

Good practice presentation

"Migrant entrepreneurship and municipal measures to support migrant start-ups and their impact on local economic structures"

Project period 15/03/2024 – 30/11/2024

Municipalities Oberhausen and Mersin



1. Objectives

Migration can be a win for host societies especially in regard of migrant entrepreneurship and the demographic change.

They contribute significantly to gross domestic product, enrich the supply structure and bring innovation to markets.

They also create numerous job and training opportunities and contribute to the revitalisation of neighbourhoods.

These positive aspects benefit not only Germany, which now has a long tradition of migrant entrepreneurship, but also Türkiye as a new immigration and transit country for international migration. **This is mostly not appreciated by the hosting societies.**

What needs does the project address ?

Not every new business is automatically successful. Many newcomers lack basic entrepreneurial skills and networks, which can risk the long term viability of their businesses. In particular, there is a lack of information about legal business structures, relevant authorities, unrealistic pricing and inadequate accounting skills.

- Collecting data about migrant entrepreneurship
- Exchange about migrants' experiences during the Start-Up phase.
- Overview about existing infrastructure and support from municipality, economic development offices etc.
- Identifying difficulties during setting-up the business/company
- Business opportunities in order regional business growth
- Positive perception of migration in major societies
- To highlight experiences of migrant entrepreneurship,
- Analyze the local conditions of migrant businesses/enterprises,



2. Institutional setting

Project partners

*Municipality of Oberhausen, Municipality of Mersin,
OWT Municipal Business and Tourism Promotion Agency Oberhausen,
Mersin Chamber of Commerce and Industry,
Centre for Turkish Studies and Migration Research, the Oberhausen
Network of Migrant Entrepreneurs*

The project had four target groups:

1. experts in municipal economic development/networking,
2. migrant entrepreneurs,
3. non-migrant entrepreneurs
4. the majority society



3. Approach

- *A project group was set up in each of the two project locations to carry out the project.*
- *Under the scientific direction of the Centre for Turkish Studies and Migration Research, a survey was conducted with migrant entrepreneurs in Oberhausen and Mersin*
- *On-site visits and meetings with entrepreneurs offered the opportunity to gain a concrete picture of the situation in Oberhausen and Mersin*
- *A joint evaluation rounded off the project and developed perspectives for further collaboration*



4. Outputs



- “In the cities of Oberhausen and Mersin, entrepreneurship among migrants – which began at different times and under different conditions – has developed into a significant economic factor.
- It should be emphasized that, in addition to the migrants’ country of origin and the time of their arrival, socio-economic conditions and market regulations in their regions of origin, the presence of other migrant communities and the attitude of the majority society also have a decisive influence on the development of migrant-run businesses.
- An analysis of the business landscape in Oberhausen shows that businesses which have been on the market for a long time or are passed down from generation to generation are becoming increasingly stable. This suggests that businesses founded by migrants in both cities could also have a promising future.
- The findings from Mersin indicate that relatively liberal conditions for market access and business management can make a decisive contribution to rapid progress.
- In a world where migration routes are becoming increasingly complex, we recognized that migration is not unidirectional, but takes place in both directions and repeatedly.
- Current developments show that this process has become even more complex.
- The Germany-Turkey corridor, one of the largest migration corridors worldwide, is no longer traversed solely by Germans and Turks, but also by people from Syria, Afghanistan, Ukraine, Iraq, Russia and many other countries.”

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5. Lessons learnt & outlook

"The international exchange of experiences is becoming increasingly important. In view of these developments, it is essential to further promote the international exchange of experience in order to better understand the complex economic interrelationships and to enhance the common good through appropriate incentive

In light of these developments, it is essential to continue promoting the international exchange of experiences in order to gain a better understanding of complex economic interrelationships and to enhance the common good through appropriate incentive mechanisms. In this context, it would be beneficial to collect data on prospective entrepreneurs and to establish institutional platforms that strengthen the mutual exchange of investment and information."

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On a practical level:

- Projects have to be continued to get sustainability
- The topic was a good starting point for an exchange on the subjects of migration and economy
- Surveys with migrants require personal commitment, as they are very reluctant to answer questions..
- Customized support is essential to promote and sustain the development of migrant entrepreneurship.
- We are learning from each other with experiences.
- Economic cooperation should also be carried out at regional level, as there are more opportunities here:

Collaboration with Essen and Zonguldak

