



**Inter-Agency  
Coordination  
Turkey**



# 3RP LIVELIHOODS SECTOR MEETING

ANKARA 17 APRIL 2019



# Agenda

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- Welcome
- New members: - INGEV  
- LIFE PROGRAMME
- Gazelle Innovation, Entrepreneurship and Research Programme (GIGAP)- UNDP
- UNHCR Entrepreneurship Programs
- KOSGEB (Small and Medium Enterprises Development Organization of Turkey) Programs- KOSGEB
- AOB



## Current Situation

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- LH Sector priority- **Focus on demand side of the labour market**
  - Promoting entrepreneurship, business start-ups and formal job creation
  - Access to microfinance for micro-enterprises in both start-up and development phase
- **6,264** permissions granted to start own business (as of 31 October 2018, MoFLSS)
- **1,264** beneficiaries started/developed entrepreneurship/business in 2018 (LH Sector Activity Info)
- LH Sector Activities in 2018:  
Registration support, micro-grants, in-kind grants, entrepreneurship trainings (financial laws, design thinking, foreign trade etc.)

## LH Sector 2019-2020 Logframe- Job Creation Output

<b>Output 1.6</b> <b>Technical and financial support provided to SMEs and start-ups to enable job creation</b>	Indicator 1.6.1  # of start-ups/businesses started/developed including joint ventures and partnerships	2019 Target  1,459
	Indicator 1.6.2  # of SMEs, businesses supported through business management trainings, financial/non-financial services or technology transfer	2019 Target  2,445

# Challenges

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- Access to finance
- Lack of knowledge of the market and business environment
- No information on public incentives
- Mobility

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# INGEV LIVELIHOOD ACTIONS

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OUR MISSION

True contribution to human development  
through program management, social research and  
social marketing

OUR VISION

To be an independent civil society organization  
effectively contributing to human development



# OVERALL ENVIRONMENT

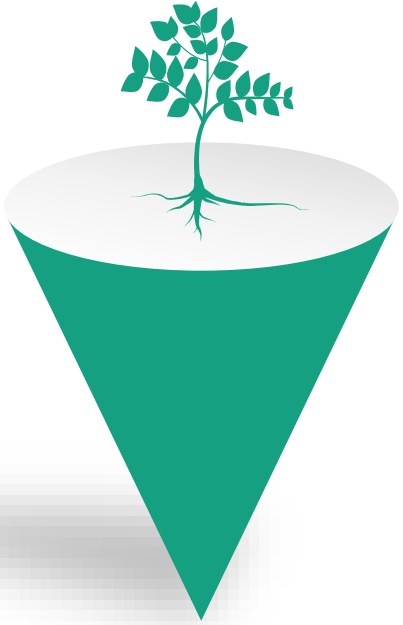
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# CHALLENGING ECONOMIC ENVIRONMENT & RISKS TO SOCIAL COHESION

Thoughest year in terms of economy since refugee crises started:

- IMF forecast Turkish economy to shrink by 2.5 in 2019
- Unemployment reached 14,7% as of April 19'
- Youth unemployment especially worrisom (26,7%)
- Competition in job market may damage social cohesion between host community and refugees.
- Vocational trainings for refugees are important
- But refugee entrepreneurship is crucial due to new job creation benefit.

# Major Humanitarian Challenge; Hosts Greatest # in a Short Period



## # of refugees by host country

**Turkey: 3.6 mio (latest official)**

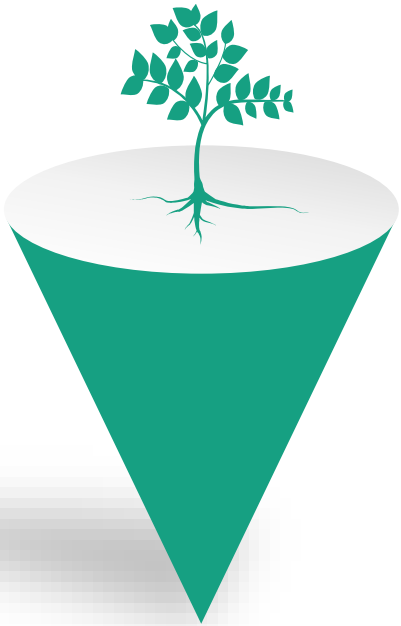
**Pakistan: 1.6 mio**

**Lebanon: 1 mio**

**(source; UNHCR)**

*“Today we face not so much a crisis of numbers but of cooperation and solidarity”  
(UN High Commissioner for Refugees Filippo Grandi)*

# Key features of the Syrian Migration



- **Uncontrollable:** immediate influx without any prior set ups
- **Fast:** movement in a very short period of time
- **Intertwined:** living along with host community in cities
- **Countrified:** migrates mostly from northern and rural
- **Hardly-Communicative:** dissimilar language

## A few life style indicators; Traditional values prevail; somewhat different than host community

	%
Feeling safe in neighborhood	81
Worrying about the future of the family	71
<b>Men who support women to work</b>	32
<b>Natural for men to have more than one wife</b>	25
Practice religious rules	84

# Income Levels; below the poverty threshold

**Monthly hh  
income**

**₺1.562  
~\$290**

**Household size**

**6,2**

**Per capita  
income (month)**

**₺252  
~\$47**

**day**

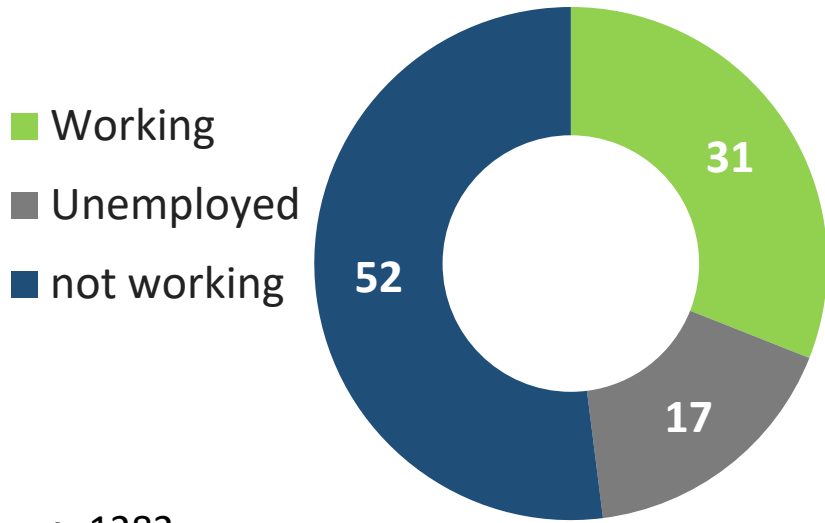
**\$1,6**

Population: 3.6 million  
Average age: 21

# 1,4 income earner per HH; labour force participation

## 48,6% for males and 7.9 for females

**Working Status, %**



Status	%
Employed	30,1
Unemployed and not looking for a job	36,5
Unemployed and looking for a job	17,1
Student	4,8
Student but also working	0,7
Retired	1,1
Not working due to disability, old age or long lasting illness	8,0
Other	1,4
Total	100

# Working Life of Syrians in Turkey

- **Almost 608 thousand of Syrians in between 15-64 are active in labor market**
- Employed by a Turkish employer: 322k
- Employed by a Syrian employer: 103k
- **Self-employed: 103k**
- **Employer: 12k**
- Family business: 36k
- Seeking job - unemployed: 343k
- **Registered number of companies: 9300**
- Number of work permits: 21000

(Source: Estimations from İNGEV & Ipsos Survey , TÜİK)



# **INGEV's Action: Syrian Entrepreneurship Center**

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# Key Facts for the Syrian Owned Companies

**Average  
Capital  
\$ 50 k**

**Average  
Employment;  
9,4**

**Syrian  
majority  
share: 64%**

**74% employ  
below 10  
with  
annual  
revenue of  
\$ 246 k**

**24% employ  
10-49 with  
annual  
revenue of  
\$790 k**

**2% employ  
50 + with  
annual  
revenue  
of 4,088 k**

**Top 7 sectors;  
wholesale trade,  
construction, retail  
trade, travelling,  
consultancy,  
transportation, food and  
textile**

## Key Facts for the Syrian Owners

**67% have  
university  
degree**

**30% have no Turkish  
language, 55% have  
limited with daily  
conversation**

**71% had  
business  
in Syria;  
29%  
started  
business  
in Turkey**

**76% intends to  
continue  
business in  
Turkey  
whatever the  
end of Syrian  
crisis**

**Very few female  
ownership, less  
than 3%**

# SYRIAN ENTREPRENEURSHIP CENTER (SEC)

## MISSION



TO PROVIDE HANDS ON CONSULTANCY, COMPANY ESTABLISHMENT AND SUPPORT LINE SERVICES

- SEC was established in December 18' in Istanbul
- Arabic Language Support Line
- Legal, Financial, Business Development / Marketing and IT via Face to face or Skype meetings.
- Company establishment/registration and accounting support
- Part of Project consortium with Building Markets & Habitat
- Provide entrepreneurs with capacity building trainings.

