



**MADE OF
LISBOA**



Immigrant Entrepreneurship; Lisbon City Council actions that (1) identify + address, and (2) facilitate.



Jorge Vieira



Identify

Lisboa%
A economia em números
2016

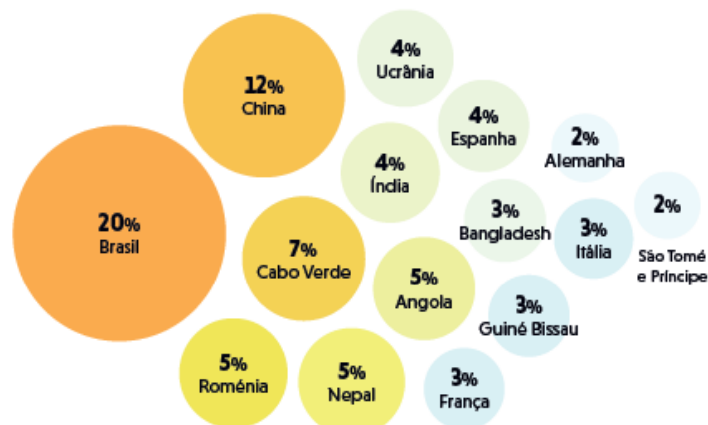
Foreign population
working in Lisbon

POPULAÇÃO ESTRANGEIRA RESIDENTE

	Lisboa (Cidade)	Lisboa (AML)
População estrangeira residente	50.047	205.669
	(Nº)	(Nº)
% face ao total da população	9,8	7,3
	(%)	(%)
Proporção sobre o total do país	12,7	52
	(%)	(%)

Fonte: Fonte: SEF, Sefstat Portal de Estatísticas, Ano: 2014

População estrangeira residente no concelho de Lisboa



Fonte: Fonte: SEF, Sefstat Portal de Estatísticas, Ano: 2014





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Address and
knowledge

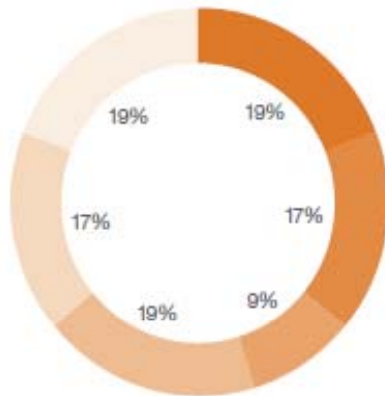


- Partnership, The European Council + Policy Migration Group.
- 2015 - Project DELI focused to create a Local Partnership Platform – Plataforma DELI-Lisbon
- Identification, discussion and reflection about economic integration of immigrants
- Outcome - the recognition of its potential and the clear advantage of their diversity, creativity and innovation to the economic fabric of the city.



Local Partnership Platform

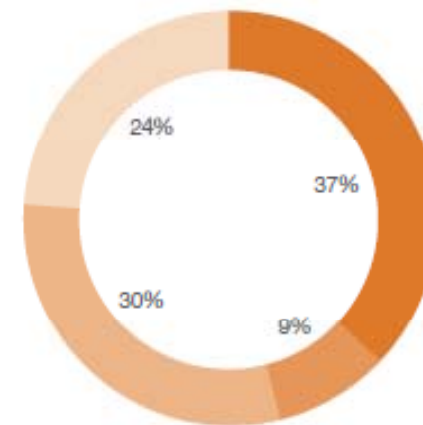
**QUAIS OS PRINCIPAIS DESAFIOS AO EMPREENDEDORISMO EM LISBOA?
WHAT ARE THE MAIN CHALLENGES TO IMMIGRANT ENTREPRENEURSHIP
IN LISBON?**



- Discriminação, desconfiança e preconceito / *Discrimination, distrust and prejudice*
- Complexidade jurídico-legal / *Juridical and legal complexity*
- Ineficiência burocrático-administrativa / *Bureaucratic-administrative inefficiency*
- Barreira linguística / *Language barrier*
- Viabilidade, sustentabilidade dos negócios / *Viability, sustainability of business*
- Acesso a recursos, segurança / *Access to resources, security*

Obstacles

**COMO SUPERAR OS DESAFIOS DO EMPREENDEDORISMO?
HOW TO OVERCOME CHALLENGES TO ENTREPRENEURSHIP?**



- Formação e sensibilização / *Training and awareness*
- Organização e ação coletiva / *Organization and collective action*
- Apoio institucional / *Institutional support*
- Qualificação de procedimentos / *Procedures qualification*

Overcome





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DELI - Report

- The creation of business is assumed on the part of immigrants as a strategy for action
- The rate of foreign employers, in the last two decades is higher than the rate of locals employers. (Lisbon Region)
- Difficulties in access to credit and financial institutions
- Confirm the contributions of immigrants in entrepreneurial activity, in particular:
 - a) In job creation,
 - a) Urban dynamization and promotion of interculturality,
 - a) Supply of new products and services and the implementation of new business strategies.





