

THE COMMUNITY OF PRACTICE ON INCLUSIVE ENTREPRENEURSHIP

*“A network of people actively involved in opening up
entrepreneurship to all parts of society”*



COPIE Workshop Brussels

23 February 2012

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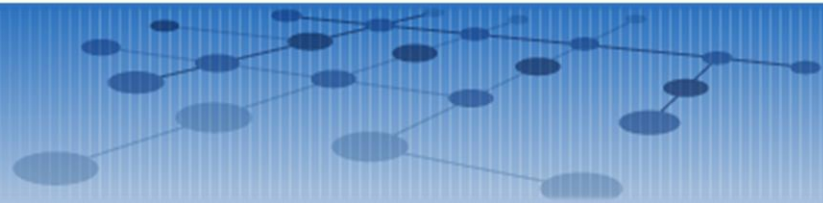
Agenda

PART I PROCESS

- I. Network
- II. Baseline study
- III. Access to finance tool
- IV. Meetings

PART II MANUAL

- a) Identifying the place of the inclusive entrepreneurship policy in relation to other active labour market policies
- b) Defining the place of microfinance in the inclusive entrepreneurship strategy
- c) Organising the implementation of the scheme



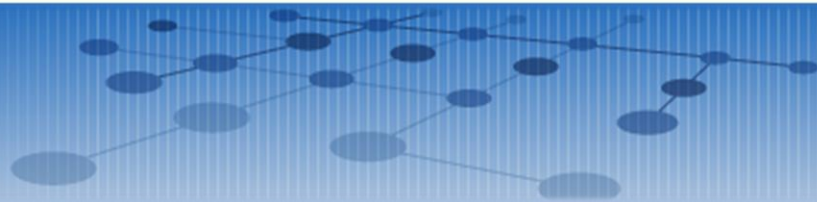
I. Network

Partners:

- ESF MA's of Czech republic, Spain, Germany, Lithuania and Flanders

Goal:

- To examine ESF intervention concerning ATF
- To Identify and review (best) practices
- To provide key elements for ESF support in the future

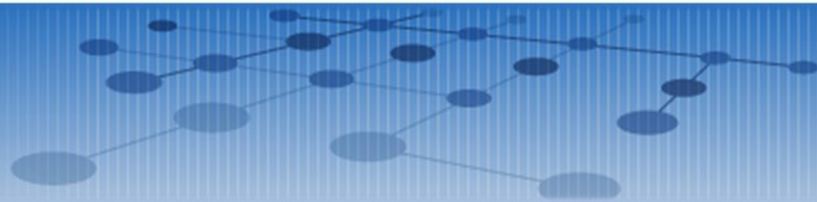


II. Baseline study

Access to Finance/Microcredits

- Done by European Microfinance Network (EMN)
- Overview of ATF situation in Spain, Czech republic, Flanders and Lithuania
- Decision to develop Assessment Tool by Hefboom
= Access to Finance Framework

<http://www.cop-ie.eu/thematic-groups-access-to-finance-reports>



III. Access to finance tool

What

*The grid is designed to **detect, describe and analyze good practices** in the different partner countries of the sub COP.*

