



## SUMMARY OF MAIN FINDINGS

### Task 3.2 Analysis of specific demands and needs of migrant women aiming to be entrepreneurs

**Country: Greece**

**Partner: ELIAMEP**

**Sample:**

- Total number of interviewees- 9
- Nr. Of interviewees for each *typology of subject*

Typology of subject	Age	Country of origin	Educational qualification	Business activity
She currently owns a business	42	Lithuania		Flower shop
She currently owns a business	36	Albania		Hairdresser
She currently owns a business	38	Moldova	University	Jewelry and handicrafts shop
She currently owns a business	34	Iran		Bakery
She currently owns a business	32	Albania	University/College	Dry cleaners' shop
Bankrupt/she aspires to open a new business	48	Russia/Greece	University	Facon clothes
She aspires to open a new business	45	Moldova	College	Diet office
Privileged witness				NGO PRAKSIS
Privileged Witness				People's Trust

*Note: In case of undetected information, you could write "unknown".*

### MOTIVATIONS

- Motivation 1 : Financial security



- Motivation 2 : Work/life balance
- Motivation 3 : Desire to capitalize on unique skills
- Motivation 4 : Desire to do something they are passionate about
- Motivation 5 : Desire to connect with local society
- Motivation 6 : Desire to continue the family business

## NEEDS

- Need 1 : Greek Language training skills
- Need 2 : Support for bureaucratic procedures related to Greek public administration
- Need 3 : Business finance training including making a business plan
- Need 4 : Marketing training
- Need 5 : Access to public procurement opportunities
- Need 6 : Access to funding, loans, microfinance
- Need 7 : Information to general entrepreneurship support programs
- Need 8 : Trade organizations and networking

## CHALLENGES/OBSTACLES

Business start-up	Business management
<ul style="list-style-type: none"> <li>● Lack of loans for start-ups without collateral</li> <li>● Restrictive eligibility criteria for state start-up funding</li> <li>● Discrimination/lack of support from public bureaucracy/administration</li> <li>● Lack of centralized information about resources</li> <li>● Racism from market</li> <li>● Insufficient support by Greek government</li> <li>● Fragmented support services by NGOs</li> <li>● Insufficient training programs for start-ups</li> </ul>	<ul style="list-style-type: none"> <li>● Discrimination/lack of support from public bureaucracy/administration</li> <li>● Lack of loans/funding for further growth/development</li> <li>● Racism from market</li> <li>● Insufficient availability of training programs in business, such as marketing</li> <li>● Insufficient support by Greek government</li> <li>● Fragmented support services by NGOs</li> </ul>

## PROPOSALS

- Proposal 1 : Centralized support for female migrant entrepreneurs from the Greek government
- Proposal 2 : Reduce taxes for startups



- Proposal 3 : Offer support to migrant females to help them navigate public administration
- Proposal 4 : Broaden eligibility criteria for public start-up funding
- Proposal 5 : Improve availability of bank loans and micro-credit for entrepreneurs without assets
- Proposal 6 : Improve info on existing support services and coordinate and centralize
- Proposal 7 : Improve accessibility of info on public tenders
- Proposal 8 : Offer Greek language training and business terminology
- Proposal 9 : Support the establishment of migrant female entrepreneur networks and trade unions
- Proposal 10 : Provide training to professionals on gender mainstreaming and of the institutional racism faced by migrant female entrepreneurs