# SEC ACHIEVEMENTS SO FAR



TO PROVIDE HANDS ON CONSULTANCY, COMPANY ESTABLISHMENT AND SUPPORT LINE SERVICES

- We have helped establish & registered 45 companies so far.
- More than 700+ call received by Support line.
- 200+ cases of consultancy delivered.
- 34 companies receiving accounting support
- Entrepreneurs received capacity building trainings in 5 cities.
- 4 «How to do Business in Turkey» videos in arabic prepared

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# Research

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## INGEV undertook special research to Research to understand employment opportunities for Syrian Youth

### **KEY CHALLENGES:**

- Retail, Textile, Construction, Hospitality, and Health sectors came forward as ‘action sectors’
- Turkish Language and work culture differences are main barriers
- Possible conflict between host community and Syrian workers
- Work permit issues & Competition in highly challenging job market

### **OPPORTUNITIES:**

- Arabic Languages skills in demand for Hospitality and Healthcare sectors
- Minimal training (S2S, Turkish language and culture) enough for employment for many jobs
- Hard to fill occupations exits that local don’t want to work in.

## Research to find out actionable Project proposals to increase Syrian Employment in Istanbul

### KEY FINDINGS:

- Apparel/Clothing Manufacturing is most suitable sector for target group in Istanbul.
- Syrian Women already had low workforce participation before war. On the Job Vocational Training for Syrian Women Refugees are needed.
- Need to raise awareness on of child labor in the manufacturing of clothing sector
- Sector has high number of vacant positions yet there is need to bring job givers and searchers.
- Need to support Syrian Entrepreneurs in sector.



A situational analysis and tracking the barriers these enterprises face while attempting to grow their businesses.

- **Sample** Telephone interviews with 200 Syrian Enterprises (%60 Istanbul; %40 other cities)
- **Scope:** Future outlook for growth by Syrian Enterprises in Turkey including most significant barriers they face
- **Main Indicators:**  
Expected change in employees and revenue  
types of clients and suppliers,  
access to information on funding opportunities,  
barriers most frequently expressed by Syrian enterprises.
- **Reporting Date:** May 15th, 2019

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# Potential Enhancement Areas

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# Potential Enhancement Areas for the Syrian business

## Program Coordinations and Dissemination of Information, Doing Business In Turkey

- *How to start an investment in Turkey?*
- *What sectors or projects are most encouraging?*
- *What is the legal environment*
- *Orientations for the business culture*
- *Updated and Arabic*

## Ease of Travelling Inside and Outside

- *Easier and faster process; issues related to passport and other documents*

## Ease Of Work Permit and Quotas

- *Allowing Higher number of Syrians to be employed by Syrian company or selected sectors*
- *Regionalization of work permits*
- *individualization*



# Potential Enhancement Areas

## Clarification/Improving Financial Inclusion / Services

- *Accounts for business owners/ credit cards*
- *Awareness of Financial resources*
- *Clarity of regulations for temporary IDs*

## Raising awareness of incentives / NGO and other supports

- *Central and updated sources of info*

## Encouragement of Formalizations and Entrepreneurship

- *Transform self employed/unregistered business*
- *Encouraging temporary IDs*

## Long Term Sustainability / Guarantees for Entrepreneur



# Potential Enhancement Areas

## **Increasing the roles of Chambers & Associations**

- *Integration with host community business*
- *Matchmaking/supply chain management*

## **Labor Market development**

- *Identification needs, support trainings and Securing job opportunities,*

## **Search for specific Large Scale Agricultural And Livestock Projects**

## **Explore export/business opportunities with Arabic speaking countries**



We love to work with all contributors  
together, sincerely ...



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# LIFE PROGRAMME

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# LIVELIHOODS INNOVATION THROUGH FOOD ENTREPRENEURSHIP

*Building sustainable livelihoods through food  
entrepreneurship for refugees & host communities*



# LIFE ENTREPRENEURS | INAM

*“Falafel is a food a man makes, but I’m doing it as a woman - a Syrian woman in Turkey.”*

- ▶ Originally from: **Syria**
- ▶ Specialty: **Falafel**

Inam brought over 30 years of cooking experience with her when she came to Turkey. Today, she sells her Syrian-style falafels at a local farmer’s market.

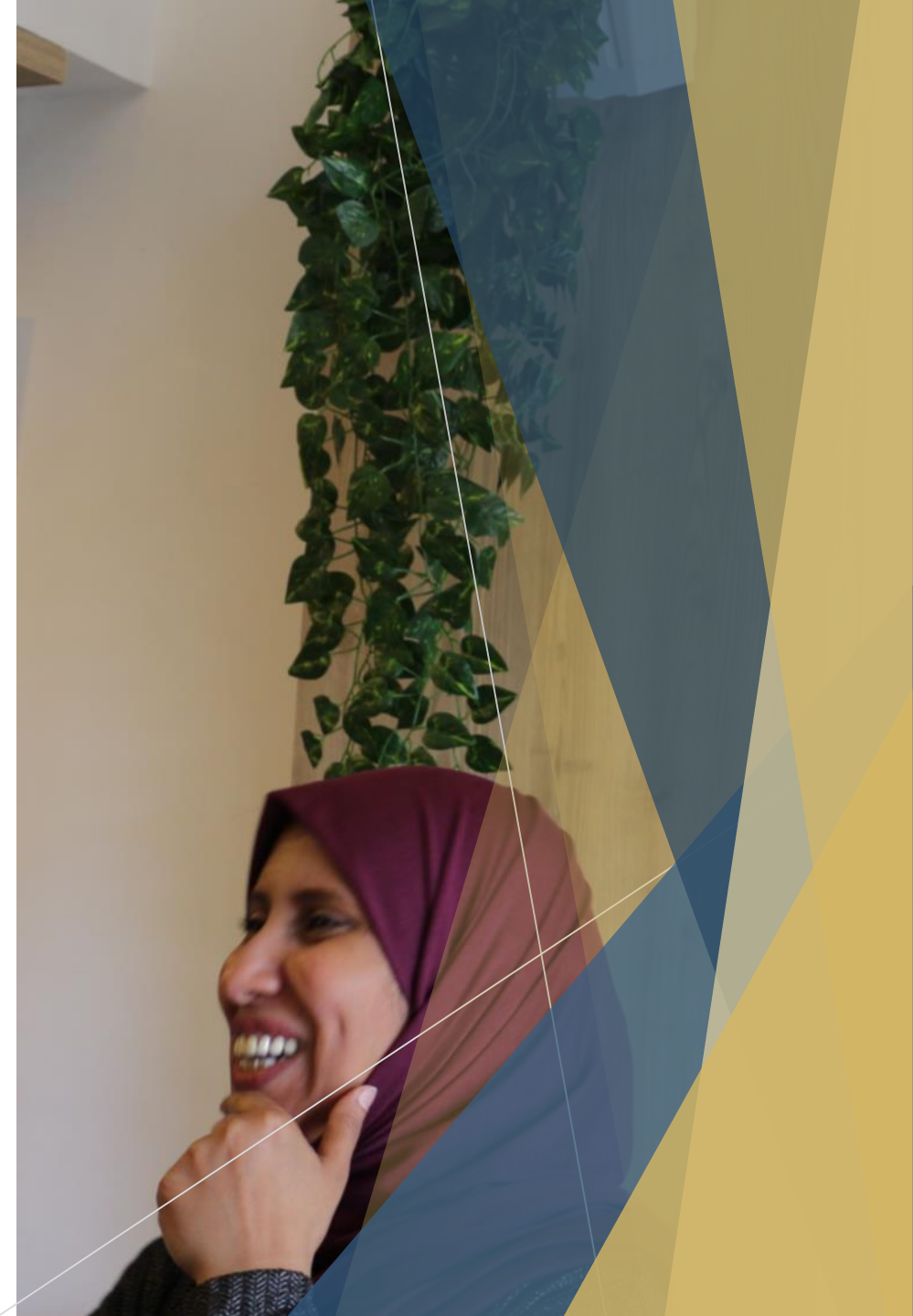


# LIFE ENTREPRENEURS | FATIMA

*“Marketing is very important here. It is the difference between learning a new culture and not.”*

- ▶ Originally from: **Yemen**
- ▶ Specialty: **Cakes**

Before coming to Turkey, Fatima owned a bakery Yemen. After graduating from the LIFE Project incubator, she used the seed funding she won in the business pitch competition to purchase a refrigerator to sell her cupcakes. Her business Koop now sells cupcakes and takes orders through a local coffee shop.



