

CeSPI
Centro Studi di Politica Internazionale

**Partnership initiatives
for co-development
Ghanaian and Senegalese immigrants
and CeSPI-IOM research-action**

by Sebastiano Ceschi and Andrea Stocchiero

STRATEGY PAPER

Ghana/Senegal-MIDA Project

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This paper was prepared on the basis of the regional reports by Dario Carta and Laura Davì (for Lombardy), Eleonora Castagnone (for Piedmont), Micol Pizzolati and Bruno Riccio (for Emilia Romagna), Gabriella Presta (for Friuli-Venezia Giulia) and Marcello Tarì (for Veneto).

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1. INTRODUCTION: THE MIDA STRATEGY AND APPROACH

The Migration for Development in Africa (MIDA) programme is part of a wider strategy on the part of the IOM (International Organization for Migration) aimed at promoting and supporting the centrality and initiatives of sub-Saharan immigrants with respect to their countries of origin through lines of finance, technical and political support, training and capacity-building.

The specific Ghana/Senegal-MIDA project, launched in Italy thanks to funding from the Ministry of Foreign Affairs and implemented by IOM Italy in partnership with CeSPI (the Centre for International Political Studies), commenced in January 2006 and is envisaged as coming to an end in June 2007. The project has focussed its activity on two particular national communities of migrants: Ghanaians and Senegalese. These two foreign nationalities were chosen due to the quantitative and qualitative significance of their presence in Italy. As we will see, the Senegalese represent the largest sub-Saharan African community numerically, while Ghanaians, who historically have been the third most numerous just after the Nigerians, currently number slightly more than the Nigerians according to the Italian National Statistics Institute's survey of residents (Istat 2006). Both groups are relatively well-settled into the local economic and social contexts of their destination areas and possess noteworthy organizational, associative, financial, entrepreneurial and project-design skills. In addition, very often these skills are directed towards their country of origin, or, where they target Italy, rarely fail to have some nexus with their countries, communities and families of origin. It could thus be said that migrants from Ghana and Senegal, compared to other groups of foreigners, are characterized by a high degree of "transnationalism", including in the sense that even after emigration they continue to foster ties with their homelands.

Thus, Ghanaians and Senegalese presented characteristics that were suited and compatible with a cooperation strategy focussing on the enhancement of the resources of immigrant collectives for the purposes of fostering development, as does that of the MIDA programme. Indeed, the strategy of the MIDA project comes within a more general framework, shared by the IOM and CeSPI, focussed on the possibility of building a virtuous relationship between migration and development precisely through supporting, flanking and participating in the transnational projects of immigrants. Recently, this relationship between immigrants, their diverse transnational activities and their societies of origin has become a significant issue both within the national policy agendas of the emigration and immigration countries as well as in large international bodies and regional political structures such as the European Union¹. The recent *High-Level Dialogue on International Migration and Development*, organized by the United Nations in September 2006 in New York, heavily underlined the links between international migration and development of the countries of origin and destination, as well as the positive impacts that immigrant actions can have on their countries of origin in terms of the fight against poverty and the strengthening of the productive and financial sector. The *High-Level Dialogue* closed with the expression of a strong political will, supported by 78 countries, towards establishing a permanent body - the *Global Forum on Migration and Development* - capable of establishing a coordinated debate and discussion on these issues at a global level.

The approach adopted by the IOM and CeSPI within the framework of the Ghana/Senegal-MIDA project, in relation to the co-development component presented herein, expressly hinges on the involvement of Ghanaian and Senegalese immigrants for the formulation and implementation of project activities, a sign of their ability to create partnerships of a certain degree of importance with various stakeholders in their areas of residence and origin. The project is geared to activities of an entrepreneurial nature – hence productive, income-generating and self-sustaining over time -

¹ The European Commission's Communication on 'Migration and Development' of September 2005 contains, for example, an initial recognition of the role of immigrants as actors in the development of their countries of origin. See: Commission of the European Communities, *Migration and Development: Some Concrete Orientations*, Communication from the Commission to the Council, the European Parliament, the European and Social Committee and the Committee of the Regions, COM (2005).

established by immigrant groups, which simultaneously have a clear mission and a direct impact of a social nature and are thus also generators of employment, training and an improvement in living conditions of the affected population and, more generally, of the communities within which they are implemented. These activities involve the resources and expertise of significant territorial partners: from local authorities to business associations and from financial institutions to non-governmental organizations. In this sense, the transnationalism of migrants mobilizes the creation and reinforcement of partnerships between territories, following the decentralized cooperation approach. Immigrant initiatives become seeds for local and transnational development. In reality, these initiatives taken alone risk assuming an overly micro significance. For this reason, the strategy seeks to connect them with the issue of local and transnational development, within the framework of wider partnership contexts, and to the political debate on migration and development.

The co-development component, which together with the financial services and non-financial services components constitute the three-pronged approach of the Ghana/Senegal-MIDA Project, has essentially taken shape through three distinct phases of activity: research-action and territorial animation (through CeSPI); territorial animation, attraction of projects through a public call for proposals and selection of the said projects (managed jointly by the IOM and CeSPI); and implementation of the selected project proposals (through the IOM). Alongside these activities, political debate on the link between migration and development and on the necessity of linking immigrant initiatives to partnerships for local and transnational development even further will continue to be encouraged. At this stage, the research and territorial animation activities in the various Italian regions have been completed, while the attraction of projects presented by Ghanaian and Senegalese immigrants - based on a public call for proposals publicized through all the principal organizational and business associations of the two communities - is still in progress. The project implementation phase, on the other hand, is due to take place in 2007.

2. RESEARCH-ACTION IN FIVE REGIONS. METHODOLOGY AND RESULTS

The research-action carried out by CeSPI involved five diverse regions in central and northern Italy characterized by substantial Ghanaian and Senegalese communities (see the tables included later in this paper). The regions surveyed were: Piedmont, Lombardy, Veneto, Friuli-Venezia Giulia and Emilia Romagna. For each of these territories, at least one researcher based in the region in question was engaged. In the case of Lombardy, owing to the particular situation of this region in terms of the Senegalese and Ghanaian migration scenario as well as that of immigration in Italy as a whole (according to Istat figures as at the end of 2005, 24% of the foreigners in Italy reside in this region), and of Emilia Romagna (also a significant region in terms of the presence of Ghanaians and, to a slightly lesser extent, Senegalese), there were two researchers engaged in the study.

The goals of our regional research were twofold:

- a) Surveying the principal Ghanaian and Senegalese associative and entrepreneurial forms operating in each region and the relations that exist between them and public and private actors in local society, to be carried out by means of focussed discussions and thematic interviews. To this end, leaders and representatives of associations, immigrants engaged in business activities and cooperatives and representatives of local authorities and private institutions (banks in particular) in the regions in question were interviewed. In addition, the researchers attended association meetings and events and visited the offices of the most important Ghanaian and Senegalese businesses.
- b) Activities of awareness-raising, presentation and stimulation of interest in relation to the MIDA project were carried out both among the immigrants and within regional, provincial and municipal institutions in the main cities of the regions and among potentially-interested private actors. For these purposes, the researchers informed and invited the actors interviewed to ensure direct participation in the project's activities, as well as to make those

actors, in turn, a vehicle for publicizing the project among their communities and responsible offices.

In all the five regions surveyed, interviews were conducted with numerous representatives of associations, various immigrant entrepreneurial organizations and various public and private bodies in the region.

The result was five regional reports which analyze in detail the characteristics and dynamics of migration and integration in each of the regions, providing an overview of the skills, opportunities and potential of the two communities and actors in local communities, including with respect to the building of partnerships, collaborative relationships and project networks in the origin and destination communities, and presenting a description of at least two project proposals worthy of attention and directly emerging from entities organized by Ghanaian and Senegalese immigrants. The reports also contain detailed information on diverse initiatives implemented or in the process of being implemented and the contact details of the various actors who were interviewed.

After a preliminary look at the historical and sociological characteristics of Ghanaian and Senegalese migration to Italy, the following paragraphs set out, very briefly and by way of a cross-cutting overview, the most important results and findings to come out of the regional reports.

3. GHANAIAN AND SENEGALESE PRESENCE IN ITALY AND IN THE FIVE REGIONS STUDIED

The immigration scenario in Italy is very significant, dynamic and diversified. As at the end of 2005, there were 3,035,000 foreigners legally living in Italy (Caritas 2006), as against 2,670,514 people registered with municipal registry offices and thus considered resident foreign citizens (Istat 2006). Within the variegated landscape of immigration in Italy, groups coming from the African continent are the second highest in number, after arrivals from Europe which have witnessed a formidable increase in recent years, enough to give rise to talk of the “Europeanization” of immigration to Italy. The following is an overview of the continents of departure of immigrants living in Italy as at the end of 2004.

