



**John Kearns**  
**CEO - Partas**



# Partas overview

- 1984 – Get Tallaght Working lobby group
- Current staff of 72 operating in 4 Enterprise Centres
- Enterprise Development
- Training department – IT & Business Management
- Research: Social Economy / Entrepreneurship / Finance
- Microcredit provision – Tallaght Trust Fund
- EU-funded projects:
  - *Immigrant Entrepreneurs / Older workers / Social Entrepreneurship*

# The Vision

- Creating a socially inclusive entrepreneurial community
- Providing comprehensive enterprise supports which includes the provision of affordable workspace
- Enterprise as a viable option
- From unemployment to self-employment

# From Unemployed To Entrepreneur

- Pre-enterprise advice & training
- Assistance & signing-on to Back-to-work allowance
- Business Plan
- Enterprise grants & business loans
- Incubation space
- Marketing support
- Up-skilling
- Advanced management training – Plato
- Over 80 start-up per annum.

# Our services:

- Advice in developing business idea and business planning
- Expertise in business set-up process
- Realistic appraisal of business opportunity
- Support for gaps in skillsets e.g. training
- Advice and access to finance
- Advice and access to affordable workspace
- Assistance with any grants or supports available
- We offer our service free of charge in a friendly, professional and supportive environment



*Harnessing the Potential of  
Ethnic Minority Entrepreneurship*



# We Need More Entrepreneurs!

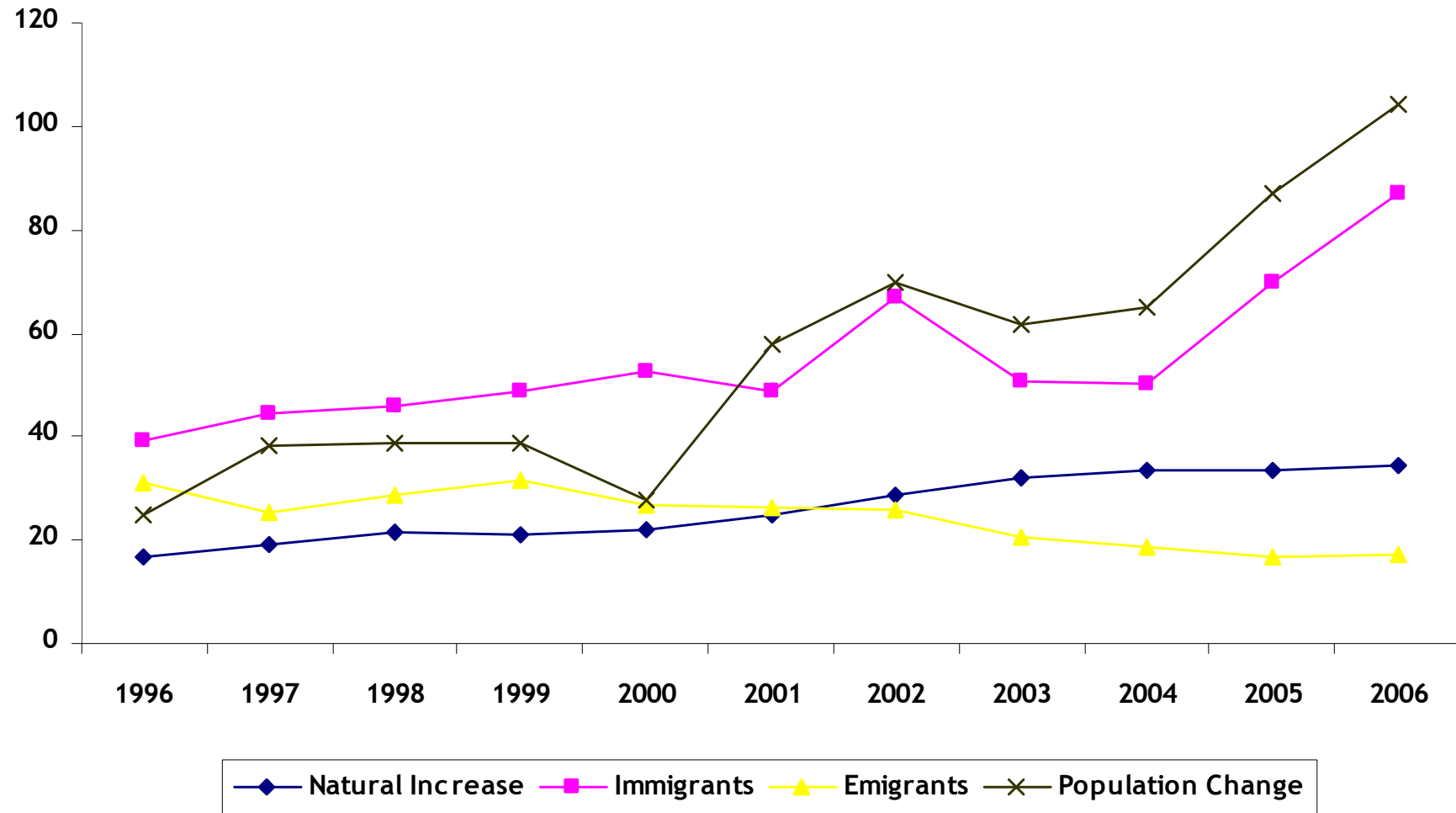
- ★ We need people who are ...
  - ★ prepared to take a risk
  - ★ willing to step out of their comfort zone
  - ★ ready to engage in entirely new fields of activity
  - ★ highly motivated to generate wealth for themselves



