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# MigrEntrepreneur

## State of the Art Report Germany

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## 1. Introduction

### **About the project and this reports aim**

In order to build a common ground within the *MigrEntrepreneur* project we decided to create State of the Art Reports for each partnering country. Those reports shall provide an overview about the current situation in the outlined member states regarding the situation of entrepreneurship among migrants. We collected general statistical data (as far as they can be provided) about migrant entrepreneurship such as already existing funding programs and special trainings, which have the ability to function as best practices.

Already during the kick-off meeting, it came clear, that we have to find a common definition of “migrant entrepreneurship” within this partnership.

This is also necessary as in Germany the statistical data distinguish not only migrants and German citizens, but also those with a so called “migration background”. The term was introduced by the German Federal Statistical office in 2005. By this definition, people with a “migration background” are those persons who do not possess the German nationality by birth or who have at least one parent, who does not possess the German nationality by birth.<sup>1</sup>

Regarding the presented data and the significance for its interpretation, we should take a closer look at this term and find a common definition to work with during the *MigrEntrepreneur* project.

### **About the introduction of the term “migration background”**

The conducted micro census in 2005 contained for the first time also questions about migration. Public policy justified this data collection with a political need of describing integration processes within the German society. Further, they argued that these basic data would be necessary for the work of the Council of experts for migration and integration.<sup>2</sup> Before this census, the official data distinguished just between Germans, foreign nationals and stateless persons. The experience of migration was not transparent and visible because many migrants possessed the German nationality: or through naturalisation or they have been late resettles from the former German East Territories. Further, it was carried out a reform of the citizenship law in 2000, which made it possible to gain

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<sup>1</sup> <https://www.integrationsbeauftragte.de/ib-de/service/daten-und-fakten/fakten/12-lagebericht>

<sup>2</sup> <http://dipbt.bundestag.de/dip21/btd/15/025/1502543.pdf>

the German citizenship by the birthplace principle (*ius soli*). These were the main reasons why the focus turned from the nationality to migration within the political discussions and statistical data collection.<sup>3</sup>

The census provides up to 19 questions in order to assign a migration background or not. The most important indicators are the place of birth (national territory or abroad) and if the German nationality was acquired by birth or not. One can imagine that the possible combinations give a quite complex image of the term when we see the statistical usage.<sup>4</sup>

Anyway, the term became target of criticism and it is worth considering whether it is still up-to-date.

Persons are clustered in categories and assigned with the label “migration background” even if they may not have made the experience of migration. This way, people who were born and raised in Germany but may have one parent from another country become “foreigners”.

The Federal Statistical Office refuses to collect data on an ethnic-level, which is why they introduced the term “migration background”. On the one side, the term makes sense if we talk about migration as a normal social reality considering also the free movement of people within the European Union. On the other side, the term is not appropriate when we talk about integration needs and special support measures because the group of people with a “migration background” is quite heterogeneous. Special integration needs originate more from precarious social situation and not from people’s origin.<sup>5</sup>

Further, the term does not reflect discrimination at all.

By analysing the statistical data for Germany, we need to take into consideration the above-mentioned discourse about the term “migration background” and question if it is adequate for our project purpose.

### **About the method adopted for this report**

To be able to compare the data from the different partnering countries, we agreed on the following procedure:

- Collecting general data and statistics about the current situations in the partner countries. These data should give a general overview of

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<sup>3</sup> Anne-Kathrin Will für bpb.de: <http://www.bpb.de/gesellschaft/migration/laenderprofile/304523/migrationshintergrund> page 4.

<sup>4</sup> Ebenda page 5.

<sup>5</sup> Ebenda page 7.

the national labour markets regarding migrants. Hereby we look at the employment and self-employment rate and the occupational fields.

- Further, we will present per country funding and support programs for entrepreneurs. Are there general programs for all target groups? Are there special programs for migrants? How can we describe strengths and weaknesses of the programs, when we consider migrants?
- Finally, we would like to present special projects or trainings to support migrant entrepreneurship as best practices.

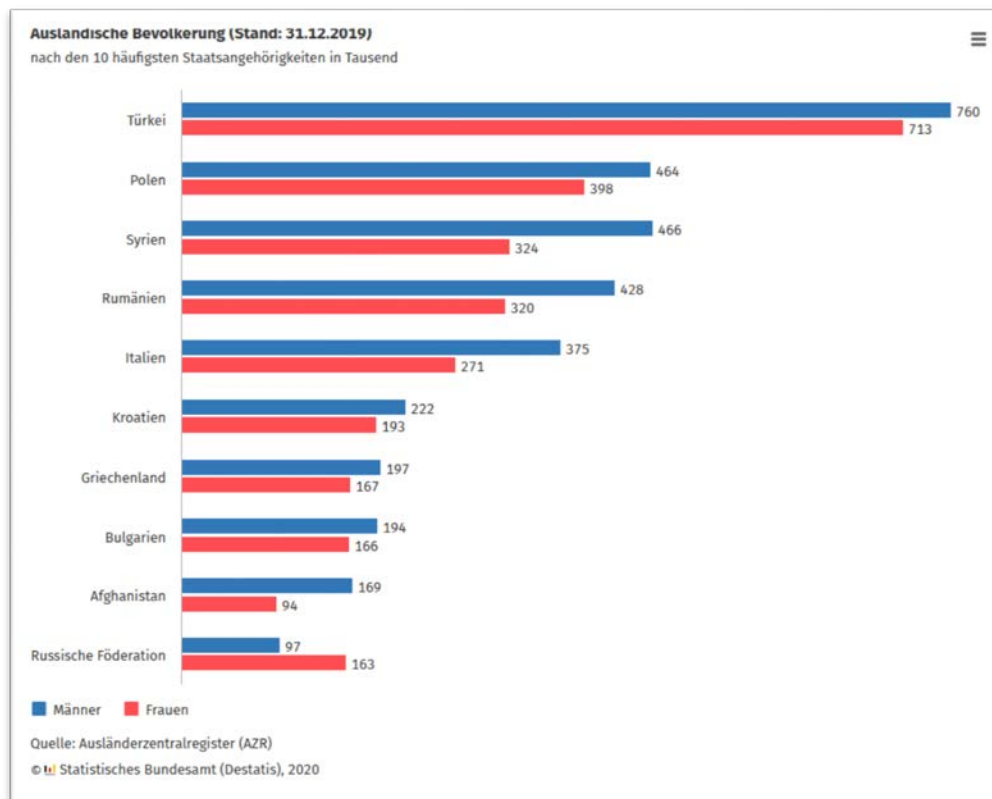
## 2. Data / statistics

### General data about migration and employment

According to the German Federal Statistical Office 11.2

Million Foreigners were registered in Germany in the year 2019. The majority of the immigrated people came from Romania (+52.000), Syria (+44.000) and Bulgaria (+23.000). At the end of the year, 43% of all registered foreigners were citizens of other EU member states. This underlines the aspect that the biggest migration flow happens within the EU. The figure below visualises the top 10 countries of origin and the relation of female and male immigrants.

1 Foreign population in thousands regarding TOP 10 countries of origin 2019<sup>6</sup>



<sup>6</sup> Resource: <https://www.destatis.de/DE/Themen/Gesellschaft-Umwelt/Bevoelkerung/Migration-Integration/auslaenderstatistik-stichtag.html>

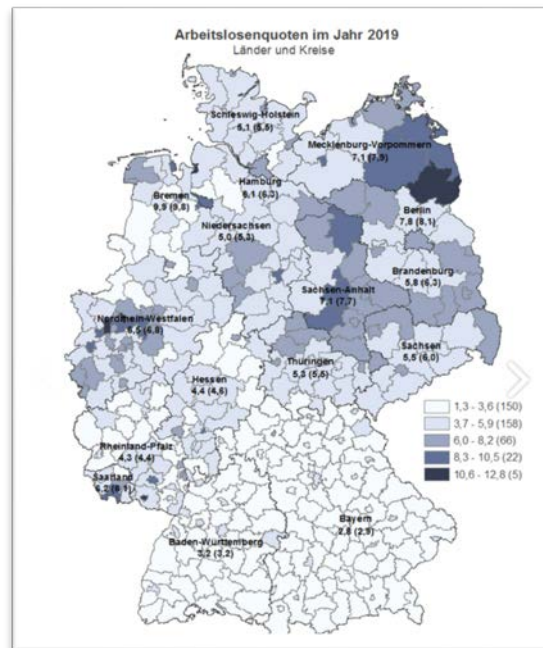
Turkish citizens build the highest foreign population in Germany, which we can still trace back to the long history of guest workers who came in the 1950es and 1960s.