# THE CHALLENGE

*Growing tensions between refugees and host communities*

- ▶ Today, Turkey hosts the **largest number of refugees** in the world
- ▶ Refugees from Syria, Afghanistan, Iraq, Iran, and other countries now make up **5% of the Turkish population**
- ▶ Most refugees and other migrants are trying to build a new life for themselves and their families **in cities and towns** across the country
- ▶ Refugees have the potential to make **sizeable contributions** to their host communities, but knowledge gaps often **prevent them from fully participating** in these new economies and societies



# THE SOLUTION

*Gastrodiplomacy through food entrepreneurship offers an innovative solution to the refugee crisis in Turkey and around the world.*

## *Why entrepreneurship:*

- ▶ Refugee entrepreneurs contribute to the Turkish economy: the **10,000** Syrian-owned businesses in Turkey **employ an average of 9 individuals** each
- ▶ Starting a business offers an **alternative pathway to legal status**
- ▶ By establishing a business, refugee entrepreneurs put down **social and economic roots** in their host communities

## *Why the food industry:*

- ▶ **Lower barriers to entry** for new entrepreneurs in a growing market for regional cuisine
- ▶ By sharing food from their home countries, refugees are able to **share a part of their culture** with their host communities

# ABOUT THE LIFE PROJECT

- ▶ The mission of the Livelihoods Innovation through Food Entrepreneurship (LIFE) Project is to support and encourage entrepreneurship, job creation and cross-cultural engagement in the food sector.
- ▶ The LIFE Project is a consortium of partners who bring a depth and breadth of expertise to the table: the Center for International Private Enterprise (CIPE), IDEMA, Union Kitchen, the Stimson Center, and the William Davidson Institute at the University of Michigan.
- ▶ The LIFE Project is funded by the **Bureau of Population, Refugees, and Migration** at the U.S. Department of State

# WHERE WE ARE | ISTANBUL

LIFE 

- ▶ Istanbul is home to the flagship **Food Enterprise Center (FEC)** of the LIFE Project, opened in **2018**
- ▶ The Istanbul FEC holds meeting and co-working spaces as well as a commercial-grade kitchen for members to test their recipes.
- ▶ Members at the Istanbul FEC have access to four distinct lines of business support services

# WHERE WE ARE | MERSIN

- ▶ The Mersin Food Enterprise Center is planned to open in **Summer 2019**
- ▶ With **1,200 Syrian-owned businesses** already in operation, Mersin offers an enabling business environment for more refugee entrepreneurs to start and scale their businesses

# WHAT WE DO | ENCOURAGING ENTREPRENEURSHIP

*The LIFE Project opens opportunities for entrepreneurs in local communities through knowledge sharing, skills-building and support services throughout the process of starting a business in an unfamiliar market.*

- ▶ **Food Enterprise Centers (FECs)** provide members with coworking and meeting space, business support services, and a commercial-grade kitchen
- ▶ **Expert mentors** support members throughout the program

## ***By the Numbers:***

- ▶ **80** Food Incubator graduates from three cohorts
- ▶ **Over a dozen** specialized workshops offered to members
- ▶ **\$30,000** in seed funding awarded through business pitch competitions



# WHAT WE DO | BUILDING SUSTAINABLE LIVELIHOODS

*LIFE Project incubation programs equip refugees and members of the host communities with the skills and knowledge they need to build sustainable livelihoods through successful businesses in the food sector.*

- ▶ **Workforce development programs** offer skill-building and certification courses to food sector workers
- ▶ **Members start and scale businesses** that contribute to wider economic development in their communities

## ***By the Numbers:***

- ▶ **Over 300** food sector workers certified through workforce development programs

# WHAT WE DO | FOSTERING SOCIAL COHESION

*The LIFE Project brings together refugees, host communities and other stakeholders through gastrodiplomacy programming. Participants bring their own unique cultures and cuisines to their communities, while also contributing to the local economy.*

- ▶ **Gastrodiplomacy events** give members the opportunity to host guests from the wider community at the FEC
- ▶ **The LIFE Project cookbook**, set for release in late 2019, will share the stories and cultures of LIFE entrepreneurs through their recipes

## ***By the Numbers:***

- ▶ **Four** gastrodiplomacy events hosted at the Food Enterprise Center in Istanbul
- ▶ **62** recipes collected for the LIFE Project cookbook

# SOCIAL COHESION | COOKBOOK

- ▶ The LIFE Project cookbook offers a way for members to share their unique stories through their recipes
- ▶ Members selected dishes from their own cultures that form a part of their identity, and many were surprised to learn similar dishes exist in other cultures with different names
- ▶ Cookbook preparation exposed kitchen staff to new cuisines and techniques, further developing their own capacity
- ▶ Contributions from MSA allowed students to learn about the region, the local food culture, the ingredients, the thinking and creativity behind every recipe with ingredients at hand.

# SOCIAL COHESION | COOKBOOK

## Harisa

- ▶ Ms. Fatima from Yemen
- ▶ Peanut Dessert
- ▶ Served after lunch with the coffee
- ▶ No harisa in İstanbul, Turkey



# SOCIAL COHESION | COOKBOOK

## Shish Barak

- ▶ By Maissa from Syria
- ▶ Maissa's mother told that the one who starts mixing the yogurt, should continue cooking the yogurt, not transfer her job to anybody else.



# SOCIAL COHESION | COOKBOOK

## Rosebud Cookies

- ▶ Ms. Fatma from Rize, Turkey
- ▶ Cooked at Engagement and wedding parties as a symbol for happiness and love.
- ▶ And to make peace.



# CONTACT THE LIFE PROJECT



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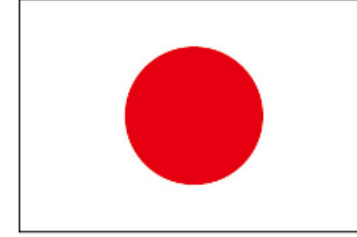
@LIFE\_PROJ

# Gazelle Innovation, Entrepreneurship and Research Programme (GIGAP)- UNDP

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**From  
the People of Japan**



*Güçlü bireyler.  
Güçlü toplumlar.*

# **Resilience Building via Increased Livelihoods Opportunities and Strengthened Social Cohesion for Syrian Refugees and Host Communities**

**Okşan GÜRTUNA HALİLOĞLU**  
Project Manager

**Livelihoods Sector WG Meeting**  
17 April 2019, Ankara

# The Project..



**is the first and only project** focusing on Technoparks and Research and Development studies in Şanlıurfa.



**has entrepreneurship support at the core**, differs in its approach as it focuses on start-ups and business initiatives



**focuses on** institutional capacity building and mentorship support activities in order to enable facilitation of employment opportunities



**has a holistic approach envisaging** that enterprises should be supported through different mechanism

## Objective

- The overall objective of the Project is;
  - to create sustainable livelihood opportunities for host communities and Syrians, and
  - to build institutional capacities for increased job opportunities in local economies affected by the Syria crisis.

