

#### DOCUMENT PARTIALLY ACCESSIBLE TO THE PUBLIC (17.04.2024)

Brussels, 21 September 2023

WK 11904/2023 INIT

**LIMITE** 

MIGR JAI FRONT RELEX COMIX VISA

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#### **MEETING DOCUMENT**

From:	General Secretariat of the Council
To:	Working Party on Integration, Migration and Expulsion (Expulsion)
Subject:	Working Party on Integration, Migration and Expulsion (Expulsion) - presentations

Delegations will find enclosed the presentations given by FRONTEX, the International Organization for Migration (IOM) and the San Ezequiel Moreno Foundation (FESEM) during the meeting of the IMEX (Expulsion) Working Party held on 19 September 2023.





### Working Party on Integration, Migration and Expulsion IMEX

19 September 2023

### **Content**

# General update on Frontex return and reintegration activities

Update on the Joint Reintegration Services

Voluntary Return and Reintegration





# General update on Frontex return and reintegration activities

### INTERNATIONAL COOPERATION ON RETURNS - update

Identification and documentation activities **EURLO** deployments CWGs and ad-hoc meetings/workshops Sensitisation events TAP4RRR IT solutions and Best Practices on identification





### OTHER PRE-RETURN ACTIVITIES/PROJECTS



# Alternatives to Detention

- Best practices document
- Selection of MS/SAC to join the project



## Cooperation with EUAA

- Training developing content
- Exchange -Information and Analysis



## Interpretation Services

- Supports identification and return counselling
- 4 MS/SAC, 20 interpreters,
   15 languages



# Return Mobility Programme

- 55 mobilities foreseen in 2023
- 25 MS/SAC participating

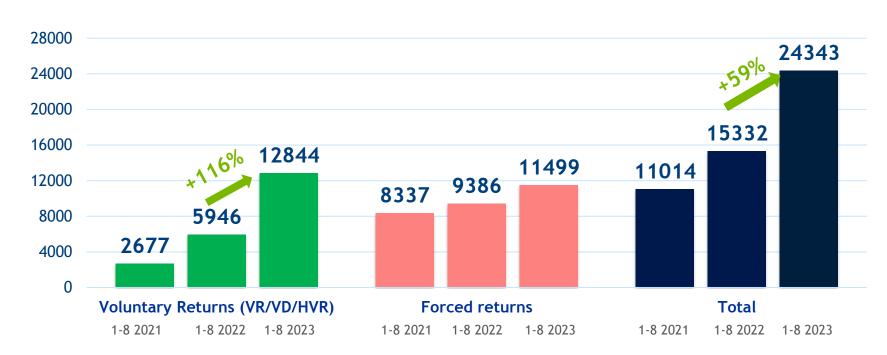


# Toolbox for children

- Good practices
- Pilot workshop
- Guidebook
- FACIR training

### Increasing numbers of returns supported by Frontex

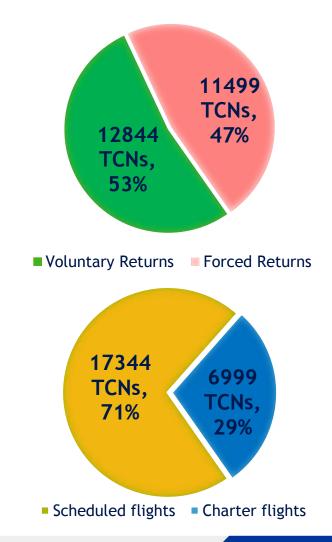
### Third-country nationals returned by voluntary and forced returns



Frontex organised return operations:

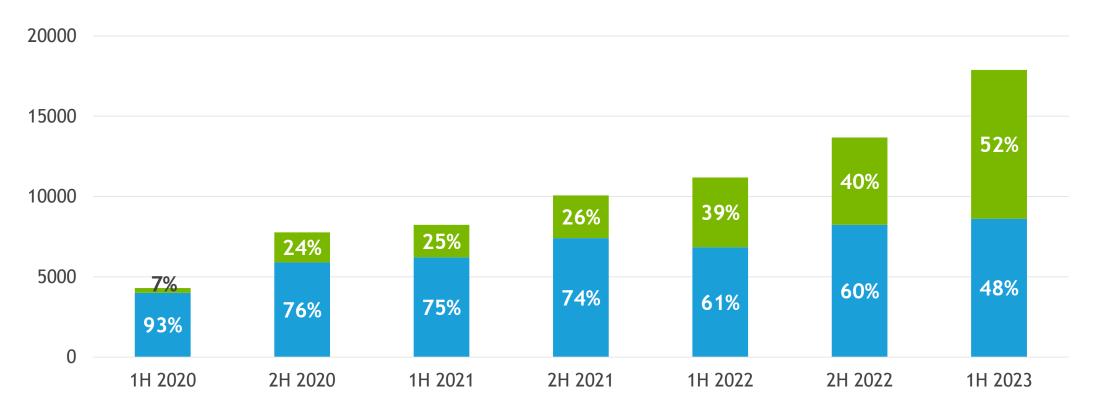
- 4<sup>th</sup> Frontex organised RO: 19 September 2023
- Double-destination Albania & Georgia
- Both voluntary and forced returnees
- First application of JRS to Frontex organised RO