Of all registered foreign citizens just 7% live in Germany less than one year, nearly the half has settled at least for 8 years and the average of all registered persons live in Germany for 15.3 years. From this it can be deduced that a big number of migrants plan to establish their selves in Germany for a longer time, why their working and employment situations should be taken into consideration.

To get an overview of the general employment situation in Germany, we look at the unemployment rate of the year 2019, which was 5% for the whole Federal Republic. Considering Figure 2 we see the general unemployment rate in Germany by regions:

2 Unemployment Rate Germany 2019 by region

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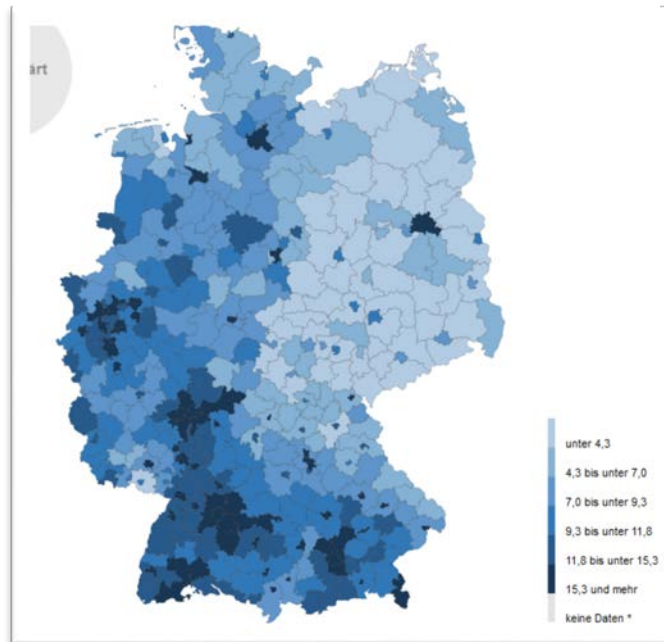


The figure shows a regional disparity between the south of Germany, an important location for the automotive industry and the former industrial regions in the East and the West of Germany. These regions instead suffer from structural problems after the downfall of their important industries (e.g. coal, steel, textile etc.).

Keeping in mind the regional differences of the labour market, we should look at the regional ratio of immigrants, which are presented in the figure below:

<sup>7</sup> Resource: <https://statistik.arbeitsagentur.de/Navigation/Statistik/Statistische-Analysen/Analyse-in-Grafiken/Arbeitsmarkt-nach-Regionen/Arbeitsmarkt-nach-Regionen-Nav.html>

3 Proportion of foreigners by regions 2018



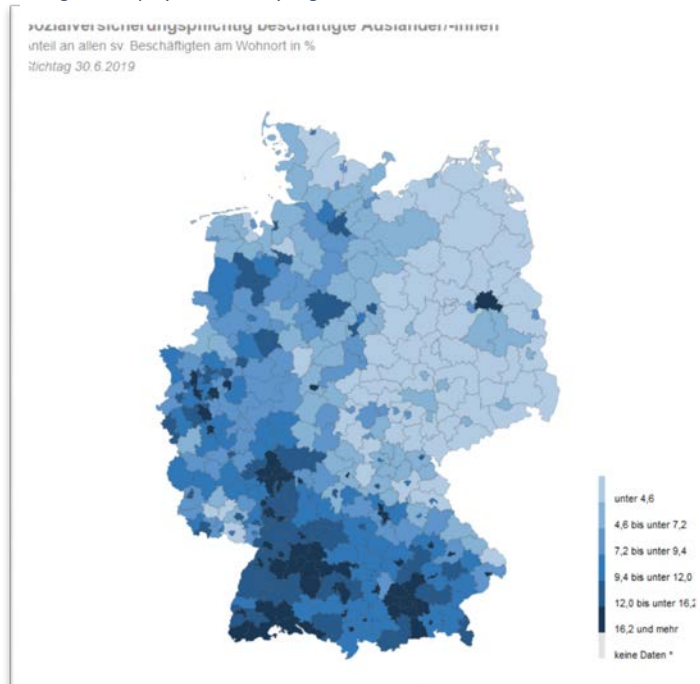
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We can see that the highest population of migrants (over 10% and more) is living in the south and West of Germany, especially in those regions, where the lowest unemployment rate exists. One exception to this is the Ruhr region in the West: although the regional labour market shows structural problems, it still attracts newcomers. This is due to the long history of migration in the region and a well-built foreign community, which helps for the start in a new country. Further, the living costs are still affordable and other cities and workplaces are quickly accessible.

Above described scene is also reflected in the numbers of the migrant employment rate, which you can see on the next figure. Regarding to the working population the following map shows the percentage of migrants per places of residence. The dark blue shows the highest rate of over 16%. Comparing with the other figures we see, that the numbers are congruent with the general rates of migrant population and employment. In addition, here the highest rates are in the South of Germany, the West and in metropolises like Hamburg and Berlin.

<sup>8</sup> Resources: [https://service.destatis.de/DE/karten/migration\\_integrations\\_regionen.html#ANT\\_AI](https://service.destatis.de/DE/karten/migration_integrations_regionen.html#ANT_AI)

4 Migrant employment rate by region, 2019



### Data about migrant entrepreneurship

The potential of migrant entrepreneurship came into focus just over the last years - and with that the demand of detailed data. This is why in the last years the government established different programs to collect data and observe the topic. Also because of demographic change and the need to keep the German economy competitive, it is necessary to examine the potential of migrant entrepreneurship and develop action strategies. The funding program IQ (Integration through Qualification) established since 2005 expert networks with different focuses. One is the competence centre for migrant entrepreneurship, which elaborated publications, studies and recommendations for action with different cooperation partners. The following data are based mainly on studies commissioned and funded by the Federal Ministry for Economic Affairs and Energy and on research papers by the KfW Förderbank (the biggest promotional bank in Germany, which acts upon public mandate). Anyhow, the available publications and facts are based on data from different sources: federal statistic of business notifications, the Micro census and in part own surveys from research institutes. At this point, we should mention, that there are some differences to take into consideration, when we observe the data from different resources. The statistic of business notification for example does not cover the range of freelance and self-employed persons. Further, it does not give any information of nationality in cases of bigger businesses. The nationality is just registered in case of single companies.

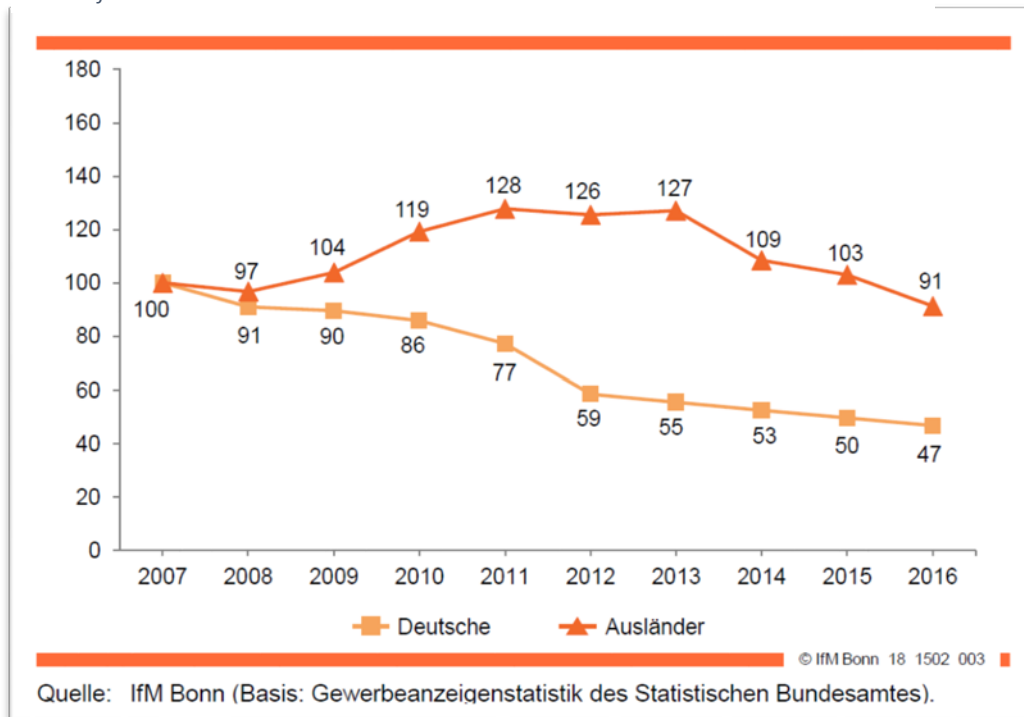


### Development of start-ups and self-employment rate

The following figure shows the development of the registered new businesses from 2007-2016. We see the lines for German citizens (light orange with square) and the foreign citizens (dark orange line with triangle). While the German business creations decline from 2008 continuously (91 in 2008 and 47 in 2016), the development of foreign start-ups runs opposite. The index rises up to 127 in 2013 and then drops to 91 in 2016.