EUROPE	1,289,000	(46.3% of total)
AFRICA	647,000	(23.2% of total)
ASIA	472,000	(16.9% of total)
AMERICA	314,000	(11.3% of total)
OCEANIA & STATELESS	7,000	(0.2% of total)
TOTAL FOREIGNERS	2,730,000	

Within the figures for immigrants from Africa, sub-Saharan number much less than North Africans. Indeed, the former represent 5.7% of the total population of foreigners, while North Africans represent 16.1%. The distribution of African immigrants by regional areas of that continent is as follows: Northern Africa, 68%; Western Africa, 24%; Eastern Africa, 5%; and Southern Africa, 2%. Sub-Saharan immigrants in Italy are therefore principally from Western Africa (80% of the total number of sub-Saharan in Italy), and are made up of three principal national groups: Senegalese, with 57,101 residents, Ghanaians, with 34,499 residents and Nigerians, with 34,310 resident citizens. Naturally, these are conservative figures which need to be rounded up to arrive at the real number of citizens of Ghanaian and Senegalese nationality currently in Italy. According to the latest estimates (2005) of ISMU (the Foundation for Initiatives and Studies on Multi-Ethnicity) for Lombardy, there are considerable numbers of illegal immigrants who are obviously not counted in the official numbers. The incidence of illegal stays would seem to be

higher among the Senegalese (11.7% among women and no less than 18.1% among men) compared to Ghanaians (between 10 and 11% for men and women). This discrepancy enables us to introduce the first distinction between the two groups of immigrants, which differ greatly even in terms of distribution by gender. According to ISMU figures again, more than 40% of Ghanaians in Lombardy are women (with some variation between different provinces), as against a much lower number of Senegalese women, who represent 15% of the total (with fluctuations between 14% for the province of Milan and 19% for the province of Lecco). This divergence is due to Senegalese migration patterns, which from the outset have overwhelmingly involved single men and generally bachelors, and to Islamic culture which has curbed female immigration more than Christian culture. Ghanaians also seem to be more clearly inclined to family reunion and settlement compared to the Senegalese, as is further demonstrated by the different percentage of minors over the population resident in Italy. Compared to the national average of 17.6%, Ghanaians are decidedly above this (with, for instance, 26.3% in Emilia Romagna and 25% in Veneto), while the Senegalese are significantly under (8% in Emilia Romagna and 15% in Veneto and cities such as Brescia). Another difference between the two groups concerns the different distribution of settlement areas within Italy. While the Senegalese prefer small centres, the Ghanaians tend to reside in provincial capitals and the immediate hinterland. In Brescia, for instance, an area which is very significant for both communities, Ghanaians are the sixth largest community in the city while the Senegalese, who are in sixth position at the provincial level, are in fifteenth place. In Bergamo, however, the Senegalese are the sixth largest community in the city and the third largest in the province, while Ghanaians are in thirteenth place in both cases. As regards places of origin, the Senegalese come from almost all regions of their country but particularly from Baol (Diourbel and Touba), from the region of Louga, Thies and the region of Matam and obviously from the capital Dakar. In relation to Ghanaians, the urban area of Accra emerges as the area of greatest exodus, followed by some of the coastal areas and the Ashanti-majority region of Kumasi.

Ghanaians and Senegalese both tend to prefer employment as industrial workers and in the service industry as against agricultural work. The typical profile - especially in the central-northern areas of Italy which are characterized by an economy pervaded and marked by the progressive expansion of the "Third Italy" model (Kumar, 2000) - is that of the unskilled jack-of-all-trades, sometimes specialized, employed in the metalworking and mechanical engineering industry (especially the Senegalese), the chemical and textile industries (with a higher incidence of Ghanaians) and the construction industry, even though there are often Ghanaians and Senegalese employed in social (service) cooperatives and in trade. Ghanaians seem to favour employment in the services sector more than the Senegalese, especially in cleaning businesses, just as Ghanaian women can more commonly be found than Senegalese women (who are also mostly labourers) engaging in domestic or care work.

Finally, the distribution of immigrants across the five regional areas surveyed in the study is also different. Ghanaian immigrants, who as has been mentioned number around half the Senegalese at the national level, exceed the numbers of the latter in no less than three regions. In Friuli-Venezia Giulia, Ghanaians are the fifth largest community while the Senegalese are eighteenth, whereas both in Emilia Romagna and Veneto, Ghanaians rank among the ten largest communities as against the Senegalese who come in at twelfth position (see Annex 1 for a breakdown of immigrant numbers by province). On the other hand, the difference is very clear in Lombardy, where the Senegalese number more than double the Ghanaians (tenth position as opposed to fifteenth), while compared to the twelfth position held by the Senegalese in Piedmont, Ghanaians come in at well below the twentieth position.

4. A LOOK AT GHANAIAN AND SENEGALESE BUSINESS ACTIVITIES AND SELF-EMPLOYMENT

Work placement of Ghanaians and Senegalese has generally been as employees of small to medium-sized enterprises in the industrial sector (especially the chemical and textile industries for Ghanaians and predominantly the metalworking and mechanical engineering industry for the Senegalese) or the services sector (more often Ghanaians in the transport industry or large-scale retail trade) and to a lesser extent in some alternative trades (or fallback jobs during periods of unemployment) such as street vending, restaurant work, caretaker work, bricklayers, cleaners, mechanics and so on. Nevertheless, as has already been noted, in recent years there has been a real boom in foreign-owned businesses in Italy, which have tripled since the year 2000 following start-up and development rates which have incredibly outstripped Italian rates that are rather stagnant and, in sectors such as trade, actually falling. As at mid-2005, foreign-proprietor sole-trading firms numbered 213,000, of which 174,000 were established by non-EU nationals (84.5% of foreign-owner sole-trading firms and 5% of all sole-trading firms in Italy), as against 186,000 jobs created, of which 37,000 went to Italians. 42.6% of businesses created by immigrants operate in the area of trade, 26.4% in construction, 11.9% in manufacturing activities and 5.1% in transport. These are concentrated mainly in Lombardy (18.2% of the total), Tuscany (10.2%), Emilia Romagna (9.7%), Veneto (9.2%), Lazio (8.8%) and Piedmont (7.7%).

In line with this robust expansion of foreign-owner business activities, Ghanaians and Senegalese have also shown an increased trend towards entrepreneurial activity. Yet there are still marked differences between the two groups in this regard. The Senegalese demonstrate a much clearer propensity for entrepreneurial activity than do Ghanaians, for whom self-employment still represents an exception rather than the rule. Indeed, while immigrants from Senegal are classified as the leading group alongside the Chinese in terms of the rate of entrepreneurship (167 out of 1,000 according to Eurispes - the Italian Institute for Political, Economic and Social Studies - 2005) and fifth in absolute terms of businesses operating in Italy, after Morocco, China, Switzerland and Albania (11,385 businesses were registered as at mid-2005, 5.5% of the total number of foreign-owned businesses in Italy), Ghanaians present a decidedly less significant scenario from a quantitative point of view. Looking at Lombardy, the most significant region in terms of numbers of immigrants and numbers of both Italian and foreign businesses, a numerical comparison shows a large gap between the two groups. As against 2,072 Senegalese businesses (725 in Milan, 406 in Brescia and 269 in Bergamo), there are only 223 Ghanaian businesses. Ghanaians, according to certain reliable Ghanaian observers interviewed by the researchers, see themselves as entrepreneurs in their homeland but rarely venture to become so here in Italy, maintaining a clear preference for work as employees and a poor inclination to embarking on the road of self-employment (Riccio 2005).

From a qualitative perspective, Ghanaian and Senegalese businesses present some significant differences. While only 5.4% of Senegalese business owners are women, among Ghanaians this percentage rises to 20.6%. More than 3/4 of Senegalese entrepreneurs operate in the area of trade (predominantly retail, without fixed premises, and wholesale or through middlemen in only 5% of cases). Other sectors are those of manufacturing and craft activities (tailors, carpenters and wood workers, hairdressers, repairers and metal workers), construction and cleaning, transport and telecommunications (phone centres) and, finally, catering. Ghanaians, on the other hand, are concentrated especially in the transport, warehousing and communications sectors, followed by trade (especially retail with fixed premises but also wholesale), real estate, rental and IT activities, while there are even some entrepreneurs operating fully-fledged real estate businesses.