### Returns in 2023





# Increasing share of Frontex coordinated voluntary-based returns per semester



■ forced returns ■ voluntary-based returns







### Update on the Joint Reintegration Services

Ongoing developments and outlook 2024

### JOINT REINTEGRATION SERVICES - ONGOING DEVELOPMENTS

### Onboarding of MS to JRS:

- 24 MS active in JRS (RIAT)
- Target: all MS by Q1/2024

### RIAT development

- RIAT 2.0 development
- Roadmap to future development (RIAT 2.0, IRMA integration)

### Steady increase of cases: expected 10% increase quarterly

• Upgrading the capacity of JRS Support Desk (HR, tools, procedures)

### JOINT REINTEGRATION SERVICES - ONGOING DEVELOPMENTS

### Monitoring and Evaluation:

- Annual Report 2022 finalized and released soon (PRR)
- Ongoing monitoring visits (ETH and EGY finalized, upcoming IRQ, TUR, GEO, ALB, GMB)

### Preparation for the JRS 2024: new partners, countries and refining schemes

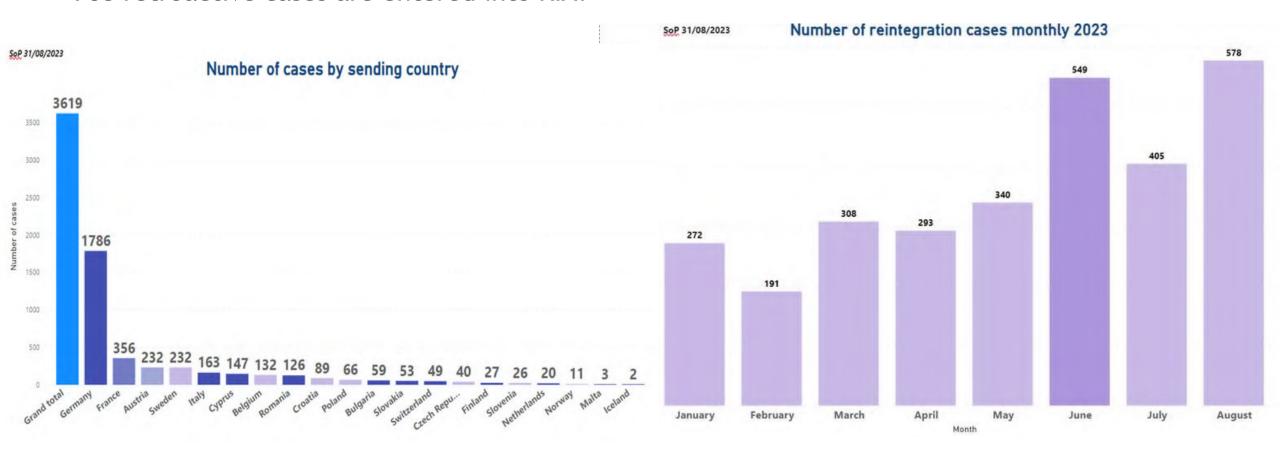
• Call for Proposals for Framework Partnership Agreements and Specific Agreements

### Communication

- Development of new tools
- Refining and improving existing materials

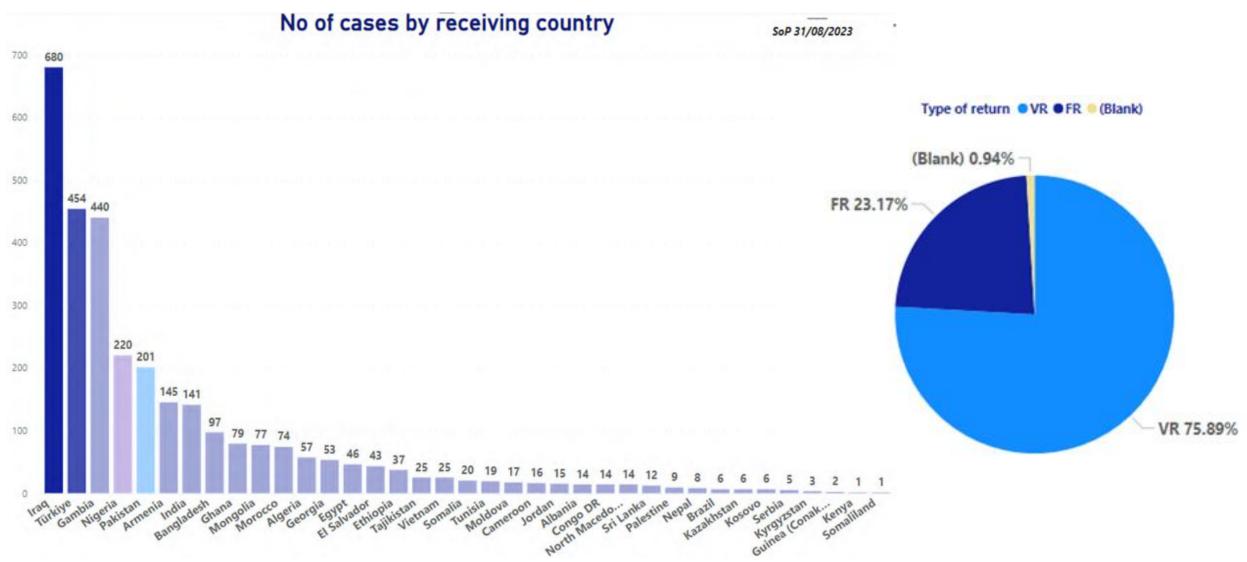
### JOINT REINTEGRATION SERVICES - STATISTICS

- 3854 active cases have been inserted into RIAT since 1 April 2022, 917 cases are finalized
- Total number of TCN: 4919 (4138 adults and 781 minors)
- 768 retroactive cases are entered into RIAT