5 Index of new businesses 2007-2016

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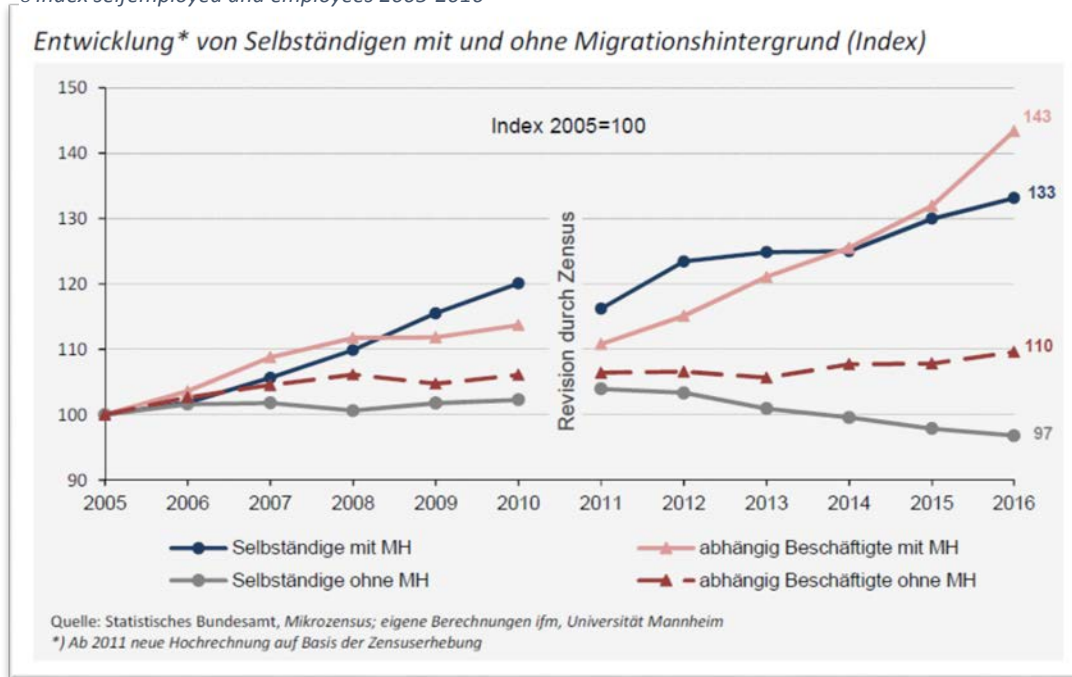
At this point, we compare above figures with the statistic of the Micro Census. As mentioned, the numbers of business notifications does not cover all forms of self-employment and distinguishes just between German and foreign nationalities.

Therefore we present also the following figure, which displays the index of self-employment and employees in the time of 2005-2016. This data distinguishes Germans and people with a migration background (see. Chapter 1). The numbers do not vary a lot, besides that the self-employed persons with migration background rise again in the period of 2014-2016 (dark blue line with circle). At the same time, the following figure displays also the index of employees. Here we can observe high rising from 2011 on (for German and migrants), which is an indicator for a positive development on the German labour market – more people

<sup>9</sup> Günterberg, Brigitte und Kay, Rosemarie: Existenzgründungen von ausländischen Staatsbürgern. Institut für Mittelstandsforschung Bonn, 2018, page 5.



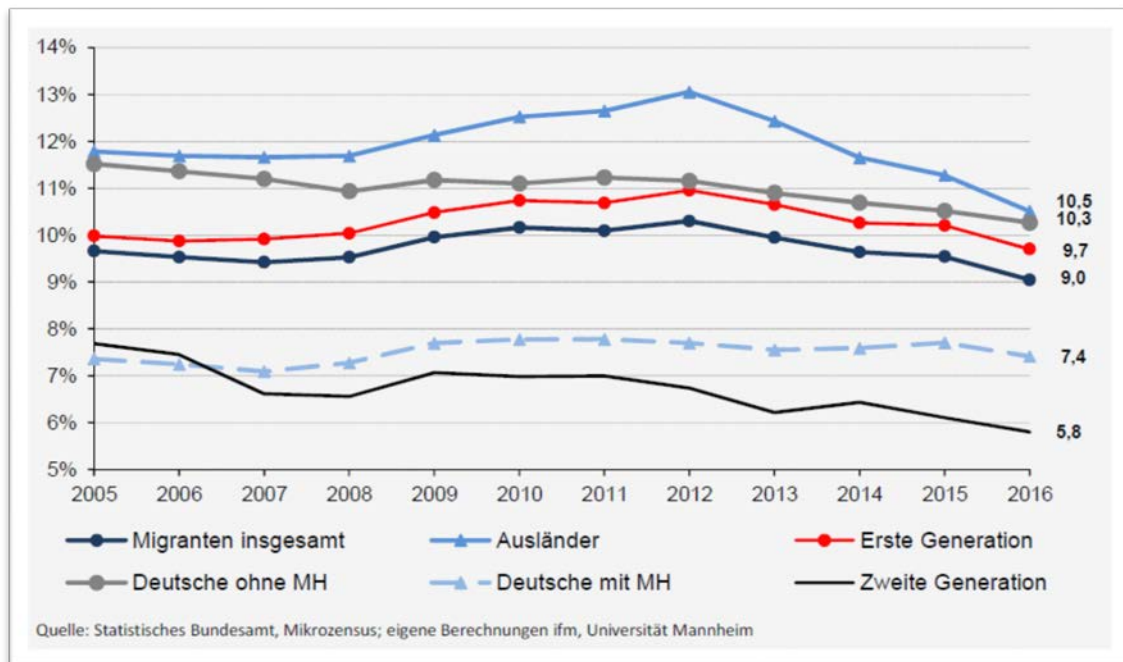
6 Index selfemployed and employees 2005-2016



found a job and integrated into the labour market as employees. The index also attests the presumption that migrants are more willing to set up a business than Germans.<sup>10</sup>

Keeping in mind the difficulties of the term "migration background", we introduce figure 7<sup>11</sup>, which presents the self-employment rate by

7 Self-employment rate regarding migration status



<sup>10</sup> Leicht, René et al.: Gründungspotenziale von Menschen mit ausländischen Wurzeln. Entwicklungen, Erfolgsfaktoren, Hemmnisse. Center for SME research university of Mannheim and ism, 2017, page 2.

<sup>11</sup> ebenda

distinguishing between Germans, German with migration background, foreign citizens and first or second-generation migrants.