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Plano Municipal
para a **Integração**
de **Imigrantes**
de **Lisboa**
2015-2017

Deliver to - DDS
(Department of Social
Rights)

Activity plan budgeted in
four axis

Support initiatives to create your own
business

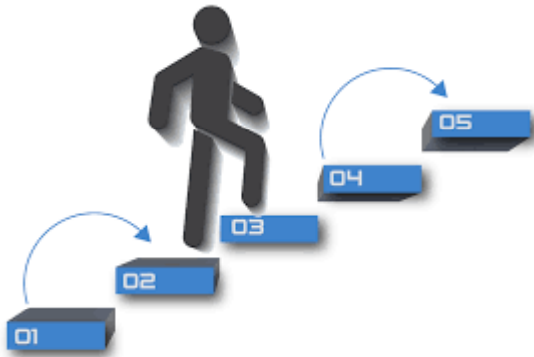
Enhance and disseminate ethnic products
and services

Define the socio/economic profile /cultural
from immigrants business

Support the immigrants' access to credit
institutions



Steps for action CML/DMEI to integrate immigrant entrepreneurship



I. Facilitating and reducing bureaucracy;

II. Business Viability (Capital);

III. Urban Regeneration and public equipment in degraded areas;

IV. Retain specialized and qualified labor;

V. Access to the new economic trends as complementary/alternative to traditional trade.





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I. Facilitate and reducing bureaucracy



INICIATIVA LISBOA

The Lisbon Initiative, one-stop service for entrepreneurs and businessmen that includes the “Companhia na hora” allowing the creation of a new company in record time.

As an specific counter for immigrants.

Start up
Lisboa

Startup Lisboa - About 30 per cent of the startups are from foreign entrepreneurs.

Virtual commerce facilitation.

Support in Management, Marketing, legal advice, product and service development and financing.





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II. Business Viability / Capital



Candidaturas	Projectos / Emp. Apoiadas	Projectos / Emp. Instaladas	Projectos / Emp. Financiadas	Postos de Trabalho Criados
+ 1620	+ 350	+ 100	+ 60	+ 260
(Nº)	(Nº)	(Nº)	(Nº)	(Nº)

This program launched by our Municipal department in February 2013

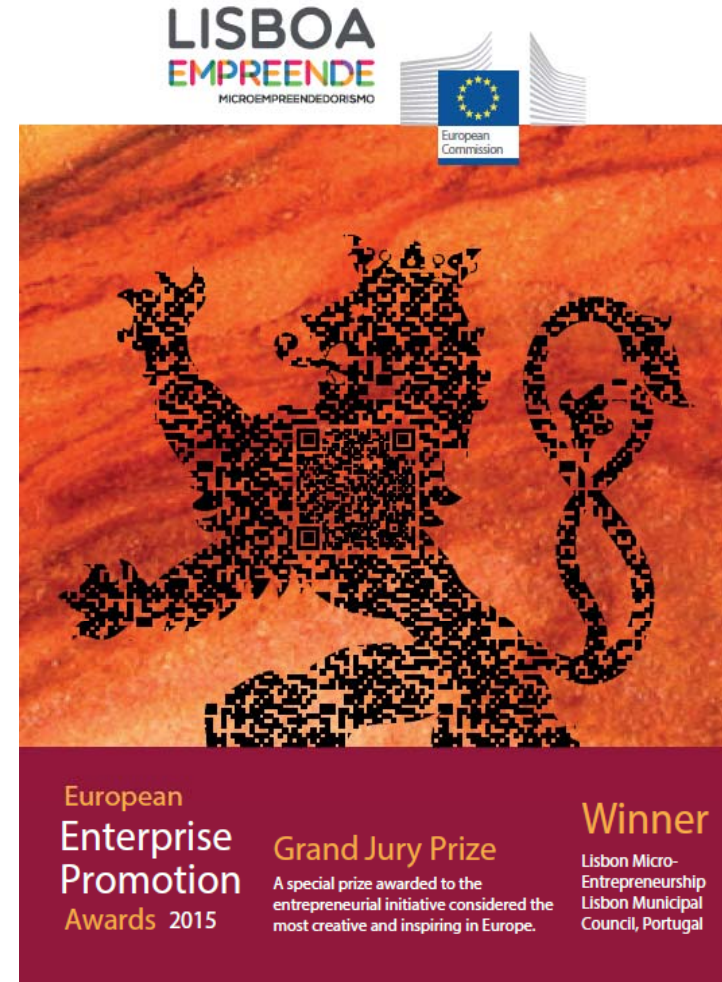
Personalized technical support with a financial-economic vision