### JOINT REINTEGRATION SERVICES - STATISTICS





### Development in 2024: Extending the Geographical Scope

Step 1: Call for Proposals for new Framework Partnership Agreements

Step 2: MS needs assessment 2024 completed Step 3: Launching Call for Specific Agreements JRS 2024: Extended geographical scope: over 50 third countries

- Based on 2023 assessment cover additional 43 countries
- Launched in June 2023
- Evaluation finalised

- Launched June 2023
- Basis for setting the geographical scope from 1 April 2024
- To be launched in October 2023
- Evaluation and Awarding Q4/2023-Q1/2024
- From 1 April 2024
- Inclusion of South American countries



### Development in 2024: Post-Arrival Support Refinement

Implementation of the Post-Arrival Package

Ongoing discussions on amounts, duration and target groups (VR/FR)

Charter Flight
Support

Ongoing discussions on the expansion of application of charter support

Discussion at the PRR of 17 October

### Other developments in 2024

Implementation of a Communication Strategy

Communication
Tools and materials

Further development of RIAT (2.0) to cope with JRS progression

Implementation of the Joint Reintegration Counselling Missions

Evaluation and Monitor activities

2nd Annual Reintegration Conference

### Spotlight: Joint Reintegration Services in practice



- Overall figures are forced returns
- 100% request for postreturn assistance after arrival



# Monitoring mission to **Ethiopia**

- Short term stay in EU
- Informed about reintegration possibilities under JRS by Counsellors
- Supported in setting up new businesses (IT consulting, restauranting)
- No intention to remigrate embeddeness in society



# mission to Egypt

Monitoring

- Short-term stays in EU
- Information provision
- Overall good results
- Lifestock and small business setup
- No intention to remigrate



## **FRONT**



### **EUROPEAN BORDER AND COAST GUARD AGENCY**

Voluntary return and reintegration

### Core activities promoting and supporting VR and reintegration

### Pre-return

### Return

# Post-arrival and post-return

- Counselling and overall information provision (also for children)
- Information provision
- Support during the flight
- Pocket money
- Scheduled (and charter) flights

- Counselling and overall information provision
- Post-arrival
- Post-Return (reintegration assistance) including income generating activities

**CAPACITY BUILDING FOR MEMBER STATES** 

THIRD COUNTRY ENGAGEMENT AND OWNERSHIP

### Counselling



Information and outreach



Decision making



Pre-departure preparation



Post-Arrival support

SC Return Specialist (RRC)

DELETED

RRC training curriculum

**DELETED** 

TC engagement

# Promotion of VR through improved communication and information materials

RRC Quick View Manual Training
Catalogue +
Handbook

JRS brochures for returnees

Return and Reintegration Application

**Posters** 

Third Country sheets

JRS Handbook







### Third country engagement and ownership

### Engagement

- TC engagement in all stage of return process
- Information about return and reintegration (and promoting VR) with central and consular authorities
- Highlighting role and importance of national authorities (in TC and in MS)

### TAP4RRR Capacity building

- Focus on different perspectives
  - receiving returnees
  - own return system
- Different projects for TC (next slide)

### **Capacity Building for Third Countries**

- Rolling Plan for SP 2022-2023 was adopted by an ED decision of 20 June 2023
- 3 Frontex-initiated proposals under Pillar 2 are included: for GMB, NGA, and EGY
- decision

# ongoing (IPA **⊗**B

- The project is a continuation of IPA Phase II activities II Phase II activities
- Full implementation of activities are in line with IPA III Regional project Activity Plan
- Meetings with JCP on streamlining cooperation in WB region in the area of returns

# **CRET Action Plan**

- MDA: Resumption of the activities foreseen in the AP
- GEO: Coordination on the planning of additional escort trainings

**AP4RRR** 

TAP4REIN

### What can you do?

Information campaign

Invest in counselling system (incl support SC, training)

Quick follow-up when voluntary return declaration is provided

Close engagement with TC in all stages, underlining role of authorities (national, consular)

Use of Frontex tools (all stages of the return process - TC engagement, TAP4RRR, SC, flights, JRS)

VR and reintegration in digitalisation (FAR, RIAT, RECAMAS)

Data collection and information sharing





**EUROPEAN BORDER AND COAST GUARD AGENCY** 

### Thank you for your attention!

www.frontex.europa.eu

We are on:









Safe, dignified return and sustainable reintegration: Institutional approaches and practices from the field

# Presentation to the Working Party on Integration, Migration and Expulsion

Brussels, 19 September 2023



# Return, Readmission and Reintegration - global landscape



Return, readmission and reintegration continue to be a **policy priority** for the migration governance and development strategies of many governments worldwide.



New actors on return, readmission and reintegration increase demand for cooperation.



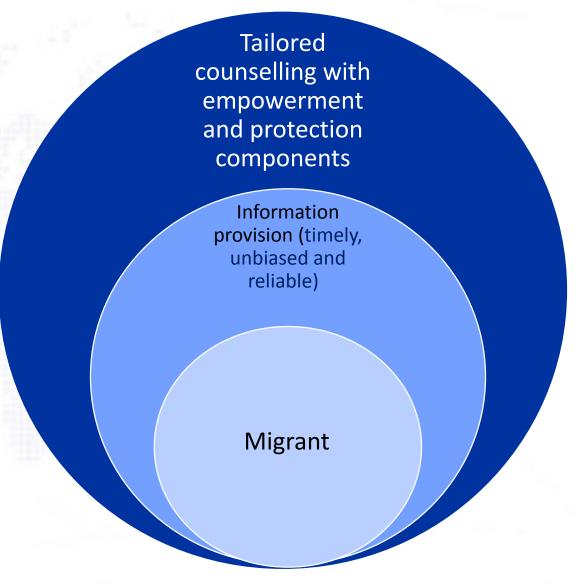
Increasing need for **rights-based approaches** through active protection and upholding of migrant rights (emerging contexts caused by environmental issues, conflict, changing policies).