## Duration

- March 2018 – June 2019 (including 3 months of extension)

## Budget

- 800.000 USD

# Project Components

## Component I

### Building Capacity of Local Institutions for Job Creation

Needs assessment for Şanlıurfa Teknokent

Development of corporate strategy, business model, services packages and corporate tools for Şanlıurfa Teknokent

## Component II

### Enterprise Support Programme for Increased Job Opportunities

Development of selection criteria of the enterprises

Design and deliver tailor made business development services

Provision of enterprise-specific mentorship programmes

Provision of enterprise-specific on the job trainings

Facilitation of inclusive business models

Implementation of an Incubation/Acceleration Programme

# Beneficiaries



Harran University Şanlıurfa Technopark



Enterprises  
Business Initiatives  
Start-ups

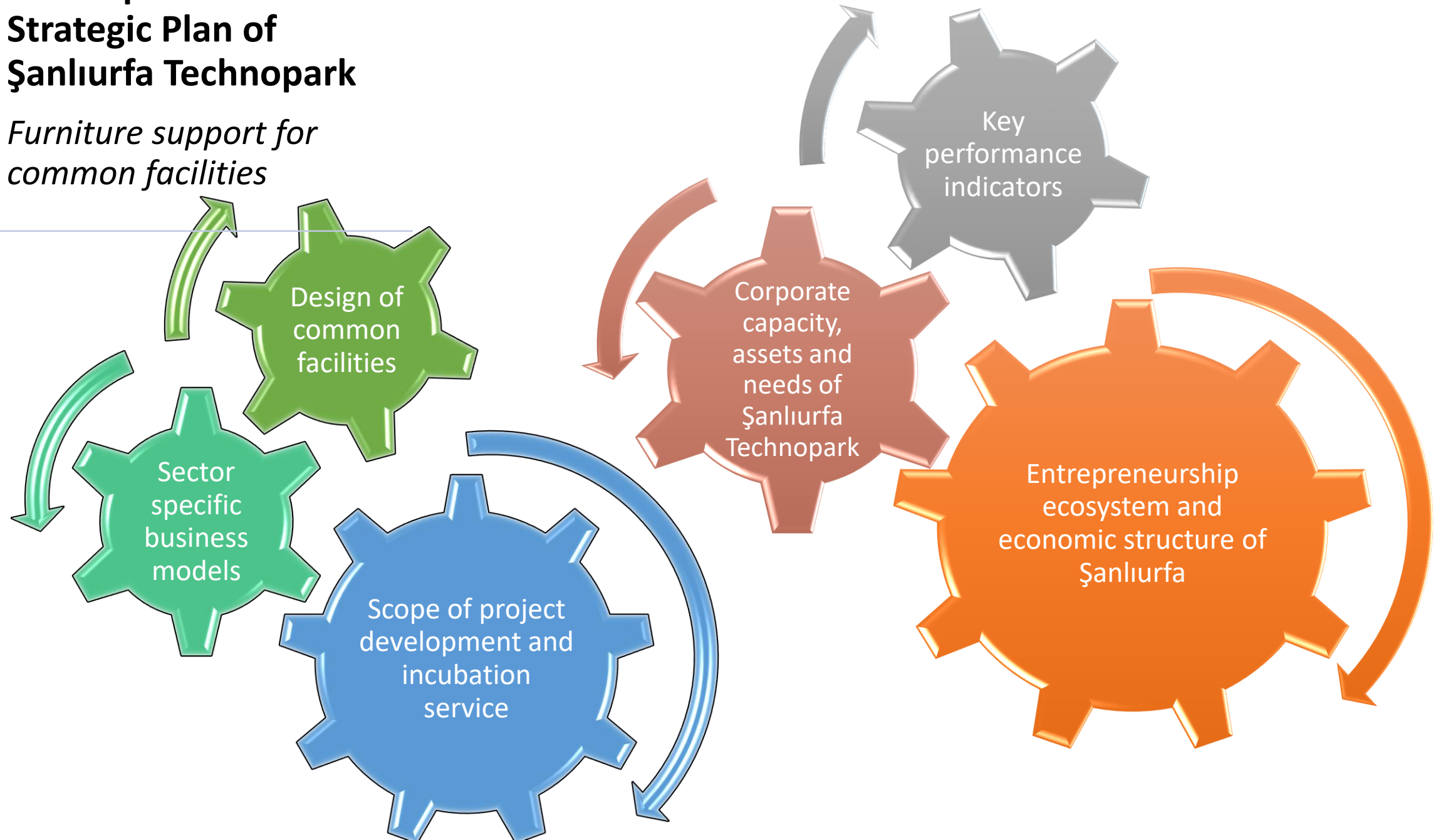


Syrian and host community members

**Component - I**

**Development of the Strategic Plan of Şanlıurfa Technopark**

*Furniture support for common facilities*



**Component-II**

**Increasing employment opportunities by supporting enterprises**

Identification of **20 (+10)** enterprises which will receive mentorship

**Cooperation with Şanlıurfa Technopark through ÜSİM\* Project**

Provision of mentorship support services to the enterprises meeting the selection criteria  
*(according to their needs)*

**Design and implementation of the on-the-job training programme**

**Employment of 50 Turkish & Syrian Men**  
**Employment of 50 Syrian & Turkish women**

**Design and Implementation of an *Incubation Programme* for 20 start-ups**

**Supporting 10 enterprises in terms of developing their inclusive business models**

*\*University-Industry Cooperation Center*



From  
the People of Japan



*Güçlü bireyler.  
Güçlü toplumlar.*



GAZELLE İNOVASYON  
GİRİŞİMCİLİK VE  
ARAŞTIRMA PROGRAMI

PROGRAM OVERVIEW





## OVERALL TARGETS OF GI-GAP

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developing and supporting the entrepreneurship ecosystem in Şanlıurfa

---

developing an interface between the entrepreneurs and mentors, institutions, business persons and other entrepreneur support mechanisms

---

supporting the business initiatives to develop sustainable and scalable business models

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supporting collaboration between different institution through different events

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strengthening youth, women and Syrian population in the region through creating sustainable livelihood opportunities and local development

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supporting development of inclusive business initiatives

**GAZELLE INNOVATION AND ENTREPRENEURSHIP PROGRAM (GI-GAP)**

- Awareness raising through entrepreneurship meetings
- Increasing number of mentors through mentor orientation activities
- Strengthening the communication between the local stakeholders and entrepreneurship support mechanisms
- Increasing knowledge and skills of the potential entrepreneur candidates
- Establishing technologic entrepreneurships with sustainable and scalable models





GAZELLE INNOVATION &  
ENTREPRENEURSHIP  
PROGRAM

***Most inclusive incubation program of GAP (South-Eastern Anatolia Project) Region  
The program will be implemented in Şanlıurfa but will be accessible to all  
entrepreneurs in the region.***

**GI-GAP  
WILL PROVIDE**

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Strengthening of business ideas with training and business model development workshops in 6 different areas

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Roadmaps for specific needs and one-to-one mentor sessions

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Patent & competitive landscape research for the participant teams

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Extensive expert support during national and international funding and grant application processes

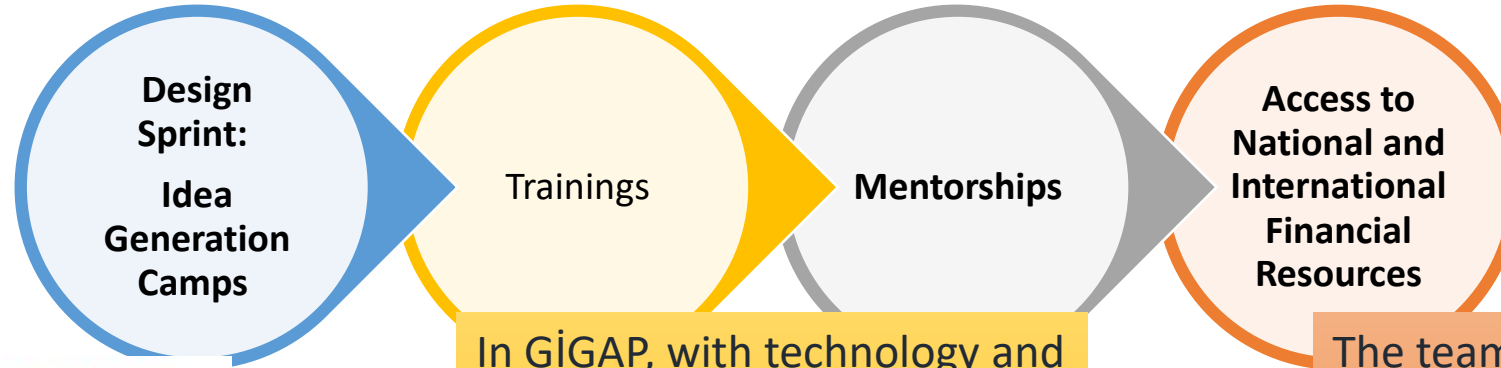
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A working area to the participants in Şanlıurfa Teknokent for working during the program and developing their business ideas

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GAZELLE INNOVATION &  
ENTREPRENEURSHIP  
PROGRAM



## FOOD, AGRICULTURE, AND WATER ENTREPRENEURSHIP DESIGN SPRINT

**18-19 APRIL 2019**

## EMPLOYMENT WITH DIGITAL TRANSFORMATION DESIGN SPRINT

**26-27 APRIL 2019**

Trainings

In GiGAP, with technology and entrepreneurship trainings in 6 different modules including

- case studies to validate and develop business ideas,
- grasp the critical points of specific training areas

Every team will have weekly action plan and vertical mentoring sessions with mentors assigned based on the needs of the team!