Business plan and access to funding instruments

Microcredit which can ascend up to 20.000€

The service provided is free

Support 13% of immigrant entrepreneurs



Immigrants see the microcredit as the only chance of financing

II. Business Viability / Capital

- Effective instrument for job creation, contributing to the enhancement and dignifying the micro-entrepreneur.
- The only way to bring the banking institutions was to make a partnership with the City Hall
- Help people with viable business ideas have technical skills and the profile of the entrepreneur.





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III. Urban Regeneration and public equipment in degraded areas

(2015) - First incubator of Lisbon to support projects and business ideas of the creative industries - areas of Design, Media, Fashion, Music, tiling, Jewelry.

Support for incubation services, such as Management, Marketing, legal advice, product and service development and financing.

The importance of the economic externalization

Restoration of a ruined building in a neighborhood in the center of Lisbon mostly inhabited by immigrants.

The Growth of the entire surrounding economy, mostly immigrant entrepreneurs





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III. Urban Regeneration and public equipment in degraded areas





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IV. Retain of specialized and qualified labor



STUDY IN LISBON

Created in 2014, started out as a web platform that joined all kinds of information, actors and initiatives with the aim of attracting students and retain talent

- Provides all the information about university entities
- Promotes and streamlines cultural and creative initiatives in the city
- Organizes events and meetings





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IV. Retain of specialized and qualified labor





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IV. Retain of specialized and qualified labor

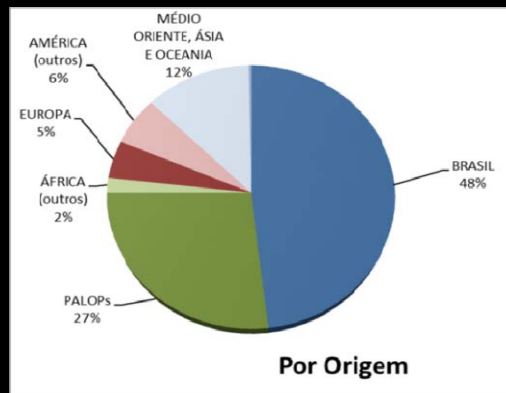


STUDY IN LISBON LOUNGE

- Visa & Immigration Services (SEF)
 - Passport
 - Opening of bank accounts
 - Accommodation Options
- Public transport (vendor and information)
 - Phone cards and cell phones
 - Jobs and internships
- Academic Entrepreneurship Program
- Contacts with embassies and consulates



STUDY IN LISBON LOUNGE



48% BRASIL
27% PALOPS
12% Middle East, Asia and
Oceania
6% AMÉRICA (Others)
5% EUROPA
2% ÁFRICA (others)

PORTUGUESE LANGUAGE LEARNING
ELEMENTARY LEVEL AND LEVEL A1.
PARTNERSHIP WITH ERASMUS LIFE LISBOA E LISBON
LANGUAGE SCHOOL





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V. Access to the new economic trends as complementary/alternative to traditional trade.



2nd GP GUIDE

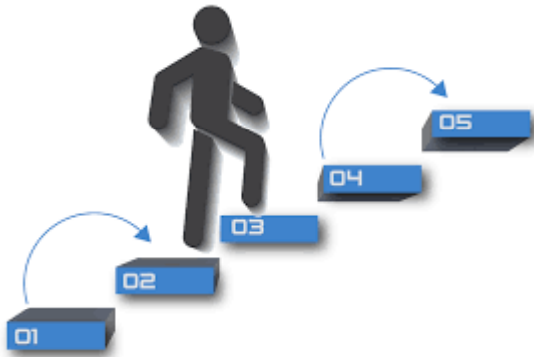
2nd Good Practices guide is online!

Cooperation between the public authorities, business sector, universities and R&D institutions

[READ MORE](#)



5 Steps for action CML/DMEI to integrate immigrant entrepreneurship



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Projects to share with our european partners

Jorge Vieira