*It is inspired by the **COPIE I- tool** and the **IMPART** peer review manual.*

*It ensures that the partners receive the information in a **structured** way*

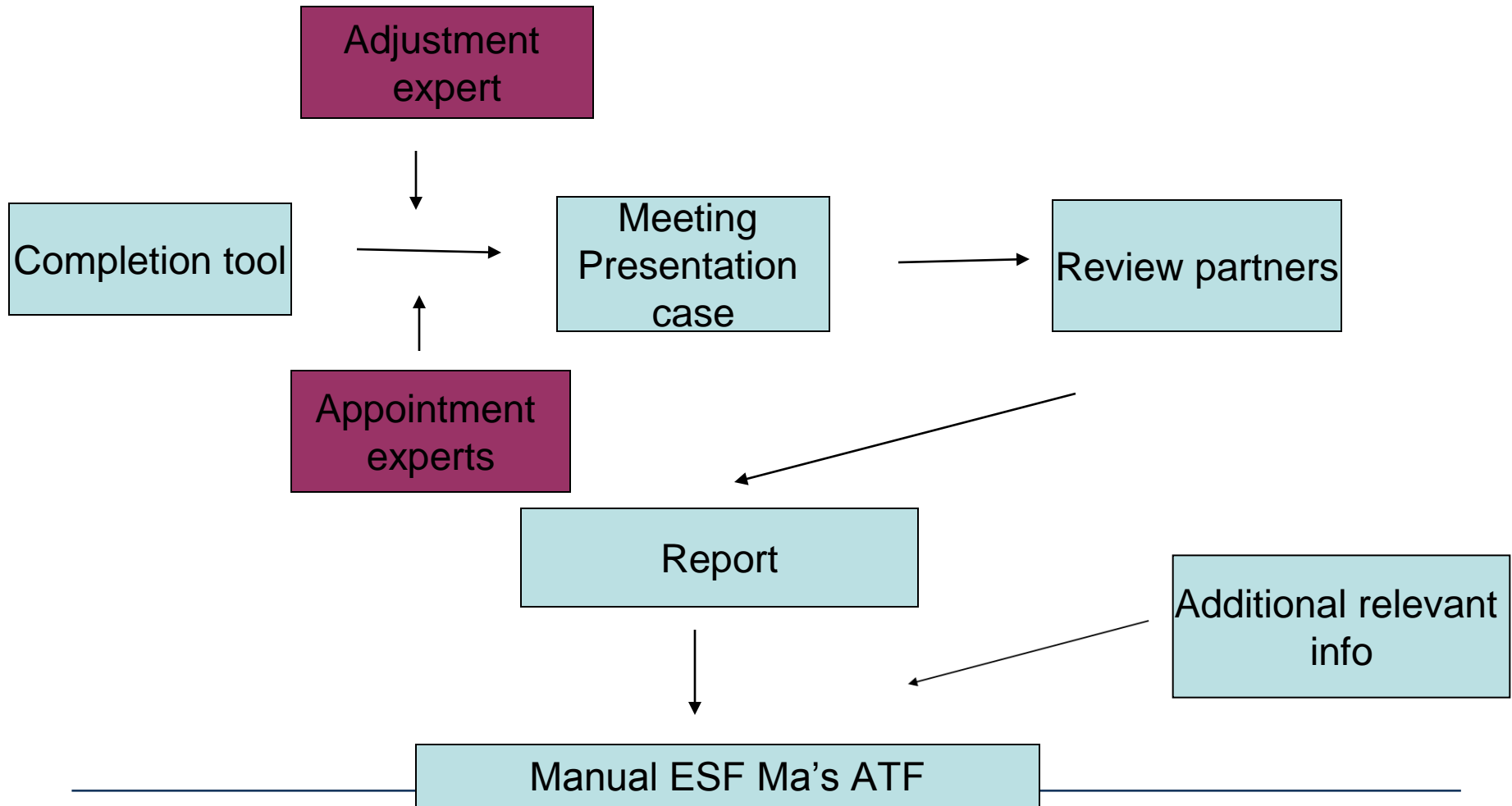
Content

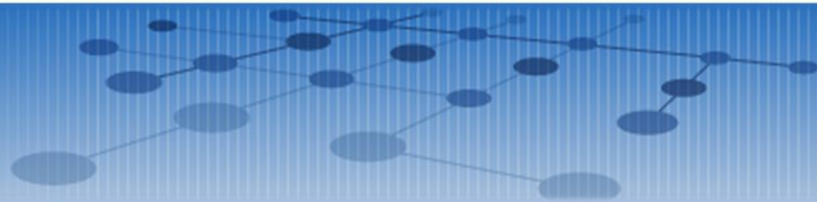
A. Context

B. Detailed description and analysis of practise

C. Assessment

IV. Meetings



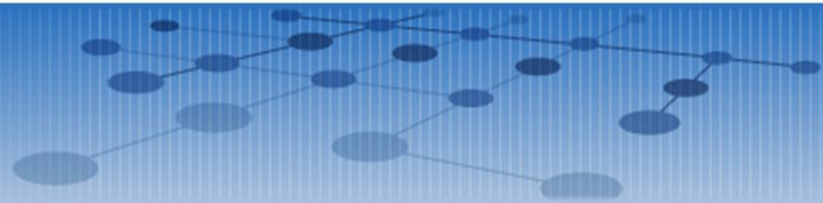


IV. Meetings

- 19-20/01: Lithuania: Entrepreneurship
Promotion Fund – for start ups
- 12-13/05: Flanders: Solidaire lening and role
ESF+ Ondernemen werkt
- 06-07/10: Germany: Stakeholders of the German
Microfinance sector and their functions / duties

Reports: <http://www.cop-ie.eu/thematic-groups-access-to-finance-reports>