Sole-trading firms prevail among both Senegalese and Ghanaians, followed by partnerships and companies. The Senegalese have greater difficulties in finding co-national partners compared to Ghanaians. In both cases, the start-up capital is generally their own, saved up from employment earnings. There are a certain number of cases of credit applications made to Italian banking

institutions, but a low rate of success. Hence, despite the progress of the phenomenon of financial inclusion which has taken the rate of bancarization of foreign nationals to 57% (Rhi-Sausi, Zappi 2006), and the opening up of many credit avenues to immigrant clients (14% of home loans granted in Italy are now to foreigners according to Scenari Immobiliari 2005, while consumer credit granted to immigrants reached 4,848 million euro in 2004, with an average rate of growth of 51.6% between 2000-2004, according to figures furnished by the Assofin-Crif-Prometeia 2004 study), the problem of access to business credit for immigrant workers remains very real and very much felt.

It should also be noted that, especially in the case of Senegalese businesses, we are dealing with a certain number of cases of forms of subordinate employment masquerading as self-employment, meaning new VAT numbers obtained at the express request and for the convenience of employers (especially in the areas of construction, cleaning and transport), hence quasi-businesses which only have a lack of security in common with self-employment, or simple business register (REC) entries by small street merchants registered as businesses. Still in relation to the Senegalese, another factor which emerges from the regional studies is the diversification of activities, in the sense that some are simultaneously running more than one self-employment activity (or combining subordinate employment with one or more self-employment activities), not infrequently combining activities in Italy with activities in Senegal, thus operating a scale of activity that is transnational.

Summarizing in rather general terms, we can say that, even if quantitatively more significant, Senegalese entrepreneurial activity seems on average to be more tenuous than that of Ghanaians, and in many cases represents “disguised subordinate employment” (Codagnone 2003) or a basic form of self-employment. The business activities of Ghanaians, on the other hand, are certainly less widespread but also more concrete and stable. However, part of Senegalese entrepreneurial activity has a transnational dimension which that of Ghanaians does not currently have, except in rare instances such as, for example, Peterland Global Service in Modena and, naturally, Ghanacoop.

Ghanacoop in Modena for Ghanaians and Confesen in Padua and (later) Milan for the Senegalese, represent two very significant examples of organizations operating in that fertile middle ground between income-generating entrepreneurial activities and action with a social and community impact.

Confesen (Confédération Sénégalaise pour la promotion des petites et moyennes entreprises et l’entreprenariat des émigrés) was established in 2004 as part of the Confesercenti (Italian Association of Independent Retailers) branch of Padua. Legally characterized as a non-profit public-interest association, Confesen is described in French (on its website: www.confesen.com) as a “a confederation of Senegalese and Italian businesses, emigrant associations, federations of Senegalese EIGs and sole traders (at home and abroad)” and brings together over 300 SMEs and many thousands of sole traders.

Its main goal is to promote actions which facilitate the return of immigrants to Senegal and their entrepreneurial activities in general and hence to support local development and an increase in business and economic exchanges with foreign countries and with Italy in particular. Confesen provides free services such as skills mapping, diagnostic analyses of business or project needs, technical and administrative assistance for business start-ups, assistance in making financing applications, technical and administrative assistance over the telephone between Monday to Friday, an online newsletter, etc. Services such as managerial training, project feasibility studies and website construction are, however, provided upon payment.

Seen as the “Senegalese feeler of the Italian Confesercenti”, Confesen is accredited by the Italian Interior Ministry and the Chamber of Commerce, Industry and Crafts of Dakar in Senegal. In addition to the national and Milanese arms of Confesercenti, it has also signed memorandums of understanding with the University of Padua, APIX (the Senegalese government agency for the promotion of investment) and UNCAS (the Union of Senegalese Agricultural Cooperatives). It is also developing partnership relations with UNIDO (the United Nations Industrial Development Organization) in Rome, the Province of Padua, the Regional Consular Chamber of UEMOA (the Western African Economic and Monetary Union), the London Chamber

of Commerce, the Ministry for Senegalese Abroad, the Municipality of Kaolack and the Groupe Atepa Agriculture.

Recently, Confesen opened a new branch in Milan where, between 6-8 July 2006, it organized the first Senegalese Business and Partnership Forum-FOSAP I, entitled “Culture and Investment: a winning formula for an emerging Senegal”, at the Milan Chamber of Commerce within the framework of BIC–Business Investment & Cooperation project.

These two coop-associations have been able to establish themselves in recent years, hopefully as the vanguard of a wider investment and mobilization process for development and the fight against poverty which the MIDA project aims to extend to other actors within the two immigrant communities. Having come out of extremely localized experiences and territories, the two associations have become significant interlocutors for public and private actors in Italy, including: the Province of Modena, Emilbanca, the Modena branch of Confcooperative (the Federation of Italian cooperatives) and CISL (the Federation of Italian Trade Unions) in the case of Ghanacoop²; and the national and Padua arms of Confesercenti, UNIDO (the United Nations Industrial Development Organization) in Rome, the Province of Padua and various other stakeholders within Senegal, in the case of Confesen (see box).

5. LOCAL AND TRANSNATIONAL RESOURCES AND RELATIONSHIPS OF GHANAIAAN AND SENEGALESE ASSOCIATIONS

The research in the five regional areas has enabled the structured panorama of the forms and organization of associations of the target national groups to be surveyed, as well as revealing the main differences between Ghanaian and Senegalese associativism and the various local specificities. Very briefly, we will describe the main results and findings to come out of the fieldwork, drawing on the more detailed regional reports in a focussed and selective manner.

In general, it can be stated that both nationalities have developed a significant organizational network and that a not inconsiderable part of ties with their co-nationals and communities of origin and destination unfold through these associations. These associations cover various fields of activity and are distinguished by their varied goals. Alongside their solidarity role – which provides a repository of tools and resources for expatriate members to mutually assist each other – and a role more focussed on socio-cultural and religious cohesion, very often there are also roles that can be defined as outward-looking, that is, aimed at promoting and managing external relationships with the local (and at times national) context of the area of destination, with the areas of origin and also with their co-nationals in other places of emigration. It was particularly these relations external to the associations that were mainly highlighted and that, in terms of co-development, could provide important pointers, critical issues and fertile ground for projects.

Senegalese associativism is especially distinguished by this multiplicity of roles which, however, are generally performed by different associations. The first rung of activity and grouping is represented by the “provincial” associations – of which a high concentration in the regions surveyed

² Ghanacoop is an entrepreneurial cooperative established in 2005, within the Modena branch of the *Ghana National Association* (COGNAI), as a result of the encouragement and support of the MIDA -Italy pilot project and the assistance of the Cooperativa Arcadia. Ghanacoop, acting in partnership with the Municipality and Province of Modena, Confcooperative and Emiliafrutta, Emilbanca and CISL, is opening up new and significant marketing channels in Italy for Ghanaian fruit growers and, at the same time, promoting the exportation of Emilian regional products to Ghana. Ghanacoop is now also an agricultural producers’ cooperative thanks to the plantation established in the village of Gomoa Simbrofo. Part of the proceeds generated by the cooperative’s activities are reinvested in social initiatives for the benefit of the village, such as the installation of a photovoltaic cell plant aimed at producing clean and renewable energy for the local community.

was noted. These are open and inclusive organizations which attract the participation of (potentially) all Senegalese in the relevant provincial capital's territory. In the provinces of Turin, Asti, Novara, Cuneo and Biella/Vercelli in Piedmont, of Milan, Lecco, Bergamo and Brescia in Lombardy, of Verona and Treviso in Veneto, of Trieste in Friuli-Venezia Giulia and of Ravenna and Forlì in Emilia Romagna, organizations with a wide spectrum of members have been established, functioning as intermediaries and institutional and political representatives of their community vis-à-vis political, administrative, economic and financial organizations within the local context. They are associations with significant numbers of affiliates, whose representatives and managers are usually involved in local immigration consultative bodies and forums. They work with provincial, municipal and trade-union agencies engaged in the immigration field. They act as social mediators on local issues relating to integration, employment and housing. This type of association develops activities that predominantly target the area of settlement and may also, at times, take the form of regional bodies (as is the case with the associations of Senegalese in Friuli-Venezia Giulia and in Piedmont) or, more commonly, local, bringing together residents in smaller provincial centres (in this regard, see Annex 5 which lists the associations surveyed in the various regions).

