Check offices in your area
- Deposit and Loan Fund: www.cdp.it
- Cosme programme (COmpetitiveness of enterprises and Small and Medium Enterprises - COSME): www.regione.fvg.it

Assistance or funding in my area:

- Friuli Venezia Giulia Region: www.regione.fvg.it
- Udine Chamber of Commerce: www.ud.camcom.it/

Methodological support for research:

- ◆ Contact your Embassy to learn about the funding available in Italy and/or the country of origin;
- ◆ Get in touch with your bank to get help with a sustainable financial plan.

SPECIFIC SUPPORT

This factsheet presents the host and support organisations which offer a specific offer to migrant entrepreneurs and which address the problem of business creation. Business start-up support operators under common law also provide support to migrants, but they will not be presented here.

School career first

- Country of origin
- Cultural aspects
- Skills acquired in the country of origin
- Equivalence of titles

Current situation

- Administrative situation
- Duration of presence in Italy
- Language level in Italian
- Family context

Long-term vision

- Returnhome Family reunification
- Willingness to remain permanently in Italy
- Creative projects in Italy or abroad

ADVICE / ANALYSIS

- Do not hesitate to direct the project owner towards organisations specialising in supporting migrants: these organisations can work on the enhancement of social capital, the analysis of migration trajectories, etc.
- It addresses the issue of isolation with the business creator and encourages him to be supported in his footsteps by a network.

SPECIFIC SUPPORT

Contact List:

- Cosme programme (COmpetitiveness of enterprises and Small and Medium Enterprises - COSME): www.regione.fvg.it
- Futurae project: support, information and assistance for the management of migrant companies, www.unioncamere.gov.it
- INVITALIA (see Smart &Start IT program): www.invitalia.it

Organisations in my Area:

- Italian Union of Immigrants of Friuli Venezia Giulia: www.uilfvg.org/

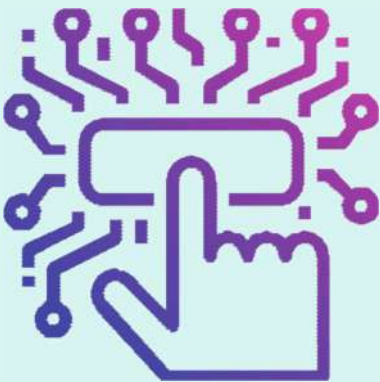
Methodological support for research:

- ◆ Lists support organizations and systems
- ◆ Find out about generalist organizations that may have specialized offers
- ◆ Find out about employers' associations.

DIGITAL SUPPORT

This factsheet presents the reception and support structures that offer IT training specifically dedicated to migrant entrepreneurs and that address the theme of business creation.

It is important that the professional takes into account the following elements when providing support and make a "digital diagnosis" in advance to measure the degree of familiarity with digital tools:



Other certifications

- Ecdl
- Pekit
- Cisco
- Vmware

Various types of content

- Office package
- Spreadsheets
- Web and email searches
- Troubleshoot technical issues

Office automation certifications

- Digicomp
- EIPASS
- Tosa
- MICROSOFT OFFICE
-

ADVICE / ANALYSIS

- Do not hesitate to direct an interested party towards structures specialized in supporting migrants: these structures will be able to work on improving the level of mastery of the tools, the needs inherent in the planned project, etc.

DIGITAL SUPPORT

Contact List:

- www.formazionedigitale.infocamere.it
- www.icdl.it

Organisations in my Area:

Contact the Informagiovani of Cividale del Friuli for support and guidance. You can also check out courses sponsored by the European Social Fund in the FVG Region area (PIPOL Catalog) for free office automation courses for adults.

Methodological support for research:

- ◆ Lists support organizations and systems
- ◆ Find general structures that may have specialized training offers

BOX OF IDEAS

Guides

- ◆ Creation of associations of migrant entrepreneurs
- ◆ Creation of seminars in collaboration with organizations for the learning of the Italian language
- ◆ Workshop on the position of entrepreneurs
- ◆ Networking (expansion of its network).
- ◆ Workshop on migration routes and skills

Local development

- ◆ Rely on migrant networks and associations for local development projects.
- ◆ Organize events that bring together different actors from the territory to highlight the impact of migrant entrepreneurs.

Time reconciliation

- ◆ Creating group mentoring sessions.
- ◆ E.g. Focus group to discuss the topic of child care and the time spent creating the business. Testimonials, honors, mutual help.
- ◆ Time management workshop

Funding

- ◆ Identify informal and intercommunitary means of financing in the propre area.
- ◆ To develop and optimize the discourse addressed to a potential financier.
- ◆ Proposed seminars property with specific funding.

PROJECT PARTNERS



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