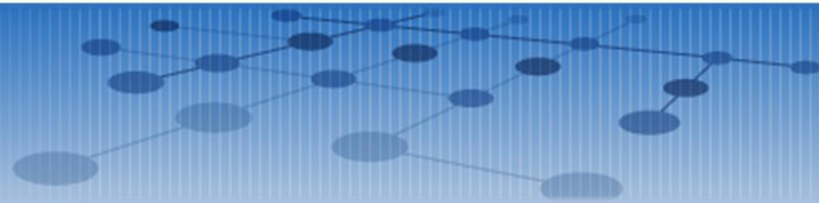
- 15-16/12 Brussels: Technical workshop on Manual
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IV. Meetings

Structure

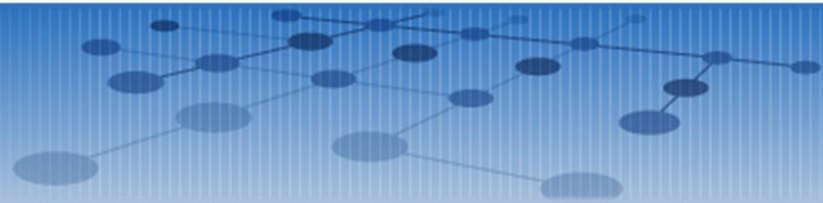
1. Presentation cases
2. Structured reflection in roundtables
(host, expert, participants)
3. In plenum feedback
4. General topic



IV. Meetings

Participants

- +/- 40
- Regional stakeholders: Employers Organisations, Credit Unions, ministries, universities
- COPIE experts Action planning, Quality management, Integrated Business support
- Non COPIE member ESF MA's: Lombardia, Basilicata, Sardinia, Latvia, Greece
- EIPA, EMN

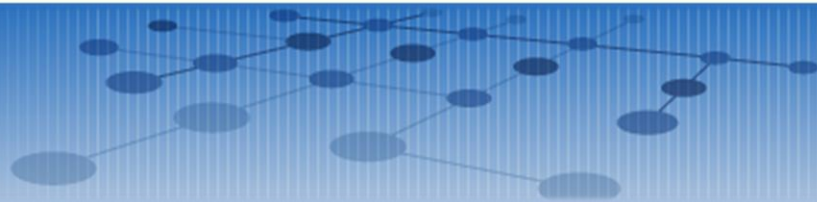


IV. Meetings

Benefits of meetings:

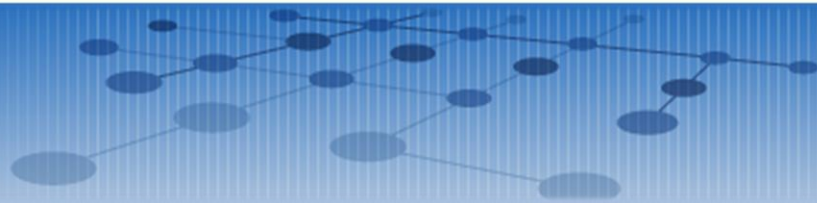
- Learning of new cases/approaches
- Feedback by experts
- Networking

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Part II - Manual

- „Designing microfinance operations in the EU – How to build and implement microfinance support programmes using the ESF“
- Structure:
 - Step-by-step approach (policy cycle inclusive entrepreneurship)
 - Examples/good practice (Lithuania, Germany, Belgium, Latvia, Sardinia, Calabria, Lombardy, Basilicata)
 - Current funding programmes

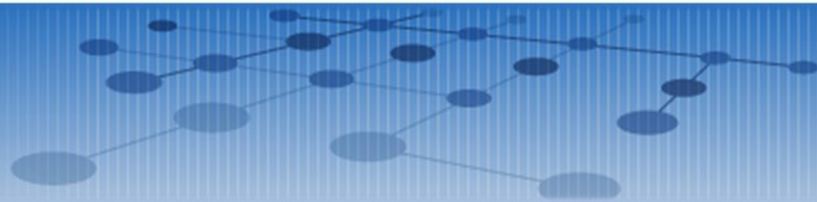


Step-by-step approach

- a) **Identifying the place of the inclusive entrepreneurship policy in relation to other active labour market policies:**
 1. Agenda setting
 2. Creating a shared vision/mobilising key stakeholders
 3. Ex-ante evaluation
 4. Formulation of integrated strategy for inclusive entrepreneurship;

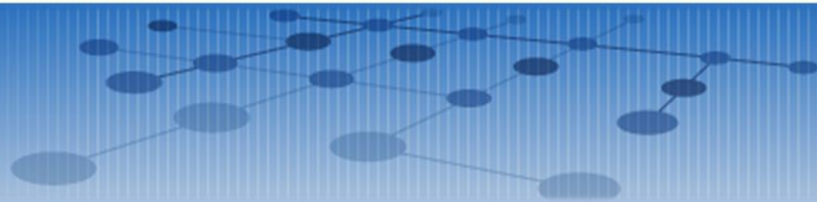
 - b) **Defining the place of microfinance in the inclusive entrepreneurship strategy:**
 5. Organising the professional management of a microfinance scheme
 6. How to select a fund manager and financial intermediaries