Activities which target the country of origin are generally carried out by associations which bring together members who come from the same area, whether it is a specific village, a city district or an entire city, or, in some cases, even an area as large as a region. While there is no lack of examples of support initiatives aimed at certain individuals in Senegal undertaken by associations formed on the basis of shared area of residence in Italy, it is the groups whose members share a common place of origin that have been successful in implementing initiatives of a social and economic nature aimed at improving their communities of origin, precisely because of the specific localization of their intervention interests. In general, these initiatives involve social, health and infrastructure interventions, the product of fundraising among members and agreed and co-managed with the local community of origin. In a certain number of cases, these initiatives have constituted the basis for the bringing together and financial mobilization of public and private actors in Italy who have chosen to flank the interventions implemented (or in the course of being implemented) by the immigrant associations, resulting in fully-fledged co-development projects and structured decentralized cooperation programmes between territories. This is the case with the Louga Coordination Committee established by the Municipality of Turin, in which local associations of Senegalese actively participate, and the regional Migrant and Cooperation Coordination Committee of the Friuli-Venezia Giulia Region, in which various associations, mostly Senegalese, participate. In general terms, it can be said that participation in associations is very widespread in the Senegalese community, whose members often belong to various associations that address different needs (religious, socio-political or cultural integration, mutual assistance and development of communities of origin and interethnic solidarity) and, frequently, to mixed or intercultural groups in which Italian and other nationality members also participate. The thriving and composite nature of Senegalese associativism – which in recent years has witnessed a process of proliferation and differentiation of forms of association that are further banded together by individual members whose participation often manifests itself in the form of multiple membership – is also giving rise to interesting and more structured collaborative efforts between organizations, in the form of federations, for instance: FASNI (the Federation of Senegalese Associations of Northern Italy), based in Lombardy, brings together around thirty associations from northern Italy, while FADERMI is a federation of more than fifty Senegalese village associations from the region of Matam and is principally based in Bergamo.

The Ghanaian associative scenario presents a lower number of organizations than its Senegalese counterpart, probably less diversification in the forms of association (for instance, there are no region-of-origin associations and so-called “interethnic” groups are almost non-existent), and also greater detachment from local area authorities and local Italian and immigrant associativism, perhaps due in part to the introversion which characterizes their link with the Pentecostal churches.

Notwithstanding this, even in relation to Ghanaians it can be said that there is a certain associative dynamism, a coexistence of organizations with varied goals and activities, and economic and social activities directed towards the country of origin.

Ghanaian associativism is also characterized by an aspect of solidarity between its members. At the heart of the mechanism of the association is the principal goal of promoting solidarity and mutual assistance between Ghanaian immigrants, through the support of members in emergency situations and the resolution of specific problems (such as assistance in the case of illness, repatriation of deceased remains and support in meeting the costs of basic needs for newborn babies). For these reasons, a certain number of associations have arisen linked by sharing the same area of immigration settlement, which can even bring together hundreds of residents of the same province (for instance, the Ghanaian Associations of Modena, Bergamo, Verona, Cuneo and Novara). In some cases, the provincial-level association may actually be divided into several local branches, as is the case with the Ghanaian association of Treviso, which has branches in Castelfranco and Conegliano. In other cases, these associations are local branches of the more extensive Ghana National Association (GNA) movement and thus add this title to the name of the city of residence, such as the Ghana National Association of Lecco, Udine or Pordenone. Sometimes, these organizations are directly linked through a national coordinating body, the COGNAI (Council of Ghana National Associations in Italy), of which not just some of the GNAs but also other associations with different designations are members. COGNAI does not, however, as is also the case with the Senegalese FASNI, appear to be fully representative and inclusive of the entire Ghanaian associative movement, which perhaps more so than its Senegalese counterpart seems rather fragmented. In areas with a high Ghanaian presence, such as Bergamo and Brescia, a marked division of the community was noted into various Christian religious denominations existing in the country of origin (there are 24 different faiths represented in the area of Brescia alone), so that often religious affiliations end up detracting from the potential and energy of participation in associations, or fragmenting and frustrating its efforts at united action.

There are also some village associations, which adopt the municipality of origin as a membership criteria, even though these are much less common and active compared to similar Senegalese associations. Examples include the Ghana Brotherhood Association, which brings together emigrants from Kumasi and is based in Piedmont, while in Emilia Romagna there is the Konongo association and the Nkoranza Kru Ye Kuo association, the latter taking its name from a district in Ghana in the municipality of Nonantola. Also in Emilia, in Carpi, is the only mixed-ethnicity association surveyed during the study (Africa Libera), a fact that seems to corroborate the Fondazione Corazzin's research which defines Ghanaian associations as being 100% "ethnic" in nature, while those of the Senegalese would appear to be 92.2% ethnic as against 7.8% definable as "interethnic". The difference seems to be attributable to the fact that while the Senegalese promote many associations of a social and cultural nature attracting many "natives", Ghanaians concentrate more on reconstructing their communities of origin *in loco* and have less symbolic capital to spend on the local population (consider the extrovert qualities of the Senegalese, their attributes as regards music and dance and their ability to convey the more popular traits of "Africanness").

Nevertheless, existing Ghanaian associations in the areas surveyed had in some cases organized initiatives and activities either targeting their areas of settlement – in some cases establishing direct contact with the relevant municipality and participating in institutional events relating to immigration – or mobilization towards their places of origin which, while generally taking the form of individual initiatives or projects (projects which sometimes are also aimed at facilitating return to the homeland), generated in few but significant cases interventions of a social nature such as a contribution to the restoration and reequipping of a hospital or the building of a school and a professional training programme.

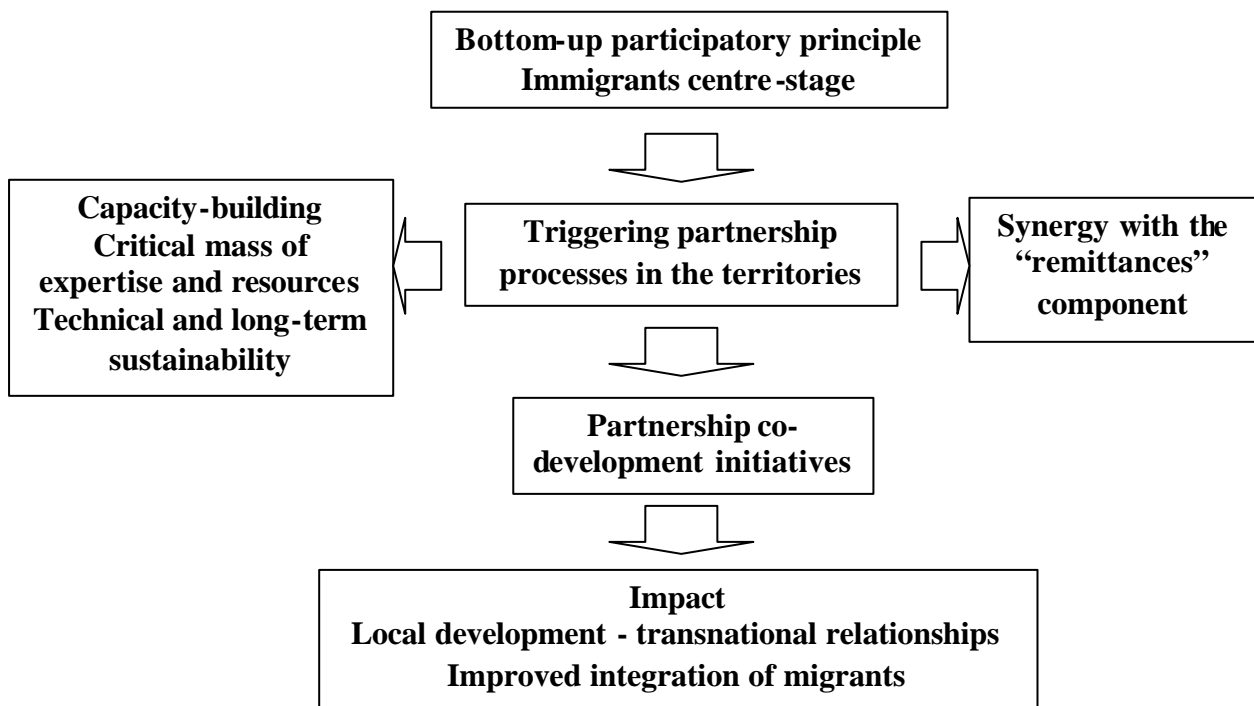
In summary, the Ghanaian and Senegalese immigrant associative scenarios clearly represent an extremely fertile and promising ground for co-development initiatives, both as organized structures

that have in some cases already been able (or are planning) to implement economic and social development interventions in various communities of origin, and as organizations in search of financial, technical and political support for their initiatives, hence as actors potentially capable of involvement in wider partnerships and in decentralized cooperation programmes with various territorial stakeholders. However, different timeframes and levels of capacity emerge between the two communities in activating territorial partnerships - they are higher in the case of the Senegalese and lower amongst Ghanaians. Different implications and recommendations for co-development and integration policy action in Italy flow from this finding. While conditions already exist among the Senegalese to launch co-development processes, in the case of Ghanaians it is necessary to foster such conditions through a more proactive role on the part of local authorities and territorial actors capable of penetrating the introverted networks of Ghanaians, thereby creating opportunities for dialogue and exchange, reinforcing their capacity for associativism and for forming relationships with their local community framework and flanking their co-development initiatives.