Mentorships

Access to  
National and  
International  
Financial  
Resources

The teams will receive support from the mentors during their application periods for national and international funds, which will be picked with support of the mentors based on the specific characteristics of the business ideas.

KOSGEB Supports  
TUBITAK Grants  
TKDK Supports  
European Union Funds  
VCs  
Angel Investors



GAZELLE INNOVATION &  
ENTREPRENEURSHIP  
PROGRAM

## Trainings

- Introduction to Entrepreneurship and Business Model Development
- Types of Companies, Startup Law and Intellectual Property Rights
- Impact Investment and Social Entrepreneurship
- Food, Agriculture and Water Entrepreneurship
- Access to Financial Resources
- Pitching Training and Financial Planning

## Mentorship

- Tailor-made roadmaps for your business ideas to be ready for reaching financial resources
- Close monitoring of performance indicators and metrics
- Need-specific support for your business ideas' technology, product, customer validation activities
- Mentoring sessions in 9 different vertical areas

## Demo Day

- *the opportunity to pitch business ideas that participants have completed product, customer and market validation processes to angel investors, VCs and investment communities!*



# UNHCR Entrepreneurship Programs

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# UN Refugee Agency

## Cansu GÜNGÖR

Ankara, 17 April 2019

# Entrepreneurship

- **Entrepreneur:** one who organizes, manages, and assumes the risks of a business or enterprise (in the hope of profit).



# Why Refugee Entrepreneurship Matters?

- Increased personal income
- National income – new and improved products, technology → new markets
- National income – tax revenue → higher government spending
- Employment
- Social change – new products, reducing dependence on obsolete technologies
- Economic and social integration → protection, self-reliance, and resilience
- Social cohesion → refugees as employers

# What does UNHCR do?

- Business development service
  - entrepreneurial training
  - linking refugees to local business development service providers
- Start-up grants
  - where access to loans and other financial services is limited
  - based on the viability of the business plan
- Financial inclusion
  - Working with financial institutions to promote and facilitate access to a range of financial services for refugees.

# Example from DRC

- Bringing electricity to the Nakivale Refugee Settlement, DRC
  - In 2012, three refugees, who are co-founders of Umeme Group, were given a maize mill by a German NGO. When the **maize market became flooded, they converted the machine into an electricity generator**, and now sell power to 27 fellow refugees and to new businesses that require electricity, such as a soft drink shop, and a little cinema.

# Entrepreneurship in Turkey

## *Advantages*

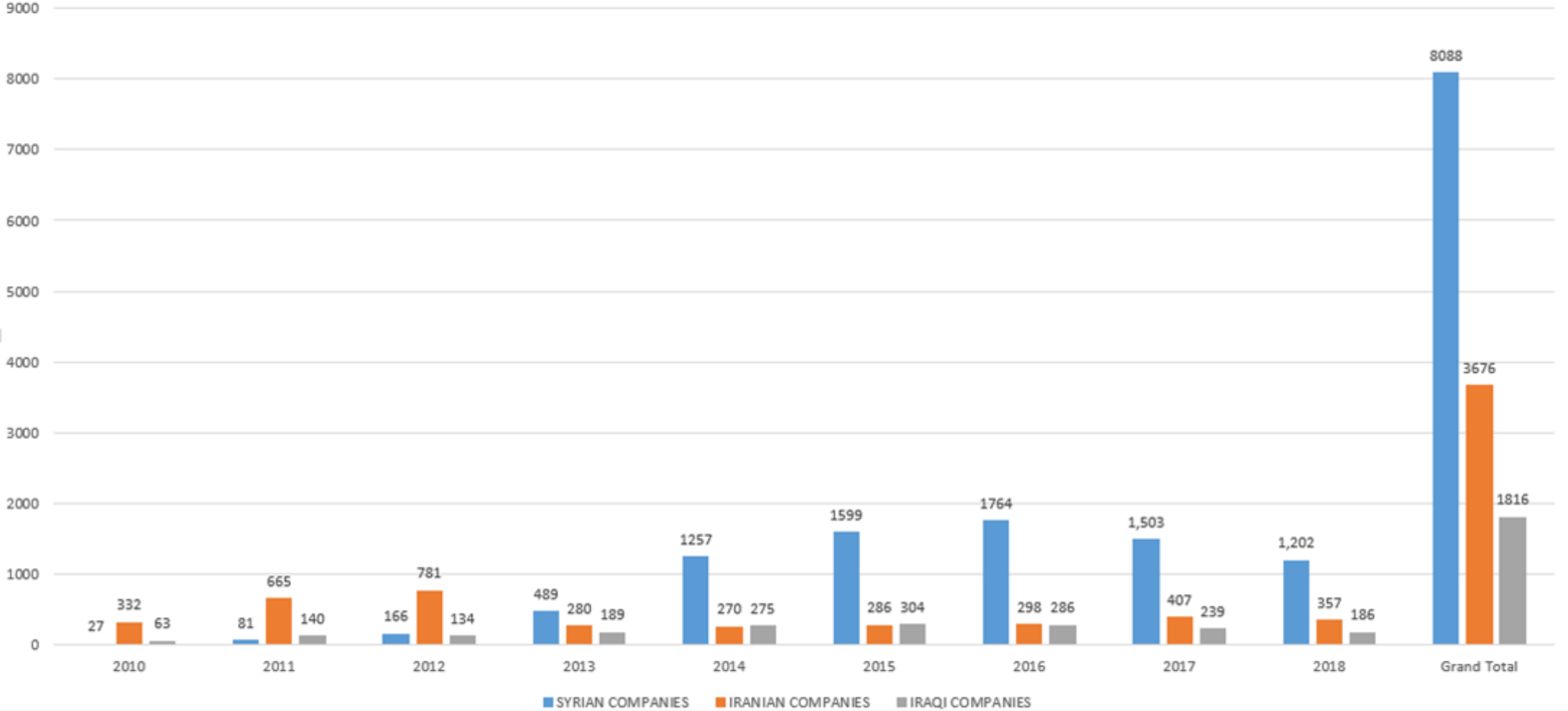
- Conducive legal framework
- Government incentives
- Different support programmes – technology hubs, innovation centers
- Inclusive government policies
- Right to work

## *Challenges*

- Current economic outlook
- Access to resources
- Sustainability
- Access to market
- Lack of knowledge on legal background
- Lack of know-how
- Financial inclusion

# Number of Companies

2010 - 2018 Company Numbers



# What does UNHCR Turkey do?



- Start - ups
- Develop existing businesses
- Formalize businesses



- Business idea = training
- Grants = No financial inclusion
- Collaboration with municipalities
- Social cohesion

# What does UNHCR Turkey do?

- Partners,
  - Habitat Association
  - Gaziantep Chamber of Commerce
  - ACTED
  - Concern
  - WALD
  - INGEV
  - Support to Life



# Habitat Association

- Entrepreneurship training
  - Technology and innovation
  - Financial literacy
  - Design thinking
  - Job readiness
  - Turkish labour law
- Start-up, business registration and business development grants
- Mentoring
- IMECE band

Bu proje Avrupa Birliği ve Türkiye Cumhuriyeti tarafından finanse edilmektedir.

KENDİ İŞİNİZİ KURMAK İSTİYORSANIZ,  
SİZİ **GİRİŞİMCİLİK EĞİTİMLERİMİZE**  
BEKLİYORUZ.