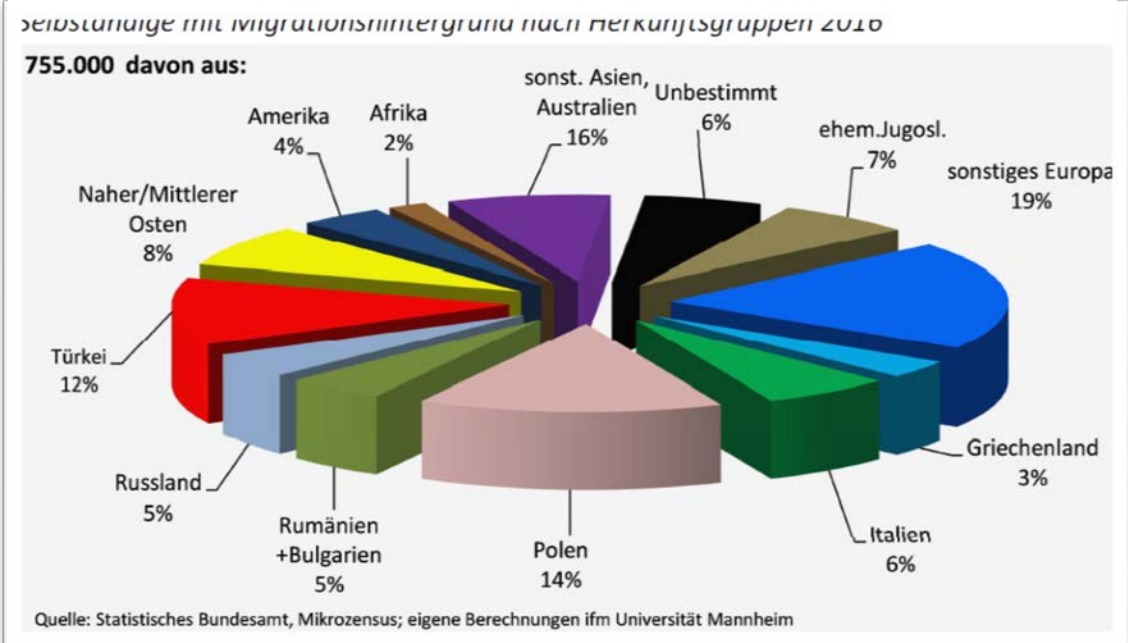
The dark blue line (with circle) represents the self-employment rate for all migrants (also nationalised). It reached its peak in 2012 and dropped to 9% in 2016. The light blue line with triangles displays the self-employment rate of foreign citizens, this group represents the highest rate of all, even higher than Germans (grey line with circle). Foreign citizens reached the peak in 2012 with 13% and dropped to 10.5% in 2016.

The rate of Germans with migration background instead varies between 7 and 8% and is decidedly lower than the others are. Interesting is also the difference between migrants of the first and second generation. While the self-employment rate of the first generation (red line with circle) is slightly above average (peak of 11% in 2012) the rate of the second generation (black line) is the lowest of all: starting with 7.8% in 2005 it declines continuously to 5.8% in 2016. One explanation could be that migrants of the second generation have other possibilities on the national labour market as they were integrated in the German school and VET system. Other could be that those migrants may be discriminated or not reached by consulting programs for entrepreneurship.

### Countries of origin

As already mentioned above the biggest part of migration is EU intern. We rediscover this fact also in the figure about the nationalities among entrepreneurs, which follows below.<sup>12</sup>

8 Self-employed with migration background reg. countries of origin



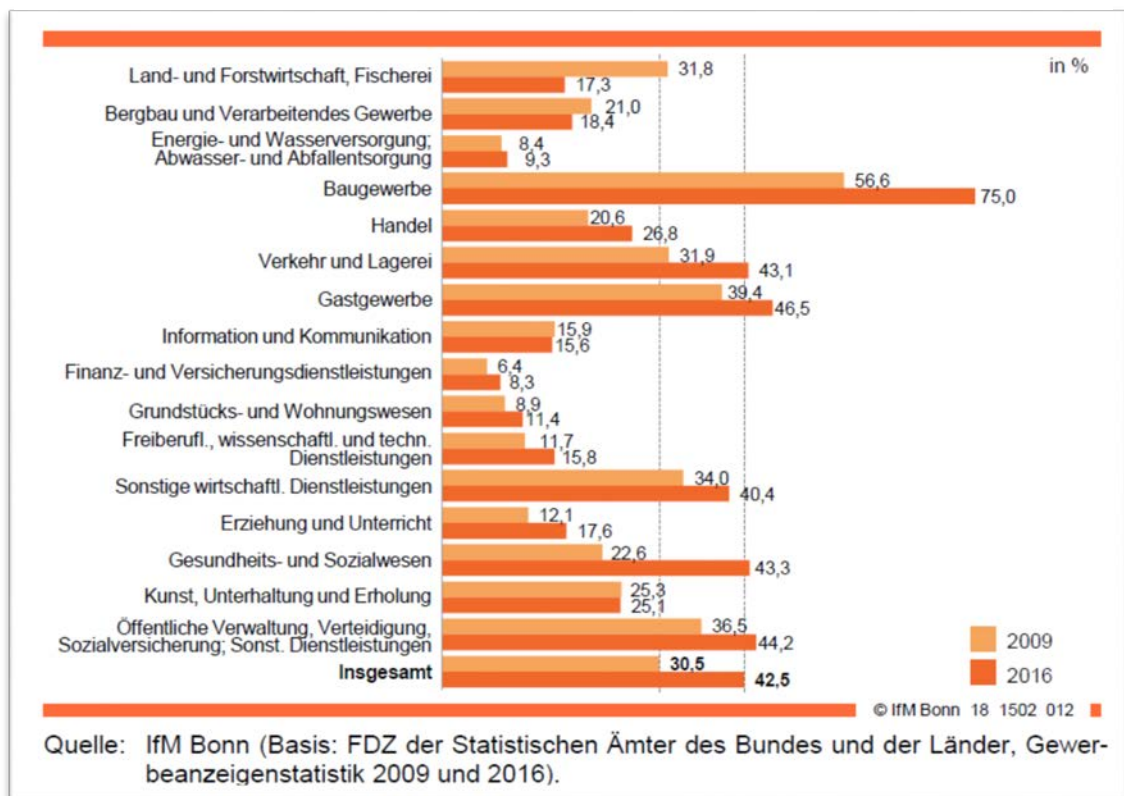
<sup>12</sup> Ebenda page 5

The figure displays that the biggest group of self-employed are Polish migrants (14%) and Turkish (12%). The rest is mainly made of migrants from the European Union. Migrants from the Middle East make 8%, Asian/Australian 16% and just 2% of the entrepreneurs are coming from Africa.

### Business sectors

The following figure displays the different business sectors and the representation of migrant enterprises in percent:<sup>13</sup>

9 Business Sectors of migrant entrepreneurship



The light orange column displays the rate in the year 2009 and the dark orange one for the year 2016. In total, the business raised from 30.5 % up to 42.5% over the years. The sectors, which stand out are the construction industry (raise of 20% up to 75% in 2016) and the health care and social services (raise from 22.6% up to 43.3%). Other sectors with over 40% are the hospitality industries, transportation industry and other services. Migrant enterprises thereby represent quite a range of different sectors.

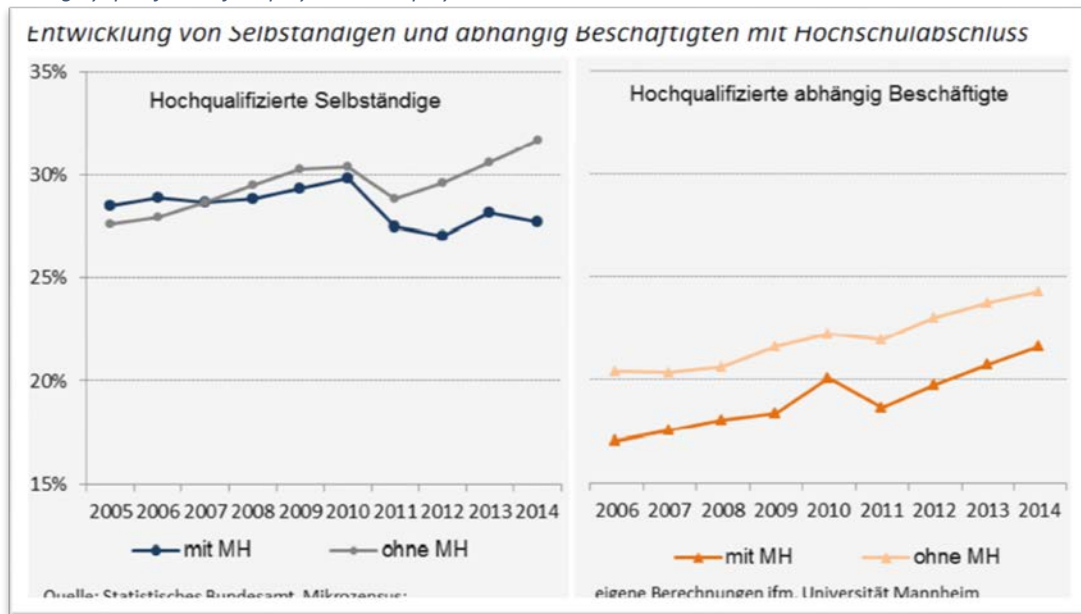
<sup>13</sup> Günterberg, Brigitte und Kay, Rosemarie: Existenzgründungen von ausländischen Staatsbürgern. Institut für Mittelstandsforschung Bonn, 2018, page 17.

