

MIDA – Ghana/Senegal

CALL FOR PROPOSALS - 2006

NON FINANCIAL SERVICES FOR ENTERPRISE CREATION IN GHANA AND SENEGAL BY IMMIGRANTS REGULARLY RESIDING IN ITALY

Reference Code: **MIDA- 01- BDS**

1. Background

MIDA-Ghana/Senegal (Migration for Development in Africa) is a project promoted by the International Organization for Migration (IOM) and supported by the Italian Government (Ministry of Foreign Affairs).

With MIDA project IOM promotes and supports an innovating strategy of International Cooperation, aiming at making migrants active in the socio-economic growth of their countries of origin, by identifying sustainable mechanisms of human and financial resources channelling and finding possible synergies between communities of origin and destination.

MIDA does not necessarily entail the systematic return of migrants, rather envisages wider approach and formulas compatible with their desire to contribute to the development of their countries of origin: adhering to MIDA Ghana/Senegal strategy doesn't necessarily imply a permanent return of expatriates to their home countries. It is more a transfer of human and financial resources, according to the priorities identified in their countries of origin.

MIDA strategy is in line with the conclusions of the United Nations High Level Dialogue on Migration and Development – New York, September 2006 - : during the HLD, participant States have expressed widespread support for incorporating international migration into the development agenda and for integrating migration into national development strategies, including possibly into poverty reduction strategies.

2. Overall Objective

The overall objective of MIDA Ghana/Senegal is to contribute to the socio-economic development of Ghana and Senegal, through the identification and transfer of skills, financial, social and professional resources of the expatriates living in Italy and the promotion of partnerships between hosting and origin communities.

3. Specific Objective

Enhance the value of migrants' trans-national economic initiatives by providing them **Business Development Services (BDS)** – training, technical assistance, access to credit orientation – in support of small enterprises creation in countries of origin.

4. Target Group

The present call is open to Ghanaian and Senegalese immigrants regularly residing in Italy, and willing to start an entrepreneurial activity in their country of origin.

According to the present call for proposals, **20 Ghanaian and 20 Senegalese beneficiaries will be selected.**

To participate in the selection, applicants will have to illustrate their project proposals for the creation or the enhancement of a small or medium enterprise (SME).

5. Description of Services provided under this call for proposals

The selected beneficiaries of this call for proposals will attend a training course in their country of origin (Senegal and Ghana) on enterprise creation and management. The course aims at providing the skills and capacities to manage a business profitably and respecting the local legal framework.

5.1 Object of the training

The training will be focused on:

- **Business creation**
- **Business management**
- **Business Plan editing**
- **Technical assistance and orientation on access to credit**

A certificate of participation will be released after completing the training, listing the competencies acquired.

5.2 Training place

The training will take place in Accra or Kumasi (for Ghanaian beneficiaries) and in Dakar (for Senegalese beneficiaries) and will be carried out by:

Ghana

PENTAX Management Consultancy Services

P. O Box 393
Kanda, Accra.

Kumasi, at Miklin Hotel (second training venue)

Senegal

Agence de Développement et d'Encadrement des Petites et Moyennes entreprises (ADEPME)

Sise au 9, Fenêtre Mermoz,
Avenue Cheikh Anta DIOP BP 333
Dakar - Fann

5.3 Expenses

The present call for proposals entitles the selected beneficiaries only to attend the training. All travel and accommodation expenses will be borne by the beneficiaries themselves. N.B. the selected beneficiaries will not receive any in-cash grant.

6. Possibility to appoint a substitute to attend the training

If a selected beneficiary has not the possibility to be in Ghana/Senegal during the training period, he/she can appoint, by explicit communication to IOM Rome, a person who will attend the training on his/her behalf.

The person appointed must in any case be a partner in the project submitted by the beneficiary (preferably the local manager of the enterprise).

7. Eligibility, selection and award criteria

7.1 Eligibility criteria

- Applicants must be Senegalese and Ghanaian immigrants regularly residing in Italy
- Applicants must prove that either they or their partners have the necessary skills to properly carry out their SME project and enclose their curriculum vitae.
- Applicants must provide evidence of their financial investment in the project (in cash or in kind), in terms of availability of funding/structures and local qualified personnel.
- SME project proposals must be environmental-friendly and respectful of the rights of workers involved in the project.

7.2 Selection criteria

Project proposals should:

- Refer to small and medium enterprises
- Have a job generating effect (in countries of origin)
- Address local priority sectors (in term of geographical areas and productive sectors)
- Be self sustainable
- Use innovative technologies and/or entail transfer of new technologies
- Enhance participation and promote the development of local communities

7.3 Award criteria

Among the projects which have met the eligibility and selection criteria, preference will be granted to SME projects that:

- Have a strong gender component
- Entail a social impact of entrepreneurial activities
- Invest part of their revenues in social activities
- Enter/strengthen productive chains

8. Submission of Application

8.1 How to submit a project application

Applicants must use the attached Project Application Form.

Code of the call for proposals (MIDA-01-BDS) must be indicated on top of the front page of the Project Application Form.

The information provided must be precise and complete.

Each application must be accompanied by updated curriculum vitae of the applicant and/or partner.

The Project Application Form, duly filled, must be submitted in electronic format (i.e. file attached to an email; CD Rom; floppy; etc...).

Applications via e-mail must be sent to: Midaitalia@iom.int

Applications in DVD or floppy disc format can be delivered by post, courier or by hand to:

**Progetto MIDA c/o OIM Roma
Via Nomentana, 62
00161 Roma**

8.2 Language of the application

Applications must be submitted in English or French.

The application in Italian must be accompanied by the translation in English (for Ghanaian applicants) or French (for Senegalese applicants), in order to be evaluated by IOM staff in Accra and Dakar and by the agencies providing the training.

8.3 Deadline for the call for proposals

The deadline for this call for proposals is **31 DECEMBER 2006**.

To verify the respect of the deadline, the posting date is considered, or the date certified by the receiver in case of courier or hand delivery.

9. Further information

9.1 Where to find the necessary documentation

The Project Application forms are available upon request to IOM (Midaitalia@iom.int) or can be downloaded in three languages (Italian, English and French) from the following website: www.iom.int/MIDA and www.cespi.it

10. Follow-up to the submission of applications

The selection of the beneficiaries will be carried out by the International Organization for Migration (Offices of Rome, Accra and Dakar) with the assistance of the training agencies. It is envisaged that the selection procedure will be completed by 31/01/2007.

The selected beneficiaries will receive written notice of the outcome of the selection complete with all the information related to the starting date of the training course and related duration.

Not selected applicants will **not** receive any written information.