Increasing need to adopt a **holistic approach** to the full spectrum of return, readmission and reintegration in a changing global migration governance landscape.

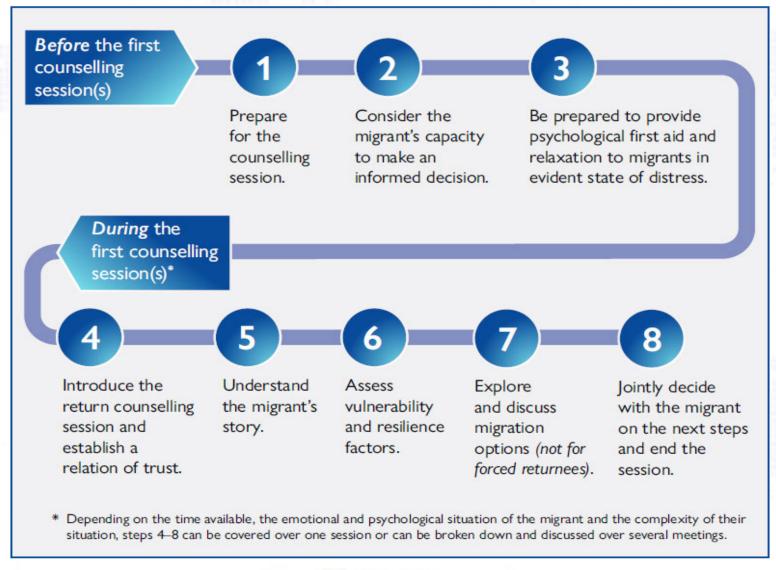
### Return counselling

- Builds upon information provision which is one aspect of counselling
- More <u>tailored and individualized</u>, based on the specific situation of the person builds trustworthy relationship
- Aimed at <u>empowering</u> individuals and increase their agency to make their own decision instead of trying to influence it.
- Has a strong protection component i.e. referral to relevant services based on vulnerabilities
- Thorough and joint efforts between counsellors in countries of origin and countries of destination





### The return counselling cycle





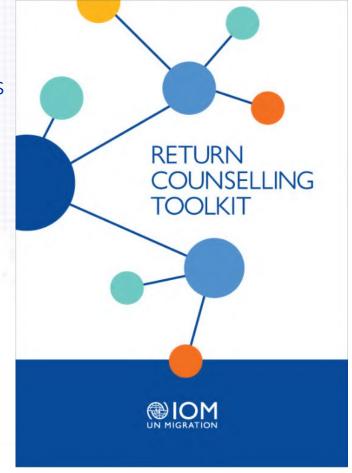
## How do we ensure accountability in the return counselling cycle?

Coordination and partnership Gender, diversity and inclusion Result-based management Complaint and feedback mechanisms Staff well-being and self-care



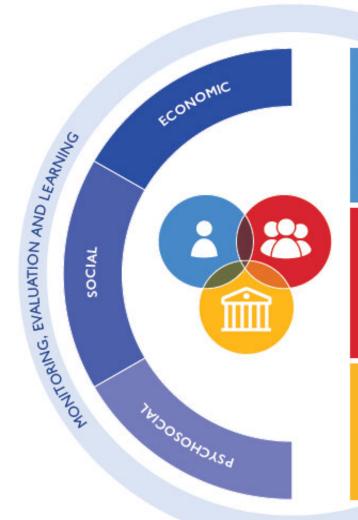
### The Return Counselling Toolkit

- 6 modules, one focusing on children and families in cooperation with <u>UNICEF</u> and <u>Save the Children</u>
- Each chapter includes **tools** that can be used to operationalize concepts presented in each Module
- Modules are operationalized through trainings
- Psycho-social component integrated throughout the whole Toolkit
- Aligned to existing IOM policies and standards
- Aligned to the content of the IOM Policy on Return, Readmission and Reintegration and contributing to its operationalization
- Complement other IOM publications such as the *Reintegration Handbook* and the *Handbook on Protection and Assistance for Migrants Vulnerable to Violence, Exploitation and Abuse*



https://publications.iom.int/system/files/pdf/Return-Counselling-Toolkit.pdf

### An Integrated Approach to Reintegration



### INDIVIDUAL LEVEL

Ensure reintegration assistance takes into account specific needs of individual migrants, especially considering situations of vulnerability.

- Preparation
- Flexibility
- · Follow-up

### COMMUNITY LEVEL

Foster inclusion of communities to which migrants return in reintegration planning and strengthen their resilience.

- Social networks
- Joint initiatives
- Partnerships

#### STRUCTURAL LEVEL

Align reintegration programming with national and local development policies.

- Capacity-building
- Local ownership
- Essential services

Achieving sustainable reintegration requires a holistic and a need-based approach.

One that takes into consideration the various factors impacting on reintegration, including economic, social, and psychosocial dimensions, across individual, community, and structural levels.