6. THE TERRITORIAL DIMENSION OF THE MIDA STRATEGY AND THE VARIOUS RESOURCES AND NETWORKS OF THE REGIONAL AREAS. PROSPECTS FOR DECENTRALIZED COOPERATION PROGRAMMES

The MIDA project’s strategy has been aimed precisely at constituting and encouraging territorial networks capable of connecting the Ghanaian and Senegalese immigrant associations with public and private actors in the various local and regional settings. This strategy has thus been characterized by a strong adherence to the “bottom-up” participatory principle, which places immigrants - with their transnational resources and skills - centre-stage. In other words, participation based on specific local contexts and structured relationally with the various interacting parties to build partnerships capable of mobilizing other expertise and resources, so as to achieve a significant and substantial critical mass.

PRINCIPLES AND ASPECTS OF THE STRATEGY



As the project's Charter of Principles (see Annex 2) states, the Ghana/Senegal-MIDA project "is working to create a network composed of immigrants, institutions, civil society organizations, the tertiary sector and the economic and financial sector, with the aim of deepening the mutual interaction between actors and territories and supporting the implementation of concrete and agreed cooperation initiatives within partnership processes and development programmes". This action has the dual goal of facilitating conditions for the emergence of project proposals from Ghanaian and Senegalese enterprises and associations that are also well-structured through technical, financial and political collaborations with institutional actors, thus a specific goal in relation to the Project. At the same time, a wider strategy of "capacity-building" of immigrant groups is pursued, principally through their inclusion in contact and dialogue networks which, hopefully, will continue beyond this project, creating longer-term alliances and fully-fledged coordination structures or decentralized cooperation programmes. It is sought, in this way, to include immigrant initiatives within wider-ranging partnerships that enable the sustainability and continuation of the relationships in the medium to long-term, beyond the short-term implementation of individual projects. Hence, these partnerships should be included in local development plans for the areas of origin, creating and reinforcing transnational relationships with the immigrants' area of residence (territorial partnerships). In turn, the strengthening of transnational relations, in addition to fostering new co-development relationships, can have a beneficial effect on improved and greater social and economic integration of migrants in their areas of residence.

Particular attention has been devoted to synergy with financial institutions in relation to the issue of the optimization of immigrant savings and the channelling of individual/family and collective remittances towards investment in local development. In this regard, much work has been aimed at identifying strategic initiatives which would create partnerships with financial institutions. Through this work, the process of creating a Foundation of the Senegalese immigrant associations of Northern Italy, in partnership with IOM/Italian Development Cooperation, Etimos and the Banca Etica, open to the participation of Regions and local authorities and possibly other banking systems, has been facilitated. This Foundation would represent an outcome of great significance and strong strategic impact. The Foundation would have as its goal the financing of migrant entrepreneurial initiatives between Italy and the country of origin through the institution of a guarantee fund supported by immigrants' savings and contributions from the various participating organizations. A part of the funds would also go to supporting training courses and social projects (in this regard, see the CeSPI Strategy Paper on the remittances component).

All aspects of this strategy are interconnected by a process of political sensitization through the construction of a MIDA co-development network which aims to keep debate on the basic issues relating to the link between migration and development alive, to enable learning from the initiatives underway, to facilitate greater coordination between administrative organs and between measures for the integration of immigrants and cooperation, and to identify inputs for the change of macro-policies on immigration and cooperation which could invalidate the achievement of partnership co-development initiative goals.

The CeSPI and IOM strategy process began with the organization of seminar-type events with local authorities, industry associations, banks and other local organizations and with the immigrants themselves, aimed at spreading knowledge of the opportunities offered by MIDA and at discussion, on the merits, of the approaches, actions and synergies envisaged by the project. In addition to the direct involvement of various potential co-financing actors and reaching agreement on the guidelines and overall approach of the MIDA co-development strategy, these workshops contributed significantly to familiarizing potential beneficiaries with the project. Together with Ghanaian and Senegalese immigrants, democratic and participatory opportunities for shared discussion were created during which criteria and methods for implementing activities were agreed and of which the MIDA Charter of Principles and the List of Evaluation Criteria (Annexes 2 and 3

respectively), as well as the composition of the Evaluation Committee (Annex 4), are tangible results.

The workshops involved various regions and were held between April and October 2006 in the following cities (in chronological order): Bologna, Venice, Vicenza, Milan, Pescara, Pisa, Padua, Turin and again Milan. A further event is envisaged in Bolzano for early December.

In some cases, these territorial animation activities, together with those carried out by the researchers in the respective regions during their fieldwork, took place within the ambit of pre-existing relationships between immigrant associations and local public and private actors, while in other cases these relationships were yet to be developed. From the regional reports, significant differences emerge between the areas surveyed in terms of the features of the relationships established and the cooperation initiatives implemented, and the organizational and entrepreneurial capacities of local immigrant groups and various national groups.

In general, it can be said that the Senegalese community has succeeded in building wider and more varied contacts and collaborative relationships with public actors in their areas, which in a certain number of cases resulted in fully-fledged cooperation projects. To list just a few: the Municipality of Turin's Louga Coordination Committee and the collaboration between the Municipality and two local associations within the ambit of the COOPI-CeSPI Project on reinforcing the social capital of Senegalese immigrants; the launch of collaborations and funding between the Municipality of Milan, the Lombardy Region and certain provincial-area associations and the financial support of the Municipality and Province of Bergamo to certain association projects presented as part of the abovementioned COOPI-CeSPI project; the Migrant and Cooperation Coordination Committee established by the Friuli-Venezia Giulia Region, which is implementing some actions in the south of Senegal; the decentralized cooperation project which is establishing an association with headquarters in Faenza in conjunction with the Municipality of Faenza and the NGO ISCOS Emilia Romagna; the project put together by the Pisa Senegalese Association together with the North/South Association of the Province of Pisa, in addition to the project that is taking shape through the collaboration between Confesen, Etimos and the "I care" association of Treviso. These and other collaborations make up the varied panorama of Senegalese immigrant mobilization for local development projects in Senegal, which have encountered support and interest from Italian interlocutors. However, if on the one hand obstacles, indecision and difficulties persist, there are also areas which have not yet implemented structured collaborations targeting development goals in the country of origin with the involvement of local authorities. While boasting the initiative supporting female goldsmiths in Ghana, supported and funded by the Province of Padua and the Veneto Region and organized by an Italian women's association, if we exclude the recent significant initiative of Confesen (which, however, relates to an industry association like Padua's branch of Confesercenti), Veneto is only now commencing to build more continuous and systematic relations between Senegalese immigrant associations and local and regional public actors. The project's activities of research and territorial animation have thus both involved select regional actors, which had not yet been directly involved in cooperation activities with Senegalese immigrants, and extended the opportunities inherent in the MIDA project model to new and different territories, such as for instance, the areas of Pescara and Bolzano.

