

## NATIONAL NEEDS ASSESSMENT ITALY

### ENGLISH SUMMARY

With more than 600.000 business, the 10% of the total, the migrant entrepreneurship is a structural component of the Italian economy. Out of these, about 80%, are individual micro-enterprises. A growing phenomenon, although less intense in recent years, with a greater incidence in large metropolitan areas. It is a very diversified presence distributed by nationality. The presence is greater in sectors with low barriers to entry but lately it is also growing in sectors such as administrative-management consultancy, market research, design.

Concerning **the main actors** driving the immigrant entrepreneurship agenda in Italy, the present analysis has identified: the Ministry of Labor, Ministry of Economy, Ministry of Foreign Affairs. Chambers of Commerce, Associations, NGOs, Credit Access Organizations, Immigrant Associations.

**The support** provided to immigrant entrepreneurs refers to Programs that produce projects and general or targeted services that include training and assistance for skills development, awareness-raising initiatives, information on business creation, access to credit and finance, networking.

In general within the main organizations in charge, departments dedicated to immigrant businesses have hardly developed, although today there is greater awareness than in the past.

Support initiatives start at different levels (central, regional, local). Those with the greatest impact on the territory are developed at regional and local level, but there are very few coordination mechanisms between initiatives implemented from different organizations.

Often this constitutes a major limitation because the methods of subsequent networking between the individual projects are not defined and the beneficiaries are often confused by information coming from different institutions or organization so many opportunities risk to be lost by the target.

The projects are generally adequately funded, but have the limit of continuity and follow up after their conclusion. Furthermore, these projects are evaluated in the context of the indicators that are foreseen by the project itself but not considering the long term impact and the evolution of the context so there is no concrete data on which to design new actions.

Among the various analysis and interviews made with experts in order to develop this document, **critical issues in providing effective support to immigrant entrepreneurs emerged at different levels:**

- Often the support for entrepreneurship is generalist closer to orientation, and does not distinguish the component of access to credit
- Often the projects' partnerships do not include NGOs who can act as intermediaries to present the entrepreneur to potential donors
- Immigrant associations are often excluded a priori from project partnerships because they are not technically mature in terms of project management
- There is small synergy between projects because a sense of competition prevails between projects financed by the same line of a Program, consequently it is difficult to establish networks.
- The establishment of networks should be entrusted to those who already carry out it as institutional missions or who operate as a hub between the various actors (Municipalities, local authorities, chambers of

commerce) in order to guarantee continuity.

- Services at the mainstream level are only rarely dedicated specifically to immigrant entrepreneurship.

**Possible actions to overcome the identified criticalities:**

- Tenders should provide for the inclusion of entities for access to credit as partners

- Develop targeted lines of activities within institutions that only later become mainstream services.

- Provide a process of access to finance through partnerships with immigrant associations, leveraging those where there are young people who are more open to change and not only focused on activities in support of the diaspora.

- Network development : providing a component. within the projects of pure networking projects at local level, by subjects who have this type of activity in the institutional mission

**MEGA through its activities of stakeholder networking at local and national level has given a strong contribution to the development of synergies between existing projects and initiatives to the benefit of the migrant entrepreneurs or would be entrepreneurs.**