Detaylı Bilgi ve Başvuru:  
[member.imecevakti.org](http://member.imecevakti.org)



## ACTED

- Entrepreneurship training
- Start-up and business development grant
- Legal counselling

## WALD

- Registration of non-registered businesses

## Concern

- Entrepreneurship training
- Registration of non-registered businesses

# Gaziantep Chamber of Commerce

- Entrepreneurship Training
  - Foreign trade
  - Marketing
  - Website design
  - Business English
- Awareness raising on incentives, regulations



# INGEV

- **Counselling line** for entrepreneurs on legal issues, information on setting up a business, employment, and available incentives
- **Workshops** for entrepreneurs on government support and incentives, and legal obligations

The project is supported by the generous contributions of the following donors:  
ABD, Almanya, Kanada, Fransa, Kore Cumhuriyeti, İsviçre, Hollanda, Belçika Krallığı, Norveç, Japonya, Danimarka, Avustralya, İsviçre, İtalya, Finlandiya  
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هذا المشروع منسجول بالمتساهمة الكريمة من قبل الجهات المتساهمة التالية:  
الولايات المتحدة الأمريكية، كندا، فرنسا، جمهورية كوريا، السويد، هولندا، المملكة المتحدة، النرويج، الدانمارك، أستراليا، سويسرا، إيطاليا، فنلندا

**Mülteci Girişimci DESTEK HATTI** **خط الدعم الخاص بـرّواد الأعمال اللاجئين**

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- ☑ اقتراحات عملية من أجل التوظيف
- ☑ الحوافز المالية وتسهيل تقديم القروض

**BİZİ ARAYIN** **اتصلوا بنا**

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AT SABANCI UNIVERSITY

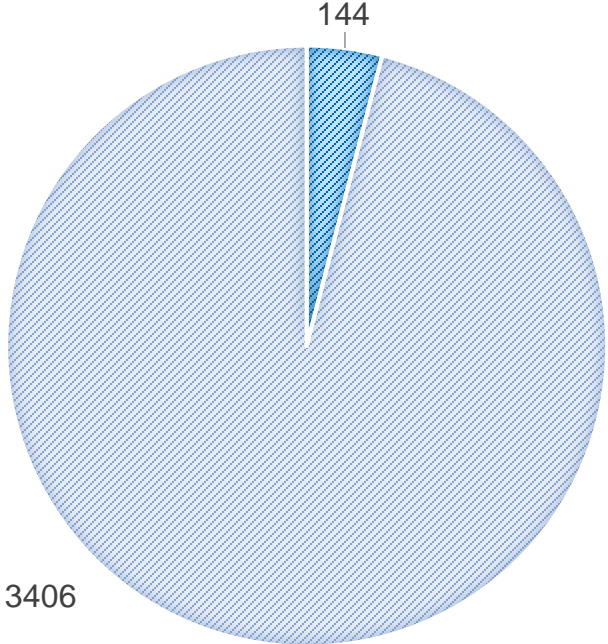
ACT HUMAN  
Sosyal Kapsama İstisyanılı  
مبادرة الشمول الاجتماعي



# Achievements

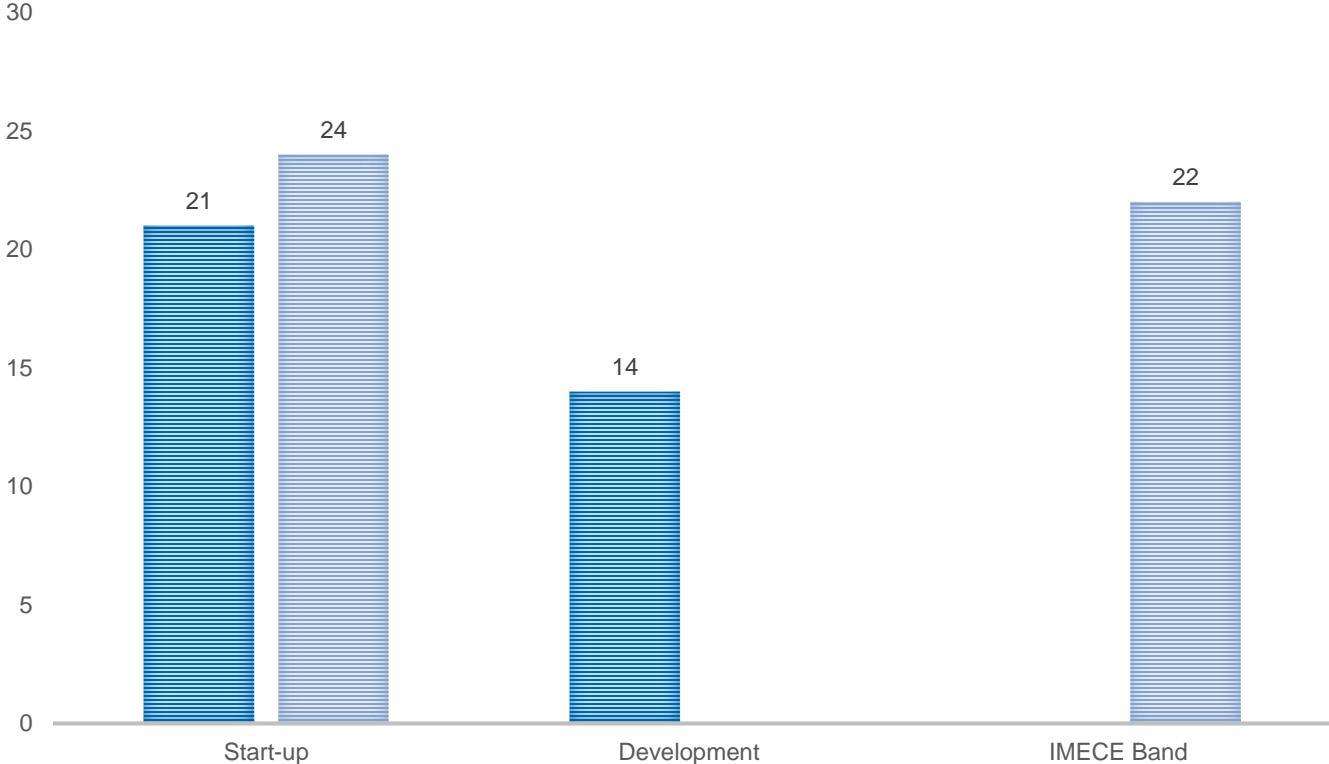
## TRAINING AND BUSINESS REGISTRATION NUMBERS

Businesses registered    Entrepreneurship training



## 2018 GRANT BREAKDOWN

ACTED    HABITAT



# Examples from Turkey

## Chocolate shop owner, Gaziantep

- 2018 grantee, female entrepreneur
- Start-up grant

## A Clean Start, Istanbul

- Founded a cleaning company
- Delivers services for expat community in Turkey
- Employs refugees

# 2019 Targets

- Training: **1588** beneficiaries
- Awareness raising sessions: **300** beneficiaries
- Business registration support: **70** beneficiaries
- Grant distribution: **85** beneficiaries
- **Partners;**
- Habitat
- ACTED
- Concern
- Gaziantep Chamber of Commerce
- WALD

# **KOSGEB** (Small and Medium Enterprises Development Organization of Turkey) **Programs**

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- **General Information - KOSGEB**
- **Entrepreneurship Supports**
- **KOSGEB FRiT Projects**



## KOSGEB and Its Purposes

- **KOSGEB was established in 1990 affiliated with Ministry of Industry and Technology**
- **Its purposes are:**
  - Increasing the share and efficiency of SMEs
  - Increasing competitiveness of SMEs
  - Realizing integration in the industry in accordance with economic developments
- **KOSGEB's target group is the **SMEs** operating in the sectors determined in the Decision No. 2009/15431 of the Council of Ministers.**