## Ireland: A Healthy Influx of Potential Entrepreneurs

- ★ Over the last 10 years the country's population has grown by 17% to reach almost 4.24 million people
- ★ Between 2000 and 2006, inward migrants have numbered almost 430,000 people
- ★ 10% of the population from a non-national background
- ★ Represents immense potential to grow entrepreneurial pool.

# Annual Estimated Population Change, Natural Increase, Immigration and Emigration (000)



Source: CSO

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# Emerge Actions

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- ★ Reaching out to the target group
- ★ Tailored pre-enterprise training
- ★ Pre-enterprise mentoring
- ★ Start-up & growth-phase training
- ★ Networking opportunities



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# Outputs & Impacts

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- ★ Training, mentoring & networking for 207 participants
- ★ Generated 70+ new businesses
- ★ Helped sustain & grow 24 businesses
- ★ Allowed us learn how best to help



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# Enhancing Supports for Ethnic Enterprise

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- ★ Proactively promote the enterprise option
- ★ Break down regulatory barriers
- ★ Provide customised early stage supports
- ★ Enhance access to finance
- ★ Support stepping stone networks



## EQUAL IMPACTS

Perceptions of Ethnic and Migrant EQUAL Users	Average Score (1-4)	Difference
The subject of setting up a business is presented comprehensively & regularly by the general media (TV, radio, papers)	2.4	+0.9
Entrepreneurs like me are regularly portrayed in the general media	2.3	+0.8
I know people like me who have started their own business	3.3	+0.5
There are regular events / fairs aimed at potential or early stage entrepreneurs like me	2.3	+0.4
There are networking opportunities for start-up entrepreneurs like me	3.4	+0.9
It is easy for entrepreneurs like me to set up a business bank account	3.4	+0.5
Advice is available to entrepreneurs like me for a period after start-up	3.3	+0.4
Training is available to entrepreneurs like me in the areas required for business expansion (ICT, marketing, financial management...)	3.2	+0.5
It is easy for entrepreneurs like me to join mainstream business networks (Chambers of Commerce, Small Firms Association ...)	3.1	+1.3
It is easy for entrepreneurs like me to set up a business bank account	3.8	+0.6
It is easy for entrepreneurs like me to get advice about the financial aspects of my business (free or affordable)	2.2	+0.4



**Thank You**