### Qualification levels

Examining the qualification levels of the entrepreneurs, we see that 80% hold a vocational education. Among the German business founders even more.<sup>14</sup>

The following figure displays the higher qualifications among self-employed people and employees and the development of the rate during the period 2005-2014.<sup>15</sup>

10 Highly qualified self-employed and employees



On the left side we have the rate for the self-employed people (dark blue with migration background, light blue Germans) and on the right side we see the rate of highly qualified employees (dark orange with migration background, light orange line Germans). In both working situations, we see that generally there are more highly qualified Germans. The rate of the self-employed persons continuously rise among the Germans, while the ones with migration background is decreasing since 2011. At the same time, the highly qualified employees are rising in both groups continuously. The curve of people with migration background is even rising more steeply, which is a further indicator for a stronger labour market. The quoted study<sup>16</sup> further describes that higher qualified migrants among the self-employed people are mainly newcomers, while those second-generation migrants are mainly employees. This can be explained by the recognition of foreign diploma, maybe those who

<sup>14</sup> Ebenda page 38

<sup>15</sup> Leicht, René et al.: Gründungspotenziale von Menschen mit ausländischen Wurzeln. Entwicklungen, Erfolgsfaktoren, Hemmnisse. Center for SME research university of Mannheim and ism, 2017, page 7.

<sup>16</sup> ebenda

received a qualification in the German education system are more likely to find a job, so that those with other diplomas choose to build their own business to create their own jobs. On the other side, it could be possible that people with a migration experience are more likely to found an enterprise than those who were socialised in Germany. To be able to draw conclusions and describe action strategies, more data on the motives are necessary.

### **Motive**

The motives of migrants to start their own businesses are quite diverse. On the one side, there are studies, which describe a higher propensity towards self-employment in general: the personal characters, the experience of migration, greater risk taking and more entrepreneurial role models in their countries of origin.<sup>17</sup> On the other side, the number of business founding out of unemployment or misery is quite high among migrants (38%), which is an indicator for a structural disadvantage on the national labour market. The job opportunities in Germany are largely dependent on formal vocational qualifications, which are not always recognised when achieved in another country. Nevertheless, 47% of migrant entrepreneurs start their business with a concrete idea and concept, because they see market opportunities. This is also underlined by a survey of the centre for SME Research of the University of Mannheim, which displays the following figure:<sup>18</sup>

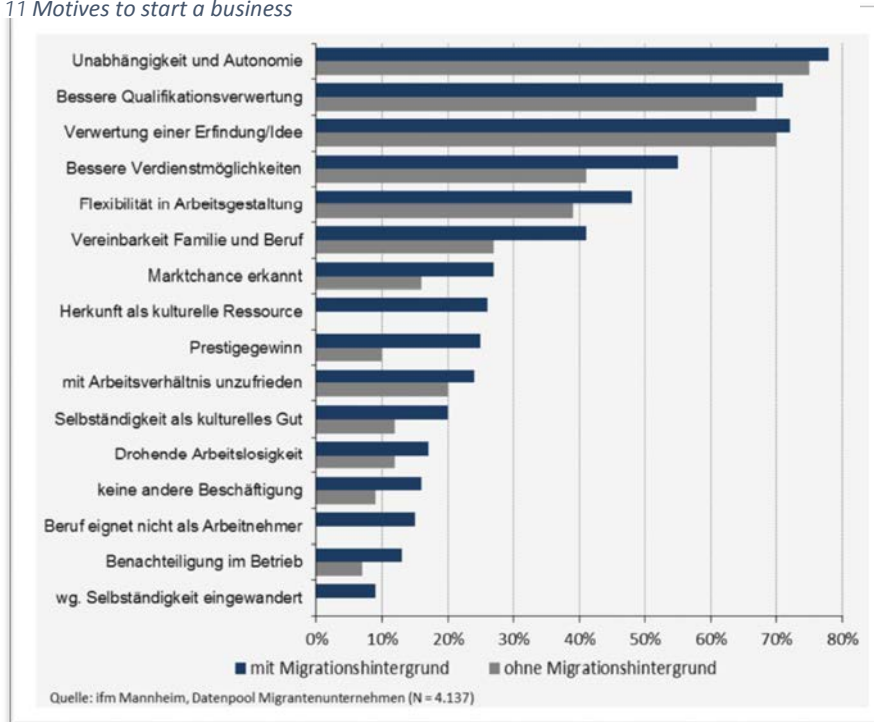
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<sup>17</sup> <https://www.kfw.de/PDF/Download-Center/Konzernthemen/Research/PDF-Dokumente-Fokus-Volkswirtschaft/Fokus-2019/Fokus-Nr.-240-Januar-2019-Gruendungen-durch-Migranten.pdf>

<sup>18</sup> Leicht, René et al.: Gründungspotenziale von Menschen mit ausländischen Wurzeln. Entwicklungen, Erfolgsfaktoren, Hemmnisse. Center for SME research university of Mannheim and ism, 2017, page .



11 Motives to start a business



The figures shows the motives to start a business and compares German entrepreneurs with those who have a migration background. What we see is that in general, migrants rate the motives stronger than the German do, but the motives are ranked in the same order. The most important motives are: independence and autonomy, realisation of an idea, better realisation of qualifications, flexibility in work structure and better reconcilability of family and work. Interesting is the gap of rate on the points “better income possibilities” and “gain in prestige”. Migrant entrepreneurs rate these points much higher.

Although there are not a lot of migrants starting a business out of unemployment, the structural disadvantage on the labour market is still an important motive.

### Financing

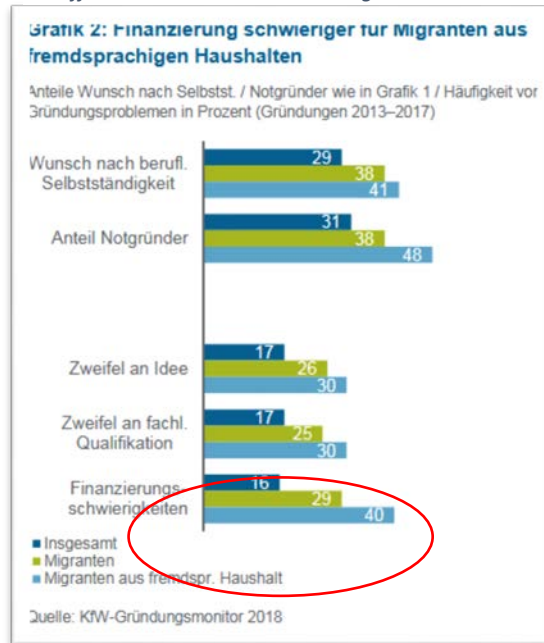
Another important aspect of starting a new business is the access to financial resources. Here are differences between Germans and migrants observable. Although the financial need does not differ, migrants apply rarer for public funding than Germans. Instead, they rely more often on the personal environment like friends and family.<sup>19</sup>

The kfw research differs in the following figure not just between migrants and the founders in general, but they take into consideration another group: migrants from foreign-language households. The figure bellow

<sup>19</sup> Leicht, René et al.: Gründungspotenziale von Menschen mit ausländischen Wurzeln. Entwicklungen, Erfolgsfaktoren, Hemmnisse. Center for SME research university of Mannheim and ism, 2017, page 15.

shows different problems and doubts in starting a business. The last point displays difficulties in financing.