## Overview of KOSGEB

**92 Directorates in 81 Provinces  
78 KOSGEB Representative Offices**

### Human Resources Overview:

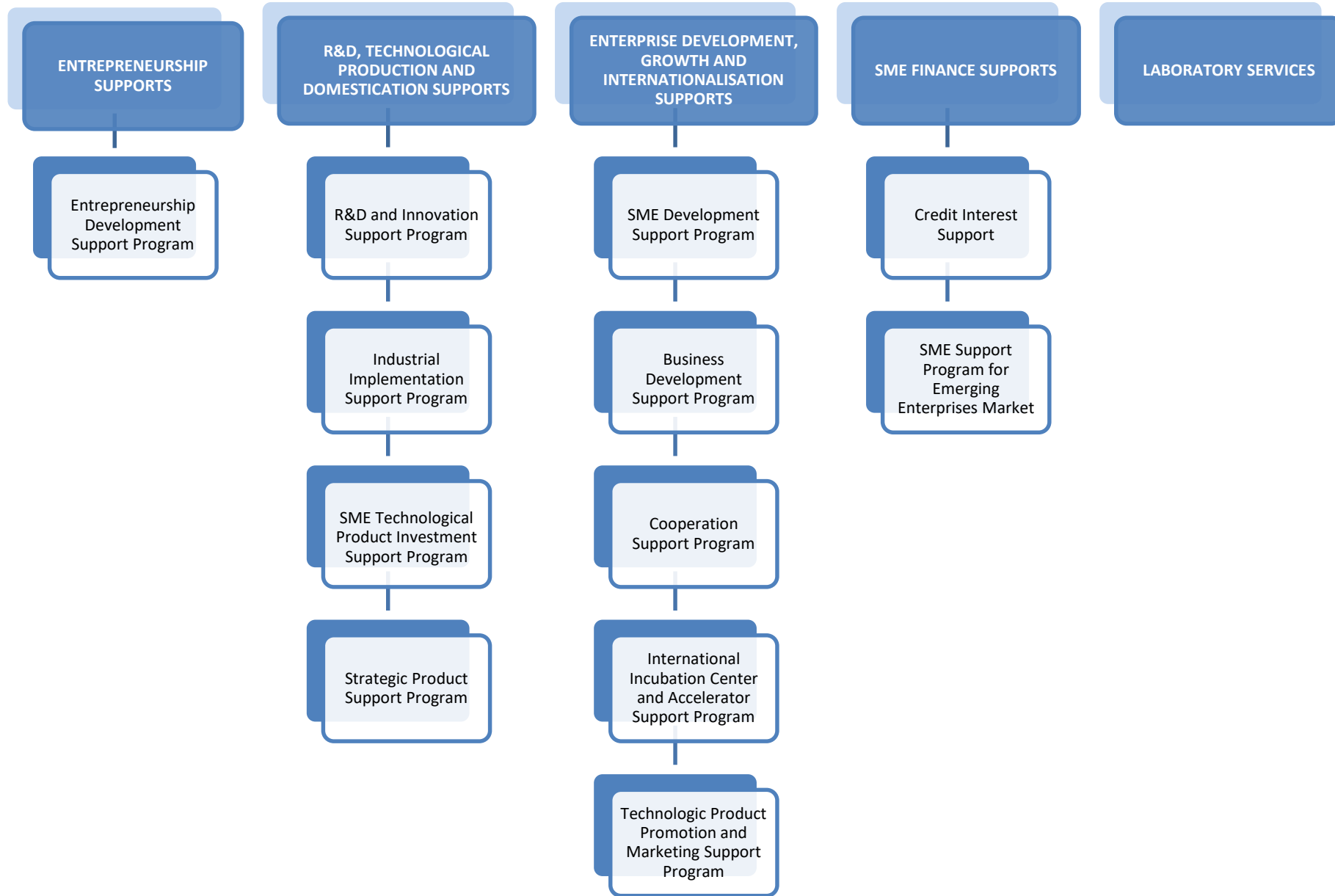
**620 personnel in Headquarters  
1342 personnel in City Directorates**

**Total number of Experts/Assistants  
Experts: 625**

**2017 Annual Budget : TRY 1.692.312.386**



# KOSGEB SUPPORT PROGRAMMES





**KOSGEB**  
**ENTREPRENEURSHIP**  
**SUPPORTS**

# KOSGEB Entrepreneurship Supports



## Entrepreneurship Development Support Programme

### **Aims of the Programme:**

- To support entrepreneurship
- To spread the culture of entrepreneurship
- To ensure the establishment of successful and sustainable enterprises
- To develop entrepreneurship with establishing business incubators



# KOSGEB Entrepreneurship Supports



## Components of the Supports

Applied  
Entrepreneurship  
Training  
(Business Start-up  
Training )

Entrepreneurship  
Development  
Support  
Programme  
(Start-up Capital  
Support)

Business Incubator  
Support

Business Plan Award

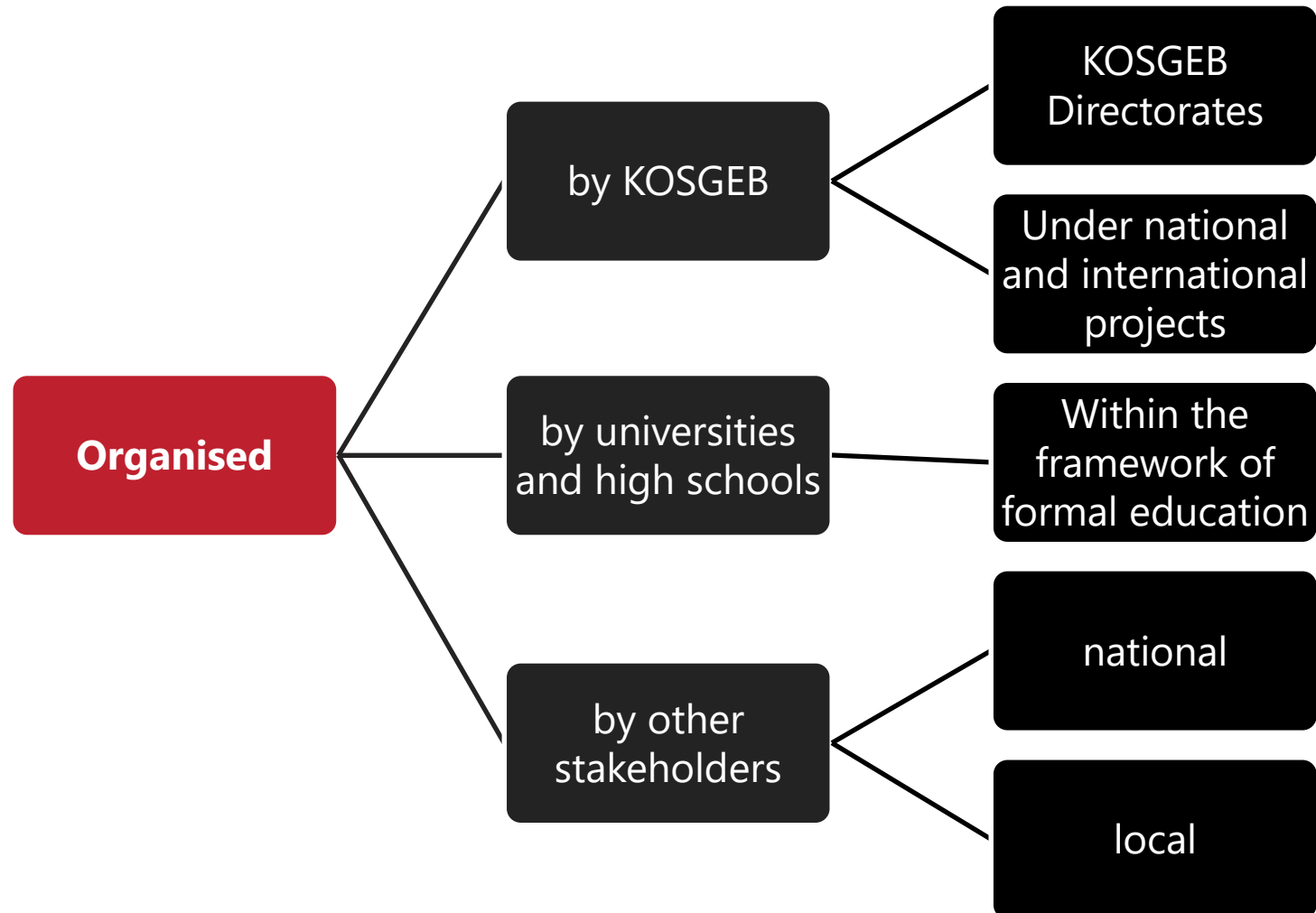
## Applied Entrepreneurship Training

- Minimum 32 hours classroom courses and workshop activities.
- Contents
  - Testing entrepreneurship attributes of participants
  - Business model concept and components
  - Business idea development and creativity exercises
- Free of charge
- Open to all public participation
- Can be targeted to specific groups such as:
  - young entrepreneurs
  - women entrepreneurs
  - university students

# KOSGEB Entrepreneurship Supports



## Applied Entrepreneurship Training





# KOSGEB Entrepreneurship Supports



## Entrepreneurship Development Support Programme (Start-up Capital Support)

**Objective:** - To ensure the establishment and sustainability of new enterprises,,  
- To contribute increasing of the survival rate of newly established enterprises during their most fragile period.