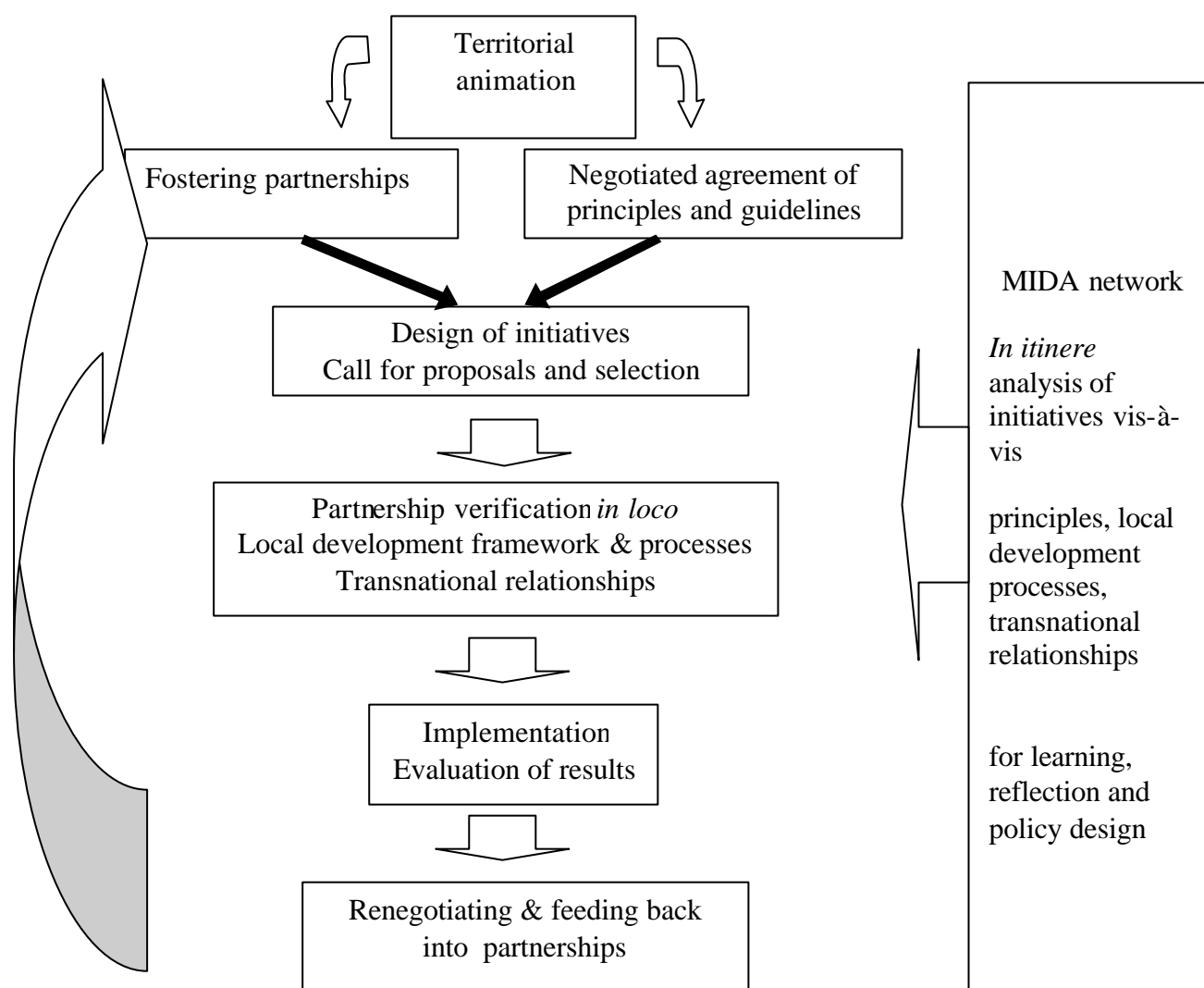
The Ghanaian immigrant community, which is already smaller and as a whole weaker on the associative level, has demonstrated a certain introversion and a difficulty in entering into networks and collaborations with institutional actors in destination areas. As some researchers noted, within Ghanaian organizations there is no shortage of either ideas or will to take risks by raising funds and implementing projects for the benefit of Ghana. Rather, what is lacking is experience and the practice of looking to Italian institutions as interlocutors for their activities. In essence, the various Ghanaian associations and cooperatives, while having manifested more focussed and systematic project proposals for social and health support in their communities of origin through individual or group initiatives, have not contemplated the involvement of associations or institutions from their

areas of settlement. In a similar way to the first MIDA Project of 2003, whose results on the substantial Ghanaian community in Emilia were a decisive reduction of mistrust towards public actors and the implementation of the significant and participatory process which led to the current strength of the Ghanacoop organization, the current Ghana/Senegal-MIDA Project has worked to reduce the gaps and break down barriers between actors. In his regard, while there are some examples of successful collaborations between the Ghanaian community and relevant local authorities with respect to integration dynamics and issues (for instance, with the Province in Brescia), it is hoped that, owing to the MIDA proposal, partnerships will develop between various local actors geared to action in the communities of origin of Ghanaians, such as for instance could occur with the Municipality of Casarsa's intervention in Ghana.

MIDA's activities have, however, had a strong stimulator effect at the level of project ideas and of mobilization of feasible project innovation. Indeed, at the headquarters of the IOM in Rome, in just a few months around 150 project proposals have been received. They almost all involve ideas that are little-developed or consist of project outlines, but which, however, testify already to the interest generated within the two communities and which undoubtedly constitute interesting material for further research. There are slightly more Ghanaian proposals, which focus on the agro-food sector (agriculture, stockbreeding and fishing), the crafts sector and the social-health sector, originating almost exclusively from the regions of central and northern Italy.

Through the construction of robust, structured and partnership-oriented project platforms, and thanks to the activation of local networks, some of these project proposals will be eligible for submission to the MIDA Project call for project proposals. On the basis of the contacts made, the attention given and the stimulation provided in the various Italian regions and the willingness demonstrated on the part of some of the local authorities involved in the workshops, the presentation of fifteen to twenty applications for funding is forecast which, based on the selection made by the Evaluation Committee, could result in about ten project initiatives being implemented in Ghana and Senegal through the co-financing mechanism envisaged by the MIDA strategy.

THE MIDA STRATEGY PROCESS



The project initiatives will therefore be considered within the framework of local development processes in the places of origin of the immigrants and of transnational relations with their areas of residence. Partnership conditions in the countries of origin will be verified with a view to their implementation. Following this will be an evaluation of the results and feeding back of those results for the purposes of renegotiating the partnerships. As previously mentioned, this whole process will be accompanied *in itinere* by a process of reflection and learning through the establishment of a MIDA network on co-development, in the knowledge that this project will be capable of greater success if more consistency and improved coordination between immigration policy and cooperation policy are successfully promoted.

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ANNEX 1 – DISTRIBUTION OF GHANAIAN AND SENEGALESE GROUPS IN THE FIVE REGIONS SURVEYED - SOURCE: ISTAT FIGURES 2005

Region of Lombardy

	Senegal			Ghana		
	Men	Women	Total	Men	Women	Total
Varese	666	189	855	220	195	415
Como	544	119	663	572	439	1,011
Sondrio	70	18	88	3	1	4
Milan	3,618	588	4,206	337	253	590
Bergamo	5,600	1,267	6,867	773	524	1,297
Brescia	4,546	946	5,492	2,677	2,034	4,711
Pavia	301	177	478	18	14	32
Cremona	290	69	359	198	130	328
Mantua	186	50	236	499	377	876
Lodi	146	32	178	2	5	7
Lecco	1,100	263	1,363	71	63	134
Regional Total	17,067	3,718	20,785	5,370	4,035	9,405

Region of Veneto

	Senegal			Ghana		
	Men	Women	Total	Men	Women	Total
Verona	754	191	945	1,846	1,446	3,292
Vicenza	1,422	307	1,729	2,704	1,809	4,513
Belluno	56	10	66	11	12	23
Treviso	2,221	524	2,745	994	658	1,652
Venice	556	105	661	28	17	45
Padua	488	126	614	240	143	383
Rovigo	52	21	73	3	0	3
Regional Total	5,549	1,284	6,833	5,826	4,085	9,911

Region of Friuli-Venezia Giulia

	Senegal			Ghana		
	Men	Women	Total	Men	Women	Total
Udine	113	45	158	561	444	1,005
Gorizia	84	16	100	8	0	8
Trieste	169	11	180	/	/	/
Pordenone	159	37	196	1,355	939	2,294
Regional Total	525	109	634	1,924	1,383	3,307

Region of Emilia Romagna

	Senegal			Ghana		
	Men	Women	Total	Men	Women	Total
Piacenza	287	54	341	71	76	147
Parma	1,045	171	1,216	505	383	888
Reggio Emilia	444	125	569	1,055	784	1,839
Modena	175	33	208	2,051	1,443	3,494
Bologna	443	134	577	216	167	383
Ferrara	28	6	34	19	17	36
Ravenna	1,601	181	1,782	11	6	17
Forlì/Cesena	679	126	805	21	10	31
Rimini	912	46	958	2	0	2
Regional Total	5,614	876	6,490	3,951	2,886	6,837

Region of Piedmont

	Senegal			Ghana		
	Men	Women	Total	Men	Women	Total
Turin	1,116	181	1,297	259	208	467
Vercelli	197	53	250	14	7	21
Novara	996	212	1,208	289	185	474
Cuneo	573	101	674	51	42	93
Asti	136	27	163	4	3	7
Alessandria	176	35	211	2	3	5
Biella	23	12	35	11	15	26
Verbania	231	53	284	13	6	19
Regional Total	3,448	674	4,122	643	469	1,112

ANNEX 2 – MIDA CHARTER OF PRINCIPLES

CHARTER OF PRINCIPLES AND GUIDELINES OF THE GHANA/SENEGAL-MIDA NETWORK³

MIDA – Migration for Development in Africa – is an IOM strategy which aims to enhance the role of migrants for the purposes of development in Africa. The strategy takes various forms depending on the profile of the migrants and countries involved.