### Sustainability in the context of reintegration

IOM's definition (2017)

'Reintegration can be considered sustainable when returnees have reached levels of economic self-sufficiency, social stability within their communities, and psychosocial well-being that allow them to cope with (re)migration drivers. Having achieved sustainable reintegration, returnees are able to make further migration decisions a matter of choice, rather than necessity'.





INTEGRATED APPROACH

TO REINTEGRATION

in the context of return





### Measuring Reintegration Sustainability

### **ECONOMIC DIMENSION**

### SOCIAL DIMENSION

### PSYCHOSOCIAL DIMENSION

# 1. Satisfaction with current economic situation 2. Frequency of food insecurity 3. Ability to borrow money 4. Frequency of borrowing money 5. Debt to spending ratio 6. Perceived access to employment and training 7. Currently working 8. Ownership of productive assets 9. Currently searching for a job

MEASUREMENT ELEMENTS	
10. Access to housing in community	
11. Perceived standard of housing	
12. Access to education in community	
13. Children enrolled in school	
14. Access to justice and law enforcement in commun	ity
15. Possession of ID	
16. Access to health care in community	
17. Quality / Adequacy of healthcare in community	
18. Access to documentation in community	
19. Access to safe drinking water in community	
20. Access to public services in community	

MEASUREMENT ELEMENTS
21. Participation in social activities
22. Strength of support network
23. Sense of belonging to community
24. Sense of physical security
25. Frequency of conflict with family/domestic tension
26. Feeling of discrimination in Country of origin
27. Frequency of experiencing signs of distress
28. Desire to receive psychological support
29. Subjective ability to stay in Country of origin
30. Need vs. Wish to remigrate

MEASI IREMENT ELEMENTS



### Community







SECRETARIA DE ESTADO
DE MIGRACIONES

DIRECCIÓN GENERAL DE ATENCIÓN HUMANITARIA E INCLUSIÓN SOCIAL DE LA INMIGRACIÓN



EU co-financed

## GOOD PRACTICES ON VOLUNTARY RETURN

**VOLUNTARY RETURN ASSOCIATED WITH A BUSINESS INITIATIVE** 





## VOLUNTARY RETURN PROGRAMS



MINISTERIO DE INCLUSIÓN, SEGURIDAD SOCIAL Y MIGRACIONES SECRETARIA DE ESTADO DE MIGRACIONES

DIRECCIÓN GENERAL DE ATENCIÓN HUMANITARIA E INCLUSIÓN SOCIAL DE LA INMIGRACION

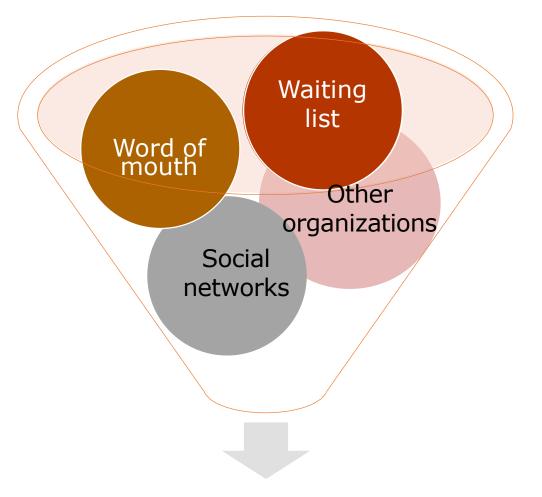


EU co-financed



## A REPLICABLE METHODOLOGY





Broadcasting channels

### **0. AN INFORMED DECISION**

"TO RETURN OR NOT TO RETURN...THAT IS THE QUESTION"

- Psychosocial support
- Foreigner's legal advice
- The return plan
- Pre-Project submission

### 1. ADMISSION PRE-EVALUATION



### 2. INITIAL SELF-EMPLOYMENT SUPPORT

Assessing the suitability of the entrepreneurial profile and business initiative.

 Pre-project assessment prior to admission in collaboration with the counterpart in the home country

### 3. OUR OWN "TOOLS":

### 3.1 FOLLOW-UP REPORT



### 3.2 GENERAL ACTIVITY REPORT

It is the main tool of the program.

### We record:

- Broadcasting of the program
- Candidates
- Disponibility for training
- Material needs and material required
- Course sessions
- People who continue in the program
- People who do not continue in the program

- Meetings with counterparts
- Technical staff monitoring
- Counterparts monitoring



### GENERAL ACTIVITY REPORT

### Example:

Name	Country	Kind of business	Location	Teaching mode	Availability (observations)	1	3 9	9 10	) 1:	1 12	2 1	3 14	1 15	16	17	18	B 19	9 20
Isabel Martín	Nicaragua	Hair Salon	Madrid	in person	full	x	x	х	x	x	х	x	x	x	x	x	x	x
xxxxx	Colombia	Restaurant	Zaragoza	hybrid	has children, only in the morning		x	х	x	x	x							
xxxxx	Nicaragua	Milk bar	Zaragoza	on-line	works, only in the afternoons							x	x	x	x	x	x	х
xxxxx	Nicaragua	Clothing Store	Valencia	in person	full	x	х	х	х	х	х	х	х	x	x	х	x	х
xxxxx	Colombia	Hair Salon	Madrid	in person	full	x	х	х	х	x	x	x	х	x	x	x	x	х

### 3.3 FINANCIAL TABLES ACCORDING TO

- Viability plan commerce model
- Viability plan for production model

**BUSINESS** 

- Viability plan for mixed production-commerce model
- Viability plan for restaurant model