12 Difficulties and doubts in starting a business



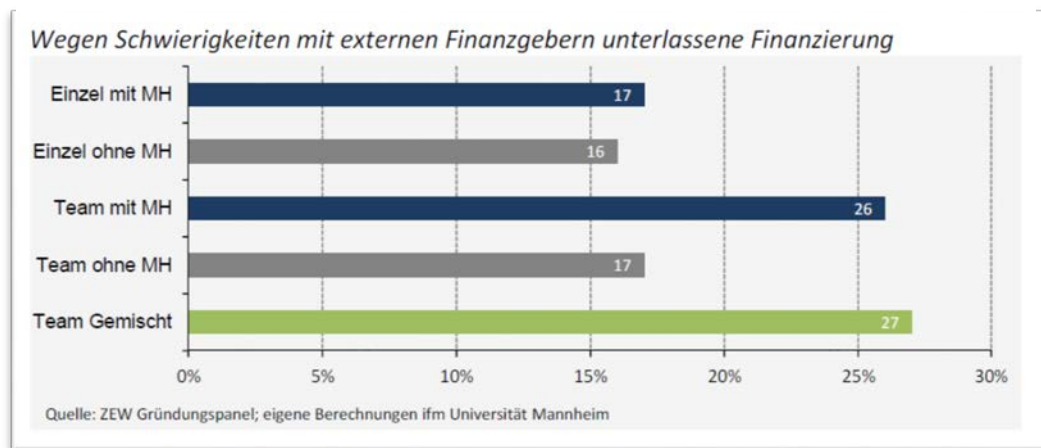
The figure displays that in average just 16% claim difficulties in financing the start-up, all migrants 29% and those living in foreign language households even 40%.<sup>20</sup> These data can be an indicator for the fact, that existing funding and consulting does not reach founders with migration background in the same way as Germans. Looking at the high number of migrants from foreign-language households, this could be (beside other reasons) to existing language barriers but also to difficulties for migrants to understand the system in Germany. The study of the Centre for SME Research of the University of Mannheim complete these figures by concretizing, that single businesses do not face as many finance difficulties as team businesses. This maybe because normally team businesses are bigger and require more funding. Although in this cases multiple factors collude, it is notable that especially Turkish, South-East Europeans and entrepreneurs from some third party countries see themselves faced with problems regarding external investors.<sup>21</sup>

<sup>20</sup> <https://www.kfw.de/PDF/Download-Center/Konzernthemen/Research/PDF-Dokumente-Fokus-Volkswirtschaft/Fokus-2019/Fokus-Nr.-240-Januar-2019-Gruendungen-durch-Migranten.pdf>

<sup>21</sup> Leicht, René et al.: Gründungspotenziale von Menschen mit ausländischen Wurzeln. Entwicklungen, Erfolgsfaktoren, Hemmnisse. Center for SME research university of Mannheim and ism, 2017, page 16.



13 Difficulties in financing



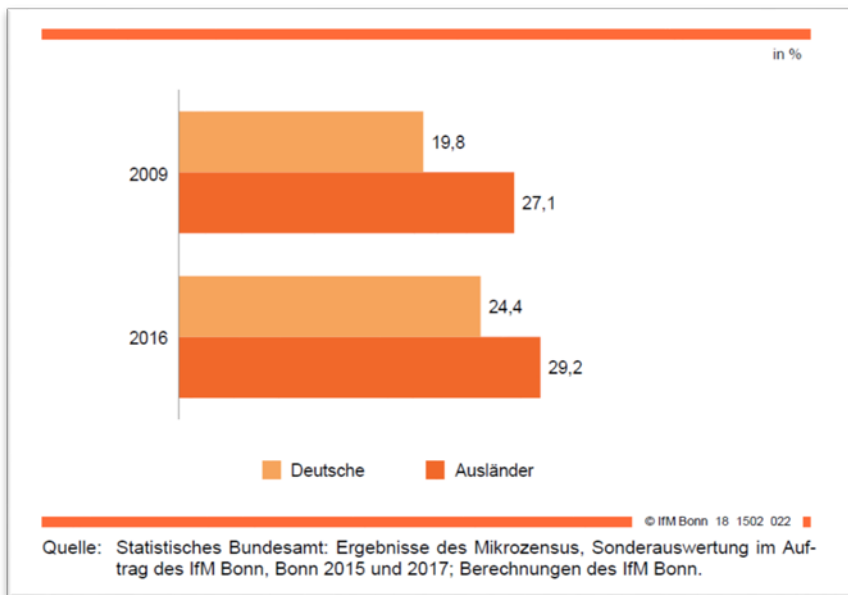
On the figure above, we see the percentage of difficulties with external investors. The first two columns display the rate for single businesses, the blue represents entrepreneurs with migration background, the grey without. We see, that the rate is nearly the same (16% and 17%), so for single businesses there are no bigger differences observable. The last three columns display a complete other situation for team businesses. The blue displays teams with migration background, the grey one without and the green one mixed teams. We see that the rate for team with migration background is nearly 10% higher than for teams without one. Even more notable is the fact that businesses with mixed teams show the highest rate (27%) regarding difficulties of financing.

### Structure of businesses

To conclude potential of migrant entrepreneurship and further action strategies it is also important to look at the structure of these businesses. The next figure for example shows that the percentage of start-ups, which offer jobs for employees, is higher among founders with migration background (dark orange column) than among Germans (light orange).<sup>22</sup> The significance of migrant enterprises for the national labour market and economy is not to underestimate.

<sup>22</sup> Günterberg, Brigitte und Kay, Rosemarie: Existenzgründungen von ausländischen Staatsbürgern. Institut für Mittelstandsforschung Bonn, 2018, page 34.

14 Percentage of start-ups with employees

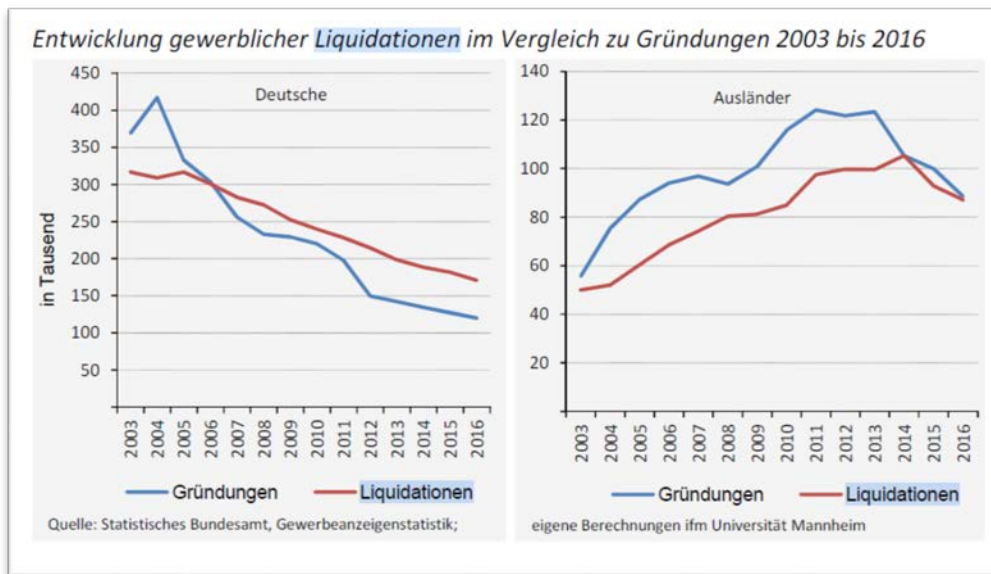


### Sustainability

Another important factor to take into consideration is the sustainability of enterprises. Although the founding rate of migrant entrepreneurship is quite high, the following figure shows that this does not say anything about a long-term perspective. The figure displays a comparison between business start-ups (blue line) and liquidations (red line). On the left side we see the graphs for German businesses and on the right those for migrant enterprises. Although the start-up rate among migrants is much higher than the one among Germans, we see that the liquidations were continuously raising and also higher than among Germans. The questions is if this can be an indicator for founding out of misery (in this case the high liquidations can be explained by integration into the labour market as an employee). Another explanation would be that consulting services, which are orientated on a sustainable and long-term business strategy, do not reach this target group. Lastly, this should be focused on in supporting programs.<sup>23</sup>

<sup>23</sup> Leicht, René et al.: Gründungspotenziale von Menschen mit ausländischen Wurzeln. Entwicklungen, Erfolgsfaktoren, Hemmnisse. Center for SME research university of Mannheim and ism, 2017, page 4.

15 Rate of liquidations



### 3. Funding/support Programs entrepreneurship

#### General Programs

In Germany, exist several public funding programs by the federal government or the regional ones. Further, there is the possibility to apply for private credits. In the following table, we listed federal funding programmes, private programmes and awards such as programs of private investors. There are general programs but also specified, which support merely innovative technologies or green start-ups. We marked yellow those programs that explicitly address migrants to apply.