The Ghana/Senegal-MIDA project, supported by Italian Development Cooperation, comprises three types of activity:

- the optimization of remittances by means of the creation of new financial products for the accumulation, transfer and investment of immigrant savings;
- the enhancement of the transnational economic initiatives of immigrants – not requiring their repatriation – through training, technical assistance and credit access facilitation activities; and
- the **enhancement of co-development projects** of immigrant associations (particularly through the involvement of Italian decentralized cooperation).

This third component, entitled co-development, is working to create a network comprising immigrants, institutions, civil society organizations, the tertiary sector and the economic and financial sector, with the aim of deepening mutual interaction between actors and territories and supporting the implementation of concrete and agreed cooperation initiatives within partnership processes and development programmes.

The Ghana/Senegal-MIDA strategy, in line with the Millennium Development Goals, is based on the recognition of certain **guiding principles** and is structured along the lines of a series of **established criteria**.

The projects selected under the co-development component of the MIDA Programme must:

- Involve the active participation and centrality of migrants in the initiatives proposed and be based on the added value of their human, social and financial capital;
- Contribute to the fight against poverty and, if possible, trigger virtuous mechanisms for local and national development through sustainable activities of a social nature generating income for the local community;⁴
- Be included within local and national development plans and economic pipeline development programmes providing for the active involvement of communities and public and private institutions of the countries of origin;
- Be based on partnership processes for co-development which link the areas of origin with those of settlement, thereby integrating, where possible, initiatives which impact on the same partner territory and paying attention to the relationship with local institutions of the countries of origin, so that the projects do not end up replacing or disengaging the role of local public actors;

³ The Ghana/Senegal-MIDA Charter was agreed together with immigrants and representatives from the regions and local self-governing bodies with the assistance of CeSPI.

⁴ For instance, through the development of cooperativism, the manufacture of consumer goods and fundamental investment in local and/or export-oriented development, with significant effects on the creation of employment and distribution of income, the generation and management of payment-based public services etc.). The projects must demonstrate the potential to create employment and distribute income, which may result directly from the investment or indirectly and via a multiplier effect. For instance, a project to import African food into Italy through an important distribution chain might produce a flow-on effect of great significance.

- Be included within territorial and public-private networks or partnerships, and hence mobilize a significant critical mass of resources and skills, thereby reducing the degree of dependence on external resources; and
- Envisage a commitment to intercultural dialogue and respect for human rights, as well as sensitivity to gender and environmental sustainability issues.

In summary, **co-development** initiatives are understood as being projects of an individual or group (for instance, cooperatives or consortia) entrepreneurial nature **of particular social merit and which entail strong partnership** with local self-governing bodies and private-sector partners (industry associations, banks, foundations and other actors).

The members of the network must agree on a set of principles/criteria, making best efforts to participate in the exchange of information and experiences aimed at building co-development policy and supporting any projects inspired by such policy.

STRUCTURE OF THE MIDA NETWORK AND INITIATIVES

Structure at the political level

The programme involves the creation of a MIDA Co-development Network. This Network shall be inclusive and representative and shall have the **aim of:**

- **establishing agreed principles and guidelines;**
- determining the composition of an **Evaluation and Monitoring Committee** for the initiatives and devising a **List of Evaluation Criteria** for project selection; and
- **strategically overseeing** the development of the initiatives and the programme (considering the individual co-development initiatives as a whole, in relation to the principles established and local development processes and the creation of long-lasting relationships between the territories).

Members of the Network shall have the following **roles:**

- Italian Development Cooperation, the IOM and CeSPI: promotion and ownership of goals;
- the Regions (in a coordinated manner): political commitment to the promotion of the Network in their respective territories, coordination (possibly assisted by a local support agency in addition to Italian Development Cooperation and the IOM) and ownership of goals; and
- individual immigrants and Senegalese and Ghanaian associations, local authorities, tertiary sector associations, NGOs, representatives from the economic and financial sectors, universities and research centres: ownership of goals.

The tasks of the Network shall be as follows:

- the guiding principles and criteria shall be agreed with and approved by immigrant associations and local self-governing bodies. In order to obtain agreement and approval, trans-regional and local meetings will be organized;
- Italian Development Cooperation, local self-governing bodies and immigrant associations will participate in the preparation of the **List of Evaluation Criteria** for the selection of projects and determine the composition of the **Evaluation Committee** for the initiatives. The Evaluation Committee will be assisted by a secretariat constituted by the IOM and CeSPI; and
- the IOM and CeSPI will hold meetings to **strategically oversee** the progress of initiatives and the programme with the aim of learning from experience, capitalizing on the knowledge

acquired, identifying new initiatives to provide sustainability to the process in course and proposing modifications of a policy nature.

Structure at the operational level

The programme involves the adoption of a varied and appropriate approach to (where possible, pre-existing) local/provincial/regional “project coordination committees” (see, for instance, the Louga Coordination Committee in Turin, the committee formed between Dakar and Milan and the Regional Coordination Committee of Friuli-Venezia Giulia), according to the characteristics of the relevant territories and interlocutors, with the **aim of identifying partnership initiatives** that correspond to the established principles and criteria.

The roles of the actors shall be as follows:

- Italian Development Cooperation and the IOM (CeSPI): promotion and support in agreement with the Regions;
- local authorities (Provinces and/or Municipalities depending on the territory in question): involvement in coordination (possibly assisted by a support agency of their choice);
- Those proposing and collaborating in initiatives (starting with immigrants and their associations): participation in “project” coordination committees.

Thus, depending on specific circumstances, local authorities will create relationships with immigrant associations that have the potential of proposing co-development initiatives.

On the basis of indications received from local governments in Ghana and Senegal, the sectors considered priorities are: processing of agricultural produce, sustainable tourism and information and communications technology (ICT). More specifically, Ghana has indicated the processing of gold and salt and Senegal the manufacture of textile products. The initiatives may, however, concern other sectors subject to presenting important partnerships and potential and justifying their choices.

The co-development component of the MIDA project envisages **the identification of about ten project initiatives**⁵, which may each access average co-funding of 20-25,000 euro from Italian Development Cooperation through the IOM in the form a grant⁶, and free technical assistance from the IOM and consultancy companies in Ghana and Senegal for the preparation of business plans. Italian Development Cooperation’s co-funding must be spent in the place of origin of the migrants. In addition to this co-funding, it will be necessary to have access to equivalent co-funding from local authorities, as well as on co-funding (including in-kind) from immigrants and their associations (equal to at least 15% of the total cost of the initiative) and from the local partner (equal to at least 15% of the total cost of the initiative), in accordance with the 3x1 mechanism used with success in the Zacatecas programme in Mexico. Co-funding from local authorities and other institutions will be paid directly to immigrants and their associations. Those initiatives which present a higher mobilization of resources and skills from private partners will be awarded a higher score (see the List of Evaluation Criteria for the selection of projects).

⁵ This funding proposal is a rough estimate in that the number of projects funded will depend on the importance of the partnerships created. An essential evaluation criteria will in fact concern the creation of a partnership and hence the triggering of a significant critical mass of resources. It will therefore be necessary to focus on a few significant projects rather than spreading resources over many projects without partners. Partnership represents the best form of guarantee of success for projects. Projects shall not be aimed at the return of immigrants.

⁶ Access to grant funding will reward efforts at partnership aimed at linking the area of settlement with the place of origin and the social economic merit of the project.

During the process of identifying initiatives, the IOM/Italian Development Cooperation and CeSPI will organize events for information sharing between the “project coordination committees”, exchange and where possible sharing and **integration of interventions** at a trans-regional level (in particular, where possible this will be sought to be done for initiatives that have an impact on the same partner-territory).

The IOM/Italian Development Cooperation may make available an information service relating to the territories in Ghana and Senegal involved in the project designs.