Entrepreneur			Currency	Peso
Kind of business	Salsamentaria	Av	erage exchange ra	5093,92
Country	Jamundi, Cali, Colombia			
·				
What investment do y	ou need, and how are you going	g to finance it?		
Capital investment	Purchase price	€	Years of useful life	nnual budget allocat
Food slicer	509.900,00	100,10	10	50.990,0
х	179.900,00	35,32	10	17.990,0
х	6.500.000,00	1.276,03	10	650.000,0
х	600.000,00	117,79	10	60.000,0
х	439.900,00	86,36	10	43.990,0
х	2.400.000,00	471,15	10	240.000,0
х	250.000,00	49,08	10	25.000,0
х	250.000,00	49,08	10	25.000,0
Total fixed capital and	11.129.700,00	2.184,90		1.112.970,0
Variable investment	Value	€		
x	12.575.864,00	2.468,80		
X	188.600,00	37,02		
	,	0,00		
		0,00		
Total variable investm	12.764.464,00	2.505,82		
Total investment	23.894.164,00	4.690,72		
Own contribution	0,00	0,00		
Approved assistance	,	0,00		
Loan	0,00	0,00		
Total financing	0,00	0,00		
<u> </u>		•		
/hat fixed expenses do	you have to cover each month			
Fixed expenses	Monthly			
X	92.747,50			
X	38.500,00			
X	800.000,00			
X	170.000,00			
X	8.000,00			
X	12.000,00			
X	80.000,00		Average margin	
•	,	s/month and Expense per		
		30	nimum monthly sa	Daily average
Total monthly expens	1.201.247,50	40041,58	6.351.016,99	211.700,57

### **Model of commerce or services**

D	Days or weeks of operation per month  4			MONTHLY RESULTS BY PRODUCTS						
	PRODUCTS	Units per day or week	1 Units per month	2 Unit selling price	3 Unit Cost	4 Unit margin 4 = 2 - 3	% Margin of price	5 TOTAL SALES 5 = 1 x 2	6 TOTAL PURCHASES 6 = 1 x 3	7 TOTAL MARGIN 7 = 1 x 4
Order No.										
1	Cheese	7,00	28	16.999,00	15.000,00	1.999,00	11,76%	475.972,00	420.000,00	55.972,00
2	x	7,00	28	5.699,00	4.500,00	1.199,00	21,04%	159.572,00	126.000,00	33.572,00
3	x	7,00	28	4.185,00	3.517,00	668,00	15,96%	117.180,00	98.476,00	18.704,00
4	x	7,00	28	2.462,00	2.069,00	393,00	15,96%	68.936,00	57.932,00	11.004,00
5	x	7,00	28	6.199,00	5.000,00	1.199,00	19,34%	173.572,00	140.000,00	33.572,00
6	x	7,00	28	7.549,00	6.500,00	1.049,00	13,90%	211.372,00	182.000,00	29.372,00
	TOTALS	665,00	2.660,00					15.509.340,00	12.575.864,00	2.933.476,00
	% of sales							100,00%	81,09%	18,91%

	8 - % Fixed costs	_1			14 - Desired profit	
	7,75%					5%
8 % MARGIN 8 = 7 / 5	9 Fixed cost per product 9 = Fixed expenses % x line sales	10 Results 10 = 7 - 9	11 Fixed costs per unit 11 = 9 / 1	12 Results per unit 12 = 4 - 11	13 Price % Result 13 = 12 / 2	14 Recommended price
0,12	36.865,54	19.106,46	1.316,63	682,37	4,01%	17.191,05
0,21	12.359,36	21.212,64	441,41	757,59	13,29%	5.157,32
0,16	9.075,96	9.628,04	324,14	343,86	8,22%	4.030,73
0,16	5.339,31	5.664,69	190,69	202,31	8,22%	2.371,22
0,19	13.443,70	20.128,30	480,13	718,87	11,60%	5.730,35
0,14	16.371,43	13.000,57	584,69	464,31	6,15%	7.449,46
	1.201.247,50	1.732.228,50				
	7,75%	11,17%				

## Production Model. Individual cost calculation.

	Calculation	of fixed costs			
Product or service	Date	Nº produced units			
Tacos	3-dic19	15			
Matter	Purchase price per pound or unit	Pounds or units	Startup cost	Losses, shrinkage	Total cost
Tortilla	2,00	15	30,00	3%	30,93
x	39,00	1	39,00	3%	40,21
x	60,00	1	60,00	3%	61,86
x	5,00	0,2	1,00	3%	1,03
X	25,00	1	25,00	3%	25,77
X	5,00	1	5,00	3%	5,15
X	5,00	1,5	7,50	3%	7,73
х	60,00	0,375	22,50	3%	23,20
x	30,00	0,375	11,25	3%	11,60
Total costs		21,45			207,47
Cost per unit					13,83

### 3.4 ASSESSMENT OF INVESTMENT AID

Maximum score of **41 points** that can be obtained by three different aspects of the project and entrepreneur:

- •Entrepreneurial aptitude and attitude: 25 points
- Potential family support: 5 points
- Family and social impact of the project: 11 points

Investment aid calculation					
Date	24/01/2022				
Entrepreneur					
File					
Kind of business	Salsamentaria				
Self-employment advisor	Alejandro Valero				
Approved assistance	4.691				

1. Investment assistance	
Minimun investment	1.000,00
Total planned investment	4.691,00
Basic investment aid	3.000,00
Maximun complementary assistance	3.000,00
Difference between total investment and minimum assistance	3.691,00