Name	Funding institution	What is funded?	Who can apply
Beratungsförderung	Federal Office of Economics and Export Control	General Business consulting Specific consulting for migrants, women, disabled, sustainable enterprises etc. The amount depends on the business form and location	<ul style="list-style-type: none"> <li>• Young entrepreneurs, if they are not longer than 2 years on the market</li> <li>• Enterprises in distress</li> <li>• Enterprises at least 3 years existing</li> <li>• Registered office in Germany</li> </ul>
ERP Kapital	KfW Bank	Credit for starting a business up to 500.000 €	<ul style="list-style-type: none"> <li>• Start-ups</li> <li>• Young enterprises (up to 3 years)</li> </ul>

			<ul style="list-style-type: none"> <li>• Business succession</li> </ul>
ERP-Gründerkredit StartGeld	KfW Bank	Credit for starting a business up to 125.000 €	<ul style="list-style-type: none"> <li>• Star-ups</li> <li>• Young entrepreneurs</li> <li>• Business succession</li> <li>• Small businesses</li> </ul>
ERP-Gründerkredit Universell	KfW Bank	General support And support for businesses in distress due to Corona	<ul style="list-style-type: none"> <li>• Start-ups</li> <li>• Business succession</li> <li>• Self-employed</li> <li>• Freelancer</li> </ul>
Mein Mikrokredit	Federal Ministry of Labour and Social Affairs	Credit up to 25.000 € to start a business In cooperation with several institutes for Micro Financing	<ul style="list-style-type: none"> <li>• Young and small entrepreneurs who normally do not get credits in their banks</li> <li>• Aim is to support especially migrants and women</li> </ul>
Mikromezzaninfonds Deutschland	Federal Ministry of Economics / ESF	Silent partnership funding to support the creditworthy Up to 50.000 € for 10 years Target group enterprises up to 150.000 € (first 75.000)	<ul style="list-style-type: none"> <li>• Special targets are young enterprises with low capital</li> <li>• Start-up, which are funded to get out of unemployment</li> <li>• women enterprises</li> <li>• migrant enterprises</li> <li>• social enterprises</li> </ul>
KfW-Unternehmerkredit	KfW Bank	Established enterprises older than 5 years	<ul style="list-style-type: none"> <li>• established enterprises</li> </ul>
ERP-Digitalisierungskredit	KfW Bank	Digitisation and innovation projects	<ul style="list-style-type: none"> <li>• SME</li> <li>• Freelancers</li> <li>• Start-ups</li> </ul>
ERP-Mezzanine	KfW Bank	Special technical innovations	<ul style="list-style-type: none"> <li>• Private enterprises and freelancer who are active for at least 2 years</li> </ul>
ERP-Beteiligungsprogramm	KfW Bank	Innovation projects for developing and marketing of new products. Structural transformation of businesses or extensions. Start-Ups or company successions.	<ul style="list-style-type: none"> <li>• Private SME located in Germany</li> </ul>
Gründungszuschuss	Federal Labour Office	Support of a fulltime self-employment, to	<ul style="list-style-type: none"> <li>• Full-time self-employment to</li> </ul>

		get out of unemployment depending on the unemployment benefit. For 6 months unemployment benefit + 300 €	<p>end an unemployment</p> <ul style="list-style-type: none"> <li>• In the beginning of the self-employment must have an entitlement of unemployment benefit of still 150€</li> <li>• Confirmation about the business model and personal requirement for long-time success (Chambers).</li> </ul>
High-Tech Gründerfonds	High-Tech Gründerfonds Management GmbH	Several finance models up to 1 Mio Euro. Further the involvement in a network.	<ul style="list-style-type: none"> <li>• High Tech start-ups younger than 3 years</li> <li>• Fields: Digital Tech, Industrial-Tech, Life Sciences, Chemistry</li> <li>• Located in Germany or with clear connection to Germany</li> </ul>
INVEST	Federal Ministry of Economics	Brings together private investors and start-ups. Supports the investors by tax refund and doubling of investment sum	<ul style="list-style-type: none"> <li>• Innovative start-ups not older than 7 years and less than 50 employees</li> <li>• Head office in Europe at least one office in Germany</li> </ul>
EXIST-Gründerstipendium	Federal Ministry of Economics /ESF	Supports students, researchers, graduates who have a business idea in a research based sector. Maximum for one year, funded are positions per month, material expenses and coaching.	<ul style="list-style-type: none"> <li>• Students, graduates and researchers</li> <li>• Not more than 3 persons in the start-up</li> </ul>
EXIST-Forschungstransfer	Federal Ministry of Economics /ESF	Supports excellent research based start-ups. The development of prototypes, creating businessplans and	<ul style="list-style-type: none"> <li>• Max. 3 researchers and 1 business manager</li> </ul>

		founding the company. In phase II funding staff members.	
German Accelerator	Federal Ministry of Economics	Supports the most successful start-ups in international expansion. Mentoring, workshops, network. Market entry programs and market discovery programs.	<ul style="list-style-type: none"> <li>• Start-ups incorporated in Germany, legal form</li> </ul>
coparian	Coparion	Financial support and funding.	<ul style="list-style-type: none"> <li>• Technology based Start-ups located in Germany</li> </ul>
Venture Debts	Europäische Investitionsbank	Investments in research and development	<ul style="list-style-type: none"> <li>• SME</li> <li>• Mid-cap enterprises</li> </ul>
Start Green Award	Borderstep Institut	Cash and non-cash prizes	<ul style="list-style-type: none"> <li>• Start-ups of the green economy</li> </ul>
DBU Green Start-Up Programm	DBU (federal foundation for the Environment)	Up to 125.00 € per project and up to 2 years. Also coaching and mentoring.	<ul style="list-style-type: none"> <li>• Enterprises in starting phase</li> <li>• Start-ups younger than 5 years</li> <li>• Environmental protections</li> </ul>
EIT Climate KIC			<ul style="list-style-type: none"> <li>•</li> </ul>
Klimaschutzoffensive Mittelstand	KfW Bank	Investments for modernizing systems, climate friendly productions etc.	<ul style="list-style-type: none"> <li>• Domestic and foreign SME</li> <li>• Also for projects within the EU</li> </ul>
KfW-Umweltprogramm	KfW Bank	Investment for environment protections and sustainability	<ul style="list-style-type: none"> <li>• Domestic and foreign enterprises</li> </ul>

### Regional programs

As mentioned above several regional business development programs exist. They are depending on the individual circumstances of the region and are financed by different public programs. At this point, we present the programs of the region North-Rhine Westphalia. The federal government (German law for improvement of the regional economic structure) and the European Union (EFRE) support them.

Name	Funding institution	What is funded?	Who can apply
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Gründerpreis NRW	Regional government /NRW Bank	Prize in total of 60.000€	<ul style="list-style-type: none"> <li>• Enterprises based in NRW with less than 250 employees and</li> <li>• Founded between 2015-2018 (for prize of 2020)</li> <li>• Founders, freelancers or company succession</li> </ul>
Gründerstipendium NRW	Regional government	Monthly support of 1000 € for max. one year.	<ul style="list-style-type: none"> <li>• Founders in the beginning</li> <li>• Start-ups not older than 1 year</li> </ul>
Startcenter NRW	Regional government	75 startcenters in the whole region offer consulting, networking events etc. for free. They are based the local chambers and economic development agencies.	everyone
Exzellenz Start-Up Center	Regional Government	Support of Excellence centres to help founders in research based start-ups to bring their ideas to the market	<ul style="list-style-type: none"> <li>• Universities of the region</li> </ul>
Start-Up Innovationslabore NRW	Regional Government/ EFRE	Building a network and optimise conditions for start-ups in the research sector. Offering Mentoring, workshops etc-	<ul style="list-style-type: none"> <li>• Students graduates and researchers</li> <li>• Young entrepreneurs tech-based start-ups (&lt;5 years)</li> </ul>
Unternehmensnachfolge	Regional Government	Offering consulting and network for free to match business owners with possible successors	

Looking at the support programs above it becomes clear that the German government (on federal but also regional level) aims to promote start-ups and entrepreneurs to strengthen the German economy. Hereby they underline the importance of highly innovative and technology based products. Many programs are designed to attract high professionals and to strengthen Germany as a tech and innovation location.

Although the programs do not exclude migrants, just two explicitly motivate migrants to apply. In light of the variety of above listed



programs it is understandable that research results showed that many migrant entrepreneurs try to find investors in their personal environment (see chapter 2). To attract more migrants to apply for the named programs it is necessary for them to get good consulting, which can explain the variety of support programs. Therefore, consulting agencies should be intercultural sensitized and information should be available in several languages.