The initiatives identified will be **presented to the Evaluation Committee** (see Annex 4) by the end of December 2006. On the basis of agreed criteria (see the List of Evaluation Criteria in Annex 3), the Evaluation Committee will arrive at a ranked list of the initiatives, indicating their strong and weak points, to be sent to the co-funders (Italian Development Cooperation/IOM, Regions and local authorities), who will implement the appropriate procedures **to trigger the grant of funding** to those proposing the projects.

This will be followed by *in loco* missions to verify the partnerships and prepare **executive plans** and consequently the **implementation of the activities** envisaged.

The IOM and CeSPI will ensure the **monitoring of initiatives and hold events aimed at learning from the experience** in agreement with the regions, local authorities and immigrant associations.

Particular attention shall be paid to **visibility and media awareness** of the initiatives. Each initiative shall be accompanied by visibility material and publicized through the most effective media adopting a shared editorial style.

ANNEX 3 – EVALUATION CRITERIA FOR PROJECT SELECTION

A) CONCERNING PROJECTS	
1. Significance in terms of strategy and partnership	Max. 35
1.1 Capacity of the activities envisaged by the project to generate income and employment for the benefit of the local community	Max. 10
1.2 Inclusion in cooperation and partnership programmes between territories	Max. 5
1.3 Extent of participation of local public and private partners in Italy, Ghana e Senegal, during the various phases of the project (identification; funding; implementation through the contribution of know-how, expertise, appropriate technologies and distribution chains; evaluation).	Max. 10
1.4 Inclusion of the project in local development plans (relevance of the project vis-à-vis geographical and sectoral priorities indicated by the target countries) and involvement of local public institutions and actors in territorial networks.	Max. 5
1.5 Level of inclusion within production pipelines and in economic collaborations with other actors in the territory and the contribution made to local endogenous development	Max. 5
2. Methodology/Consistency of the project	Max. 35
2.1 Economic and financial sustainability	Max. 10
2.2 The relevance of the project proposal to the place of intervention, to the aims of the project and to the local conditions of the chosen sector of activity.	Max. 10
2.3 The added value in terms of approaches and use of innovative technology and of characterization of the project as a potential multiplier (the possibility of replicating and extending the project's results, dissemination of information and impact on the local area).	Max. 5
2.4 The presence of indicators for the evaluation of the intervention's activities/outcomes.	Max. 5
2.5 The adequacy of the estimated costs for the implementation of the project in relation to the objectives, clarity and detail of the cost plan.	Max. 5
3. Socio-economic Impacts	Max. 15
3.1 Enhancement and training of local human resources and involvement of women from the local community addressed	Max. 10
3.2 Capacity to produce economic impacts in terms of spin-offs and linked activities	Max. 5
B. CONCERNING PROJECT APPLICANTS	
4. Significance	Max. 15
4.1 Expertise/experience of the applicant and local partners in the project's intervention sector	Max. 10
4.2 Whether the (existing or to be especially created) business is a cooperative or association and whether it participates in consortia	Max. 5
5. Management capacity	Max. 20
5.1 Capacity of the applicant to make its contribution in cash	Max. 5
5.2 Capacity of the applicant to obtain co-funding to cover the percentage of the budget not funded by the IOM and the applicant	Max. 10
5.3. Clarity of the division of roles and responsibilities within the managerial team (in Italy and in the target country)	Max. 5
MAXIMUM SCORE	120

ANNEX 4 – THE EVALUATION COMMITTEE

The Committee will be responsible for the selection of co-funding beneficiaries from a shortlist produced by the IOM and CeSPI. The final selection will be made during a single meeting and will be based on the criteria in the List of Evaluation Criteria. In addition to the three project organizers (Italian Development Cooperation, the IOM and CeSPI), the Committee will be comprised of Italian, Ghanaian (2) and Senegalese (2) experts resident in Italy. The choice of Ghanaian and Senegalese committee members will be made from among persons with (preferably transnational) entrepreneurial experience and expertise.

Below is a working hypothesis for the composition of the Committee.

MIDA			
Name	Organization	Office	Contact
	IOM		
	CeSPI		
	Italian Development Cooperation		
Private Organizations			
Name	Organization	Office	Contact
	CNA, Confartigianato		
	Confcooperative		
	Other...		
Senegalese and Ghanaian Representatives			
Name	Organization	Office	Contact
	GhanaCoop		
	Confesen		
	Ghanaian Expert		
	Senegalese Expert		

ANNEX 5 – GHANAIAN AND SENEGALESE ASSOCIATIONS SURVEYED BY THE STUDY

Ghanaian Associations

COGNAI (Council of Ghana National Associations in Italy)

Lombardy

GASSLOM (Ghana Association of Lombardy), Milan
Associazione Ghanesi di Bergamo, Bergamo
Associazione Cittadini del Ghana, Brescia
Ghana National Association, Lecco

Friuli-Venezia Giulia

Ghana National Association, Udine
Ghana National Association, Pordenone

Veneto

Associazione Ghanesi di Verona, Verona
Associazione dei Cittadini del Ghana, Verona
Associazione Ga-Adangbe, Vicenza

Piedmont

Ghanaian Immigrants Association, Turin
Ghana Brotherhood Association, Turin
Associazione Ghanesi di Cuneo, Cuneo
AGLINOP (Association of Ghanaians Living in Novara Province), Novara

Emilia Romagna

Associazione Ghanesi di Modena
Associazione Ghanesi di Reggio Emilia
Ass. di *Konongo*, Modena - Reggio Emilia
Associazione *Nkoranza Kru Ye Kuo*, Nonantola (MO)
Associazione Africa Libera, Carpi (MO)

Senegalese Associations

FASNI (Federazione delle Associazioni Senegalesi del Nord Italia), Milan
Federazione FADERMI (Federazione delle Associazioni della Regione di Matam), Bergamo
AFI (Associazione Fulbé d'Italia), Bergamo

Lombardy

Associazione dei Senegalesi di Milano e Provincia (ASMP), Milan
Associazione dei Senegalesi di Lecco, Lecco
Associazione dei Senegalesi di Bergamo, Bergamo
Associazione dei Senegalesi di Brescia, Brescia
Associazione Sunugal, Milan
Associazione Domu Kelle, Milan
Associazione Sedo Sebe, Bergamo

Associazione Djambour Self Help, Bergamo
Associazione Addrrecordi, Villa D'Adda (BG)
Associazione Arni, Bergamo
Associazione Ascomi, Bergamo
Associazione Saloum Saloum, Brescia
Associazione Fare Insieme per Kaolack, Brescia
Associazione Senegalesi di Manerbio, Manerbio (BS)
Associazione Senegalesi di Lumezzane, Lumezzane (BS)
Associazione Senegalesi della Valsabbia, Vobarno (BS)

Friuli-Venezia Giulia

Associazione Senegalesi del Friuli Venezia Giulia, Udine
Associazione dei Senegalesi della provincia di Trieste, Trieste
Associazione Insieme nelle Terre di Mezzo, Trieste
Associazione Onlus Diokko, Gorizia
Associazione Sacile - Mondo Insieme, Sacile (PN)

Veneto

Associazione Teranga, Venice-Mestre
Associazione Ascan, Padua
Associazione Gore, Verona
Associazione Assoreziko Verona
Associazione Acsi, Treviso
Associazione Doumgo Ouro Alpha, Vicenza
Associazione Senegalesi di Schio (VI)

Piedmont

Associazione dei Senegalesi del Piemonte (ASP), Turin
Associazione Senegalesi di Torino (AST), Turin
Associazione des Jeunes Emigrés de Darou Mousty (AJEDI), Turin
Associazione Diang Bambodji, Turin
Associazione degli Immigrati Senegalesi di Asti e Provincia (AISAP), Asti
Associazione Senegalesi di Novara per l'Assistenza (ASPNA), Novara
Associazione Senegalesi di Biella e Vercelli
Associazione Senegalesi di Bra Alba Roero e Langhe (ASBARL), Bra
Associazione Manco, Cuneo

Emilia Romagna

Associazione Senegalesi di Faenza, Faenza (RA)
Associazione Senegalesi Insieme, Faenza, (RA)
Associazione dei cittadini di Diouth-Nguel, Ravenna
Associazione Jappo delle donne senegalesi di Ravenna
Associazione Teranga, Ravenna
Associazione Yakkar, Forlì/Cesena
Associazione Senegalesi per la mediazione socioculturale (ASEMES), Cervia, Ravenna (RA)
Associazione Assec (Associazione per la solidarietà sociale, economica e culturale), Ravenna
Associazione delle famiglie senegalesi di Ravenna (FASRA), Ravenna
Associazione di villaggio Ndimbal, Meldola (FC)
Associazione di villaggio Gollere, Lido Adriano (RA)