 - c) **Organising the implementation of the scheme:**
 7. Establishing synergies between financial and non-financial support schemes
 8. Ensuring schemes are reaching out and meeting the needs of specific target groups
 9. Quality of microfinance institutions and services
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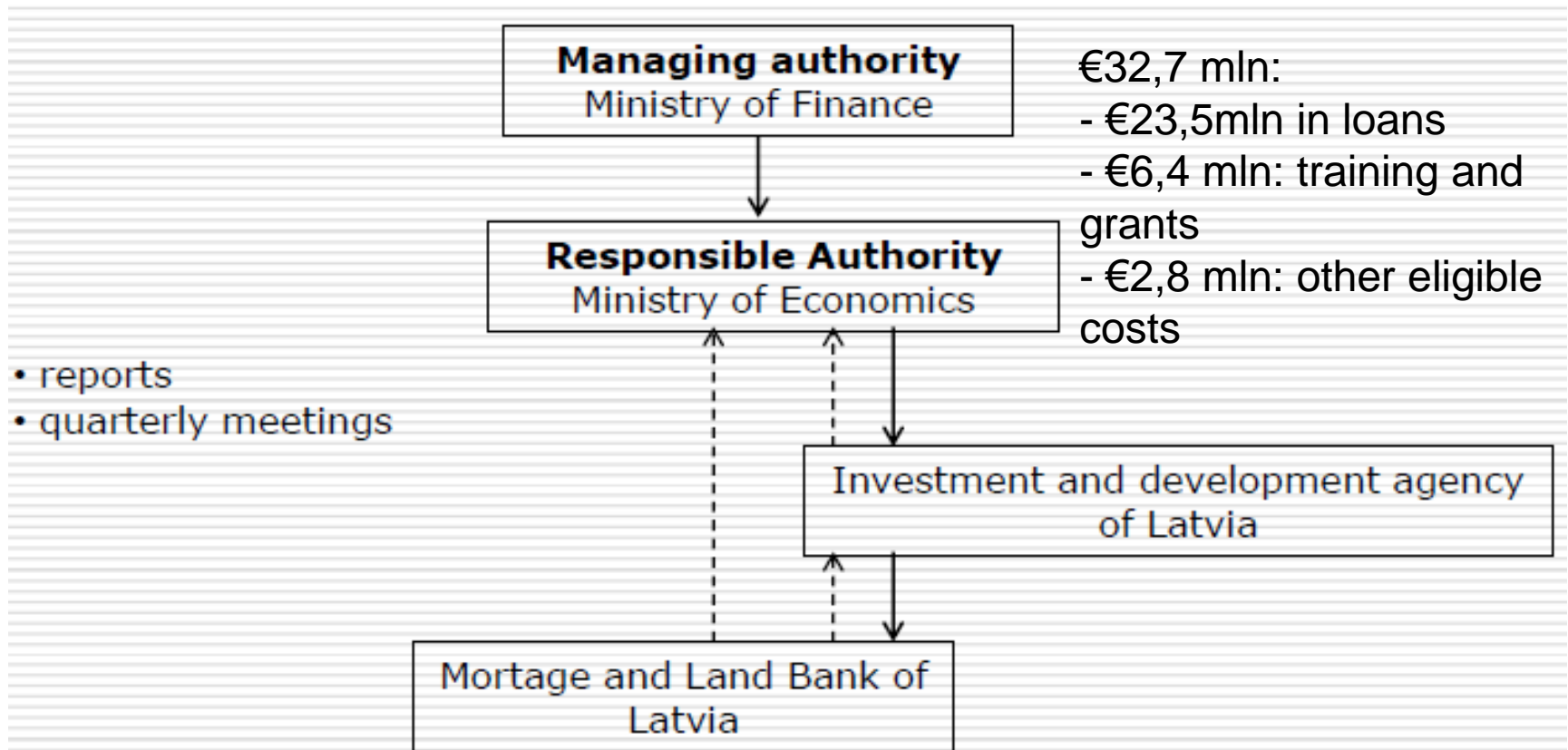


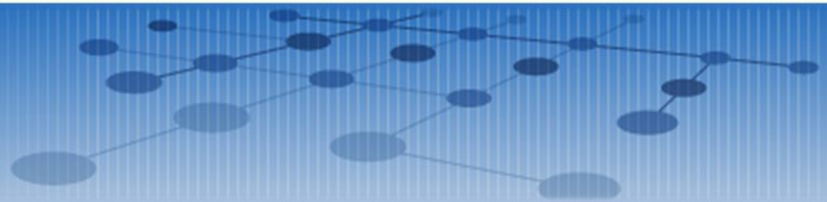
Identifying the place of the inclusive entrepreneurship policy

- Agenda-setting : arguments in favour/against MF - SROI analysis
- Mobilising key stakeholders: long-term process, Equal projects, consultations, steering committee
- Carrying out ex-ante evaluation: in house or external
- Formulation of the strategy: task force, meetings, integration in NRPs/OPs