The Entrepreneurship Development Support Programme consists of two sub-Programs

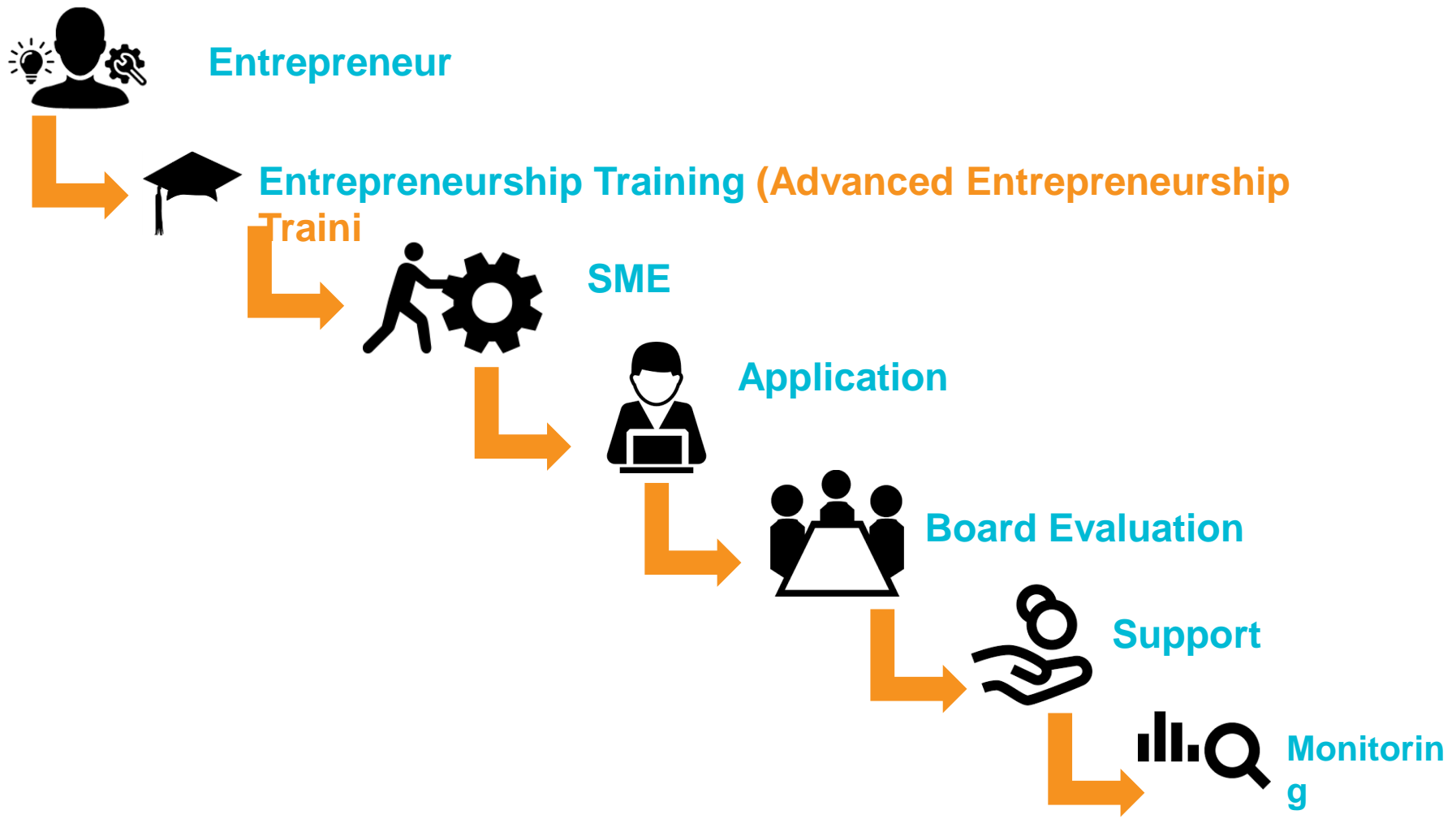
**1**

Traditional Entrepreneur Support

**2**

Advanced Entrepreneur Support

# Steps for Advanced Entrepreneurship Programme



# KOSGEB Entrepreneurship Supports



## Some statistics about the supports;

Total Number of Participants in Applied Entrepreneurship Trainings Between 2010 – 2018		
WOMEN	MEN	TOTAL
509.000	578.000	1087000
Total Number of Enterprises funded through Support Programmes Between 2010 – 2018		
WOMEN	MEN	TOTAL
27.600	30.700	58.300
Total Amount of Support in Entrepreneurship Support Programmes Between 2010 – 2018 (TL)		
WOMEN	MEN	TOTAL
694.000.000	774.000.000	1.468.000.000



**FACILITY FOR REFUGEES IN  
TURKEY  
I – II**

# KOSGEB FRİT I



## DEVELOPMENT OF BUSINESSES AND ENTREPRENEURSHIP FOR SYRIANS UNDER TEMPORARY PROTECTION AND TURKISH CITIZENS IN GAZİANTEP

### Project Components (Total Budget 1.840.000 EUR)

#### 1. Supporting SMEs and Entrepreneurs

Increase Awareness of Entrepreneurship

Entrepreneurship Support

Project base Support

#### 2. Institutional Capacity Building

KOSGEB Project Offices (Ankara-Gaziantep)

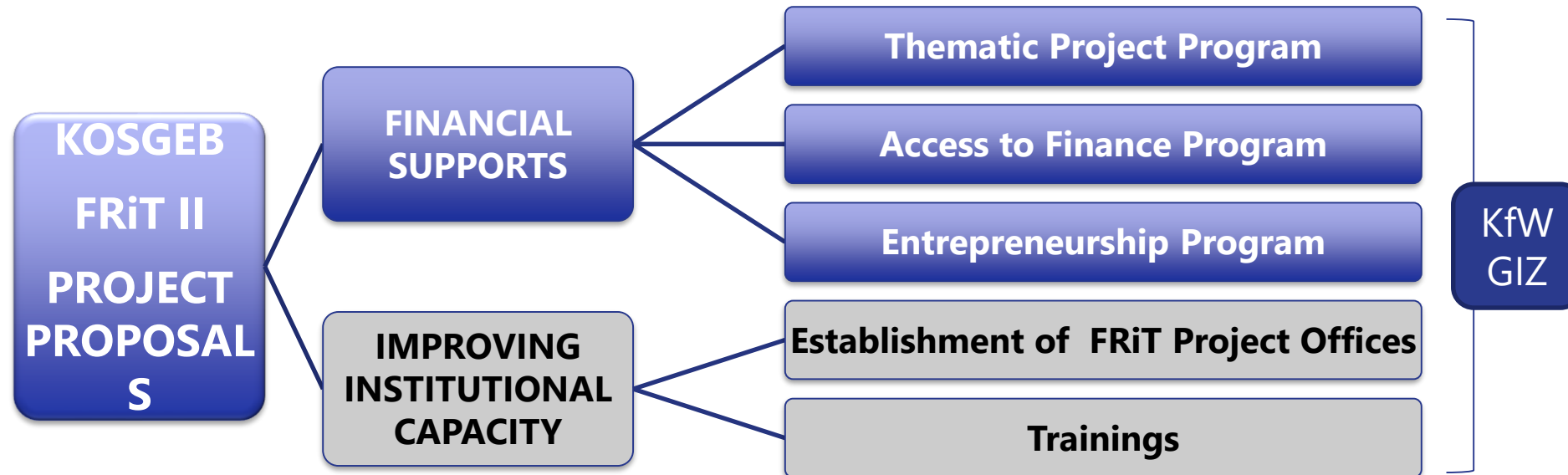
Trainings for KOSGEB Project Team

Adaptation of Entrepreneurship Training Curriculum

## Project Activities

- Seminars to 500 Students in universities
- Seminars to 600 Syrians
- Entrepreneurship Trainings to 60 Syrians
- Business Analysis for 60 Businesses
- Project base support to 30 Businesses (%50 TR)
- Start-up support to 30 new SuTP entrepreneurs
- Establishment of Project Offices
- Employment of Project Consultants
- Adaptation of Entrepreneurship Training Curriculum
- Trainings for KOSGEB Project Team

# KOSGEB FRiT II



Expression of interests were submitted on the date of 01 March 2019 by KfW and GIZ



THANK YOU

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## AOB

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- AI Training
- Environment Mainstreaming Survey
- Hatay meeting on 26 April 2019

**Thank you!**