#### 4. Projects /Trainings

<b>ActNow!</b>	<b>Entrepreneurship training for refugees and asylum seekers</b>
<b>Project Lead:</b>	CHANCENGLEICH in Europa e.V.
<b>Contact Details:</b>	Hörder Bahnhofstraße 6 44263 Dortmund, Germany Tel. +49 231 28676640 Email: <a href="mailto:info@ch-e.eu">info@ch-e.eu</a> Website: <a href="http://www.ch-e.eu">www.ch-e.eu</a>
<b>Description:</b>	<i>Module-based training for refugees and asylum seekers, which does not aim necessarily in starting a business but aims to empower the target group, helps them to elaborate the competences, goals and strategies for their integration into (work)-life.</i> <i>The training is described in a brochure with workshop procedures and methods that can be used by others easily.</i> <i>The different modules are:</i> <ul style="list-style-type: none"> <li>• <i>Strengths, chances and ideas</i></li> <li>• <i>Formulating goals and strategies</i></li> <li>• <i>Development of business models</i></li> <li>• <i>The Founding process</i></li> <li>• <i>Market analysis</i></li> <li>• <i>Marketing</i></li> <li>• <i>The business plan</i></li> <li>• <i>Finance planning</i></li> </ul>
<b>Further Information:</b>	<a href="https://ch-e.eu/de/projekt-act-now.html">https://ch-e.eu/de/projekt-act-now.html</a> <a href="https://www.facebook.com/Actnow.Entrepreneur/?fref=ts">https://www.facebook.com/Actnow.Entrepreneur/?fref=ts</a> <a href="https://www.netzwerk-iq.de/foerderprogramm-iq/fachstellen/fachstelle-migrantenoeconomie">https://www.netzwerk-iq.de/foerderprogramm-iq/fachstellen/fachstelle-migrantenoeconomie</a>

<b>Rescuing Futures II</b>	
<b>Project Lead:</b>	AAU e.V., International Rescue Committee gGmbH

<b>Contact Details:</b>	<p>AAU e.V.          Kleestraße 21-23          90461 Nürnberg  <a href="http://www.aauev.de">www.aauev.de</a>  <a href="mailto:info@aauev.de">info@aauev.de</a></p> <p>ism e.V.          Augustinerstraße 64-66          55116 Mainz  <a href="http://www.ism-mainz.de">www.ism-mainz.de</a></p> <p>International Rescue Committee gGmbH          Friedrichstr. 57          53111 Bonn  <a href="https://de.rescue.org">https://de.rescue.org</a>          Ms Marleen Schreier          Tel: +49 228-52 26 16 28          E-Mail: <a href="mailto:Marleen.Schreier@rescue.org">Marleen.Schreier@rescue.org</a></p>
<b>Description:</b>	<p><i>The project „Rescuing Futures II“ offers a special support programme for 200 participants for a self-employment in Germany. It matches to the individual competences, interests and potentials of the participants.</i></p> <p><i>The three-monthly training consists of the following modules:</i></p> <ul style="list-style-type: none"> <li>• <i>What do I need to take into consideration to be successfully self-employed in Germany?</i></li> <li>• <i>Market and client analysis</i></li> <li>• <i>Creating a business plan</i></li> </ul> <p><i>The training is offered partly in a presence and online part. There are further qualifications for concrete founding and business growth.</i></p> <p><i>There are cooperation partners who do mentoring with the participants, further they can exchange in entrepreneur cafés to build up important networks, support language knowledge and systemic knowledge such about finance possibilities.</i></p>
<b>Further Information:</b>	<p><a href="https://www.aauev.de/projekte/rescuing-futures-ii-newcompany/">https://www.aauev.de/projekte/rescuing-futures-ii-newcompany/</a></p>

<b>XeneX</b>	
<b>Project Lead:</b>	AAU e.V., International Rescue Committee gGmbH
<b>Contact Details:</b>	AAU e.V. Kleestraße 21-23 90461 Nürnberg

	<a href="http://www.aaeuv.de">www.aaeuv.de</a> Ms Anastasiia Gasanova Junior Consultant Tel.: +49 911 23 98 66 98 E-Mail: anastasiia.gasanova@aaev.de
<b>Description:</b>	<p><i>Xenex is also one subproject of the IQ network (see above) in Bavaria. It offers complete support before, during and after starting a business in:</i></p> <ul style="list-style-type: none"> <li>• <i>Formulating of the business idea</i></li> <li>• <i>Creating a business plan</i></li> <li>• <i>Choice of legal form</i></li> <li>• <i>Development of marketing strategies</i></li> <li>• <i>Applying for public funding or private credits</i></li> </ul> <p><i>Further, XeneX offers a special consulting programme for female migrants with a university degree. Due to sector specifics, many female migrants found their selves in a self-employment situation after their degree and are confronted with many challenges. Next to the consulting, the programme conducts also special information event at universities.</i></p>
<b>Further Information:</b>	<p><a href="https://www.aaeuv.de/projekte/xenex/">https://www.aaeuv.de/projekte/xenex/</a></p> <p><a href="https://www.aaeuv.de/wp-content/uploads/2013/06/Folder-english.pdf">https://www.aaeuv.de/wp-content/uploads/2013/06/Folder-english.pdf</a></p> <p><a href="https://www.wir-gruenden-in-deutschland.de/">https://www.wir-gruenden-in-deutschland.de/</a></p> <p><a href="https://www.migranet.org/images/Publikationen/Gruendungsfibel.pdf">https://www.migranet.org/images/Publikationen/Gruendungsfibel.pdf</a></p>

	<b>IQ Fachstelle für Migrantenökonomie</b>
<b>Project Lead:</b>	ISM e.V.
<b>Contact Details:</b>	IQ Fachstelle Migrantenökonomie im Institut für Sozialpädagogischer Forschung Mainz e.V. Augustiner Str. 64-66 55116 Mainz  <a href="mailto:fachstelle@migrantenoeconomie-iq.de">fachstelle@migrantenoeconomie-iq.de</a>
<b>Description:</b>	<p><i>Expertise office for migrant entrepreneurship within the IQ network (Integration through qualification). They publish literature, studies and data about the topic and offer consulting regarding all levels. Further, they cooperate with a wide range of institutions and work on research and special projects.</i></p>

<b>Further Information:</b>	<p><a href="https://www.netzwerk-iq.de/foerderprogramm-iq/fachstellen/fachstelle-migrantenoeconomie">https://www.netzwerk-iq.de/foerderprogramm-iq/fachstellen/fachstelle-migrantenoeconomie</a></p> <p><a href="https://www.netzwerk-iq.de/fileadmin/Redaktion/Downloads/Fachstelle_Migrantenoeconomie/Businessplan_Workbook/IQ-BPB_en_web.pdf">https://www.netzwerk-iq.de/fileadmin/Redaktion/Downloads/Fachstelle_Migrantenoeconomie/Businessplan_Workbook/IQ-BPB_en_web.pdf</a></p> <p><a href="https://www.netzwerk-iq.de/fileadmin/Redaktion/Downloads/Fachstelle_Migrantenoeconomie/Brosch%C3%BCren/IQ_Brosch%C3%BCre_A5_Gr%C3%BCndungsunterst%C3%BCtzung_Zugewanderter_Einzelseiten.pdf">https://www.netzwerk-iq.de/fileadmin/Redaktion/Downloads/Fachstelle_Migrantenoeconomie/Brosch%C3%BCren/IQ_Brosch%C3%BCre_A5_Gr%C3%BCndungsunterst%C3%BCtzung_Zugewanderter_Einzelseiten.pdf</a></p>
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<https://www.existenzgruender.de/DE/Home/inhalt.html>

### Regional programs NRW:

<https://www.wirtschaft.nrw/gruendung>

### Research papers of KfW-Bank:

<https://www.kfw.de/KfW-Konzern/KfW-Research/Existenzgr%C3%BCnder.html>

<https://www.kfw.de/KfW-Konzern/KfW-Research/index.jsp>

<https://www.kfw.de/KfW-Konzern/Newsroom/Pressematerial/Themen-kompakt/Gr%C3%BCndungen-durch-Migranten/>

### Research papers:

Günterberg, Brigitte und Kay, Rosemarie: Existenzgründungen von ausländischen Staatsbürgern. Institut für Mittelstandsforschung Bonn, 2018.

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<http://statistik.migrantenoekonomie-iq.de/#filter>