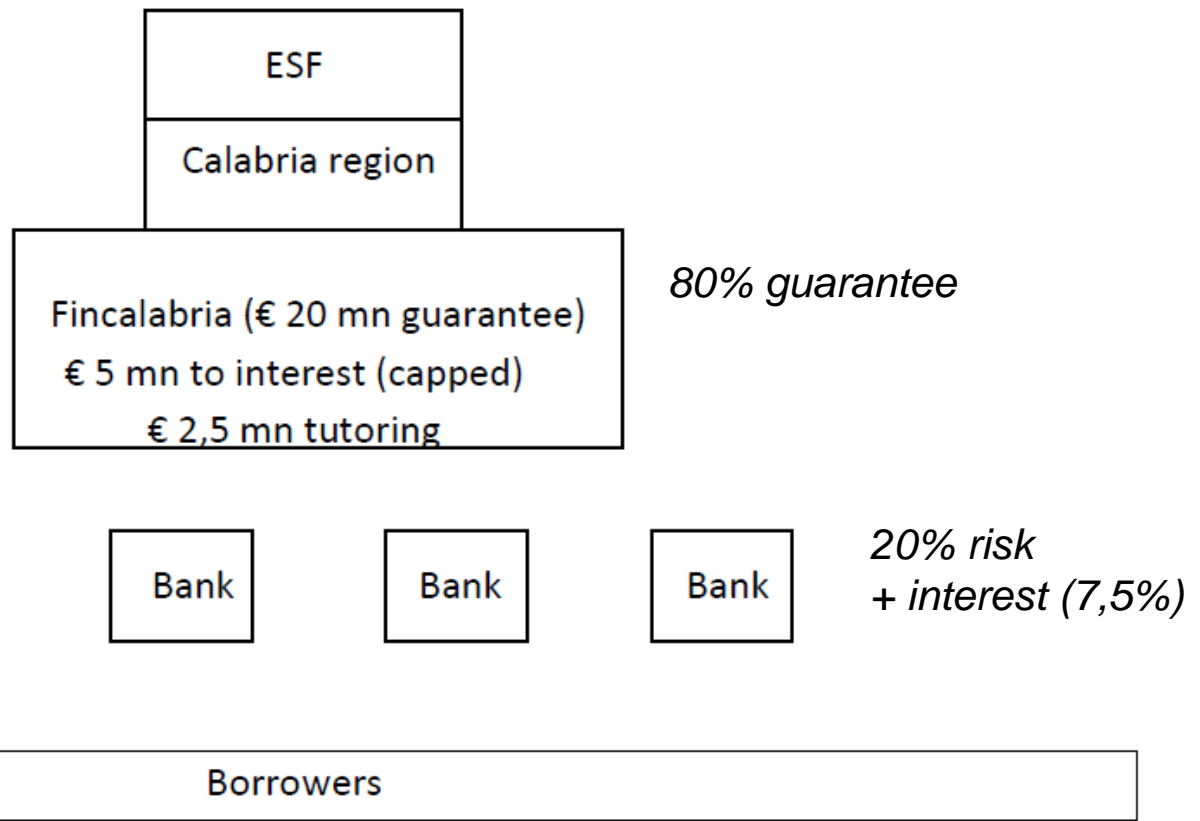
Example 1: Latvia – loan fund

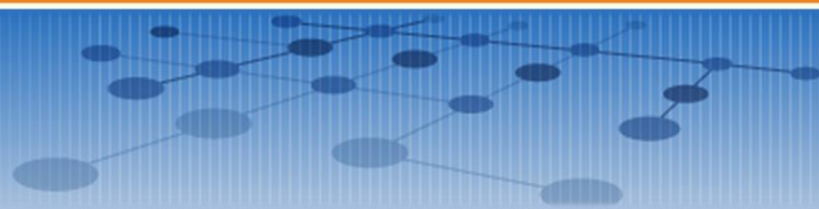




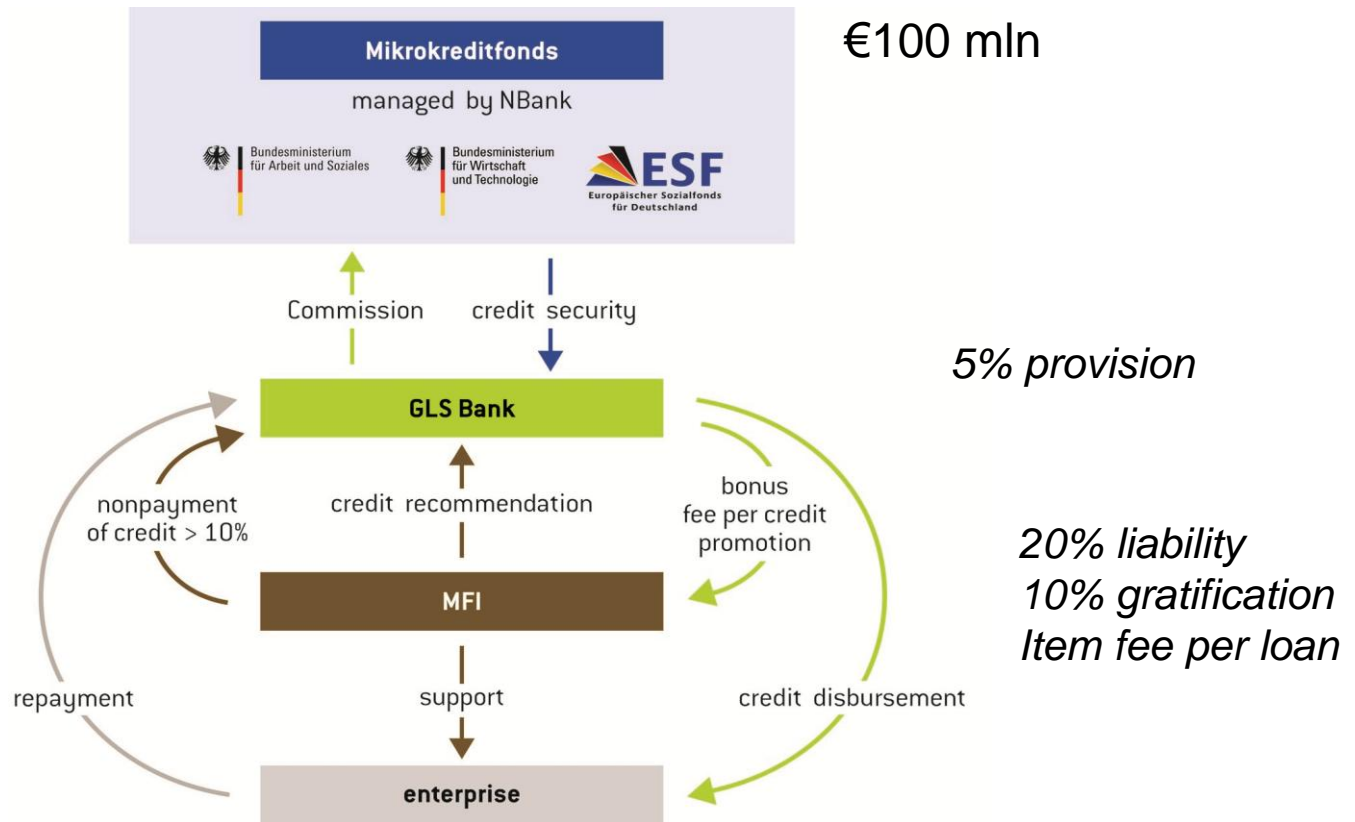
Example 2: Calabria – guarantee fund

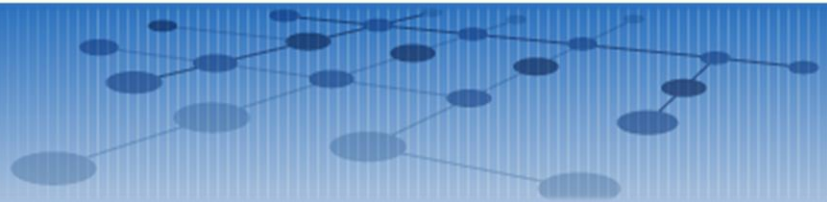
Holding Fund





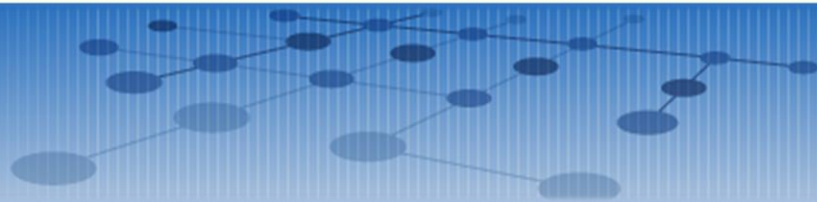
Example 3: Germany – guarantee fund





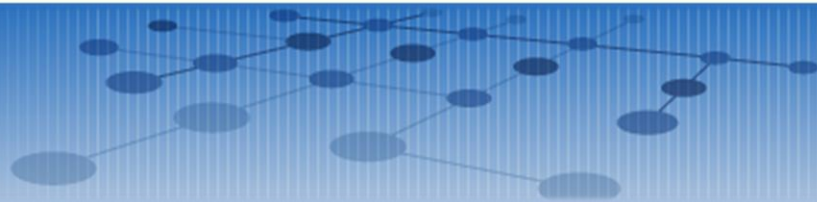
Organising the professional management of a microfinance scheme (1)

- Guarantee fund or loan fund; holding fund or direct contribution
- Fund manager: in house or call for tender / EIF
- Financial intermediaries:
 - Legal/regulatory framework (financial intermediaries): Linkage model / direct lending
 - Existence of established institutions / building up a new structure



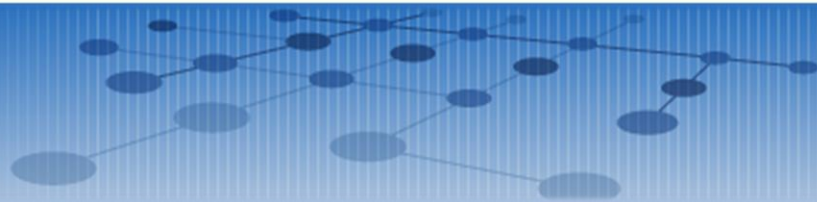
Organising the professional management of a microfinance scheme (2)

- Cost-/risk-sharing - incentives
- Grants (integrated or separate)
- Interest rebates
- Training/coaching/consultation (linkages; integrated or separate)



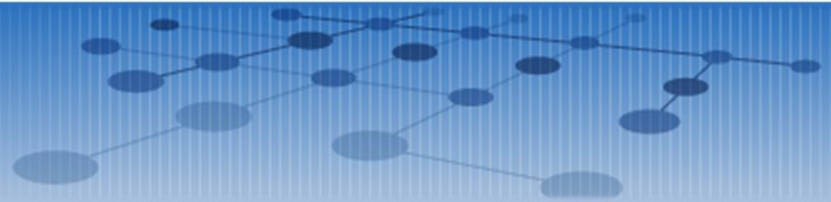
Organising the implementation of the scheme

- Establishing synergies between financial and non-financial support schemes
- Ensuring schemes are reaching out and meeting the needs of specific target groups
- Quality of microfinance institutions and services
- Monitoring and performance indicators



Open questions/challenges

- How to sustain the schemes (focus still on ESF target groups)
 - new EU funding period
 - national legal frameworks for MF and ME
 - „welfare bridge“
 - public support for consultations and BDS
- Transparency/quality indicators/quality label
- Impact studies



Thank you very much for your
attention.

For more information, please visit

www.cop-ie.eu