2. Entrepreneurial aptitude and attitude					
Highest score		25			
Demonstrated commitment during training	De 0 a 5	5			
Business idea viability	De 0 a 5	5			
nformation quality obtained	De 0 a 5	5			
Degree of training benefit	De 0 a 5	5			
Entrepreneurial experience	De 0 a 5	5			
Total		25			
Result of entrepreneurial attitude evaluation		POSITIVO			
Basic aid awarded		3.000,00€			

3. Family environment financial assistance			
Highest score	5		
Rating 5 to 0, in inverse proportion from lower to higher family support	2		

4. Impact on the family and social environment of the entrepreneurial initiative				
Highest score				
Job positions (including the entrepreneur)	De 1 a 2	1		
Adds services to their environment	De 0 a 3	3		
Family dependents	De 0 a 3	3		
Risk of marginalization	De 0 a 3	1		
Total social impact evaluation		8		

AA. 1	2 000 00
Maximum additional aid per person	3.000,00
Total highest score	41
Total score obtained	35
Additional aid received	2.560,98
Family companions	0
Rise in aid for accompanying relative	1.700,00
Project Accompaniment assistance	0,00
Cumulative Previous Investment Aid	5.560,98
Total investment	4.691,00
Maximum Aid Valuation	4.691,00
Maximum Entrepreneurial Aid	6.000,00
Approved Investment Aid	4.691



### **CURSO DE EMPRENDIMIENTO SAPE**

Sueña, Aprende, Planifica y Emprende



### **MODULO 1. EMPRENDER**

TEMA 1. EL EMPRENDEDOR ¿NACE O SE HACE?

MATERIAL PARA EL PROFESOR



Laura Hernandez Rodriguez Tecnico de Inserción Sociolaboral y autoempleo. Zaragoza – agosto 2021

### 4. TRAINING

(29 hours)

- Entrepreneurship course "SAPE"
- Mindfulness
- Digital skills

### 4.1 Content and training course schedule

Methodology
Timing
Documentation (everything properly registered):

- Rights and obligations
- Image publication consent
- Delivery of course material
- Continuous attendance monitoring
- Questionnaire of evaluation
- Delivery of diploma or certificate

In the first day of the training, entrepreneurs have the first contact with counterparts and cases of success!!



**DELETED** 

### 4.2 Diploma presentation and final photo

# 5. THE COUNTERPARTS AND MONITORING IN THE HOME COUNTRY

- Technical Self-Employment Staff with the Beneficiary
- Partner with the Beneficiary
- Technical Staff with the Partner







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1st DELIVERY DATE EUROS CÓRDOBAS/PESOS			2nd DELIVERY DATE EUROS CÓRDOBAS / PESOS			3rd DELIVERY DATE EUROS CÓRDOBAS/PESOS			FULL DELIVERY (€)	FULL DELIVERY (C\$ y \$)	CURRENCY EXCHANGE	REAL INVESTMENT (€)
24/08/2020	3.000,00	115.245,90	25/08/2020	1.400,00	53.781,00				4.400,00	169.026,90	38,42	4.466,21
04/03/2020	1.787,00	64.923,75	20/04/2020	829,00	30.226,56				2.616,00	95.150,31	36,37	2.639,16
04/03/2020	2.665,00	96.822,49	20/03/2020	826,00	30.036,35	25/08/2020	1.300,00	49.939,96	4.791,00	176.798,80	36,90	4.824,45
04/03/2020	587,00	21.326,43	20/03/2020	2.608,00	94.836,65	25/08/2020	1.700,00	65.305,94	4.895,00	181.469,02	37,07	5.093,94
04/03/2020	2.455,00	89.193,06	20/04/2020	818,00	29.825,35				3.273,00	119.018,41	36,36	3.284,40
20/03/2020	2.602,00	94.618,50	26/03/2020	845,00	30.727,33	25/08/2020	1.508,00	57.951,94	4.955,00	183.297,77	36,99	4.979,45
04/03/2020	2.480,00	90.101,38	20/04/2020	345,00	12.579,17	25/08/2020	1.400,00	53.781,28	4.225,00	156.461,83	37,03	4.374,68
20/08/2020	3.000,00	115.245,90	24/08/2020	697,00	26.775,49				3.697,00	142.021,39	38,42	3.981,36
									0,00	0,00	0,00	
									0,00	0,00	0,00	
									0,00	0,00	0,00	
									0,00	0,00	0,00	
									0,00	0,00	0,00	
Total Euro	18.576,00			8.368,00			5.908,00		32.852,00	1.223.244,43		33.643,65
Total Córdoba		687.477,41			308.787,90			226.979,12				
Total Pesos												
Average and %	2.322,00	0,00		1.046,00	0,00		0,18	0,00	100,00%			102,41%



# **Technical Staff Monitoring Log**

#### **RESULTS MONITORING 2019-20**

Nº	DATES	NAME	CONTACT	NACIONALITY	OBSERVATIONS CONTACT
ZNI2	FEBRERO: 7, 12,14, 19, 20, 21, 24. MARZO: 17, 19, 20, 24, 25, 26, 27. ABRIL: 7, 8, 16, 17, 23, 27, 28, 30. MAYO: 4, 13, 14, 15,18, 19, 25. JUNIO: 7, 8, 9, 17, 18, 22, 23.		WhastApp, email	NICARAGUA	February: Arrived safely in Nicaragua, changed Spanish contact number and sent quotes, verified quotes and incidents.  March: Requested invoices, sent invoices and service contract. Discussed their clients and the impact of the pandemic. Discussed services and training as an implementable service. Requested and sent quotes or proforma invoices.  April: Requested and sent photos of the office. Discussed the second delivery, which will be made as soon as the counterpart is ready. Delivery set for April 20th. Reminded them to send invoices for their purchases. They sent one for the printer.  May: Evaluated the website offer, found an error in one of the invoices. Discussed their clients and considered a business plan suitable for the lockdown. Discussed the business plan and the pandemic.  June: End of justification period, discussed business aspects related to Covid and potential opportunities. Evaluated income. Consider this case closed.
ZNI3	FEBRERO: 10, 12, 14, 15, 19, 20, 24. MARZO: 17, 18, 23, 24, 25. ABRIL: 1, 2, 3, 6, 14, 15, 16, 27, 28, 30 MAYO: 6, 13, 14, 19, 27,28, 29. JUNIO: 8, 9, 10, 15, 16, 17, 23. JULIO: 7, 9, 30. AGOSTO: 6, 7, 12, 19, 20, 31. SE		WhastApp	NICARAGUA	XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX

# **Counterpart Monitoring Log**

Date	Partner	Entrepreneur	Contact	Observations contact
14/02/2020				They call and inquire about the trip and status. They are explained about the bank account, asked to request pro forma invoices, and told to keep the plane tickets
04/03/2020			Home visit	Delivery of airplane tickets, delivery of pro forma invoices for 12,185C\$. Receipt of water and electricity bills. Gaudy hands over the first check for 96,822.49C\$ to purchase farm materials. They discuss Fátima's health, who was ill but is now fine. The builder mentions that it will take at least two weeks to build the shed. Gaudy verifies that the account has been opened and notices that Fátima has plenty of land and has experience
20/03/2020			Home visit	xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx
16/04/2020			WhatsApp	xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx
25/08/2020			Home visit	xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx
14/02/2020			call	xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx
04/03/2020			xxxx	XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX

## **COUNTERPART VISITS**



# What the Administration requests from us...



### What



### provides to the Administration:

#### A COMPLETE BUSINESS PLAN







#### **Results:**

Live in their own country with the opportunity and the means to lead a dignified life.



#### 6. LIFE STORIES

# FROM A GARAGE TO A SEWING WORKSHOP





#### DAIRY FARM



# FROM SHANTY TO JEWELRY AND BEAUTY STUDIO





#### **EVENT ORGANIZATION**

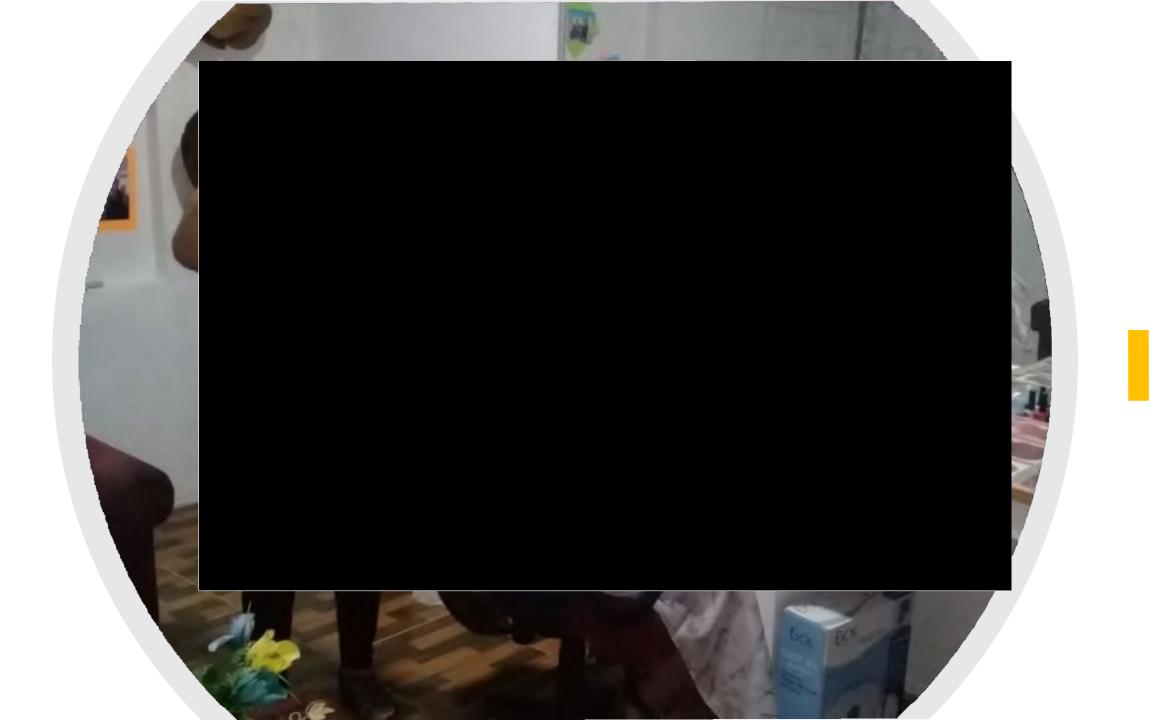












PROGRAM
REPLICABLE IN
ANY EUROPEAN
COUNTRY



#### WE SEEK THE EXCELLENCE





#### IMMIGRATION AND ENTREPRENEURSHIP DEPARTMENT

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