HAYATA FIRSAT
DAHA İYİ HAYATLAR İÇİN DAHA ÇOK FIRSAT
OPPORTUNITIES FOR LIVES
MORE OPPORTUNITIES, BETTER LIVES
AIM
• Increase economic and social resilience
• Sectoral development and increased production output

CONTRIBUTE
• Sectoral development
• Increase production output through providing HR needed in the identified sectors

TARGET GROUP
• Syrians under temporary protection and Turkish citizens including particularly youth and women, Public agencies at central and provincial level, municipalities, workers’ and employers’ organisations
What is an SME?

Businesses fewer than 250 employees and less than 125 mil. TL in annual net sales

<table>
<thead>
<tr>
<th>Criteria</th>
<th>Micro</th>
<th>Small</th>
<th>Medium</th>
</tr>
</thead>
<tbody>
<tr>
<td>#employees</td>
<td>&lt; 10</td>
<td>&lt; 50</td>
<td>&lt; 250</td>
</tr>
<tr>
<td>Annual net sales/revenue</td>
<td>≤ 3 Million TL</td>
<td>≤ 25 Million TL</td>
<td>≤ 125 Million TL</td>
</tr>
</tbody>
</table>
- ??? % of all enterprises in Turkey are SMEs
- 99,98% - 1,7 million
- ??? of all employees in Turkey are working in SMEs
- 75,8% - 28,5 million – 21,6 million
- ??? of export companies are SMEs in Turkey
- 59,2% - 83,286 Total – 49,305 SME exporters
• ??? % of enterprises in Turkey cannot survive for more than 5 years
• 80%
• ??? % of enterprises in Turkey cannot survive for more than 10 years
• 96%
What challenges do SMEs face?

- Competition
- High cost – low profit margin
- Access to finance
- Marketing, branding and sales
- Technology
- Innovation
- Foreign trade
- Legal and social compliance
- Skilled workforce
- Poor management
- Productivity
- Quality
GAZİANTEP CHAMBER OF COMMERCE

SYRIAN DESK
Gaziantep Chamber of Commerce (GCC)
Syrian Desk

- Before the influx only 12 companies.
- Language barrier and the Turkish Business Laws.
## Gaziantep Chamber of Commerce (GCC) Syrian Desk

<table>
<thead>
<tr>
<th>Years</th>
<th>Number of Syrian Member Companies in Gaziantep Chamber of Commerce</th>
</tr>
</thead>
<tbody>
<tr>
<td>Before 2011</td>
<td>12</td>
</tr>
<tr>
<td>2011</td>
<td>20</td>
</tr>
<tr>
<td><strong>2012</strong></td>
<td>31</td>
</tr>
<tr>
<td>2013</td>
<td>122</td>
</tr>
<tr>
<td>2014</td>
<td>347</td>
</tr>
<tr>
<td>2015</td>
<td>571</td>
</tr>
<tr>
<td>2016</td>
<td>974</td>
</tr>
<tr>
<td><strong>2018</strong></td>
<td><strong>1,900</strong></td>
</tr>
</tbody>
</table>
### Sectoral Diversity of Syrian Members

<table>
<thead>
<tr>
<th>SECTORS</th>
<th>PERCENTAGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>FOOD (Production and Trading)</td>
<td>% 17</td>
</tr>
<tr>
<td>GENERAL TRADING (Import and Export)</td>
<td>% 13</td>
</tr>
<tr>
<td>FOOTWEAR</td>
<td>% 12</td>
</tr>
<tr>
<td>TEXTILE</td>
<td>% 11</td>
</tr>
<tr>
<td>CARPET AND PLASTIC RUSH MAT</td>
<td>% 5</td>
</tr>
<tr>
<td>RESTAURANT AND CAFE</td>
<td>% 4</td>
</tr>
<tr>
<td>LANGUAGE COURSES AND RESEARCH ACTS</td>
<td>% 4</td>
</tr>
<tr>
<td>OTHER</td>
<td>% 34</td>
</tr>
</tbody>
</table>
Main Services Provided By Syrian Desk

- Problem Solving
- Information updates
- New Arabic site
- Information center
- GTO Board of Directors Meetings with Syrian Businessmen
Main Services Provided By Syrian Desk

- Training Courses
- Organizing seminars and meetings
- Business visits
PROJECTS FOR THE SYRIAN MEMBERS
SUPPORTED BY:
GCC – UNHCR PROJECTS

- **2016:**
  1. Educational Courses
  2. Total Quality Management Course
  3. Work permit legislation conference

- **2017:**
  1. Vocational Training in knit wearing
  2. Organizing 3 Awareness Raising Sessions.
GCC – UNHCR PROJECTS

- **2018:**
- A «tricot atelier» has been established in a Vocational High School
- Vocational trainings were organized in line with the need for qualified workforce for the tricot/knitwear sector
- 221 trainees, 90% of whom were Syrians, participated in basic vocational trainings
- 2 courses of Foreign Trade trainings had organized in GCC and totally 51 Syrian members has been participated
- 5 courses of «Turkish Language» trainings were organized in GCC and totally 110 Syrian members has been participated.
- 3 Awareness Raising sessions had organized in GCC and totally 271 Syrian members has been participated.
**GCC – UNHCR PROJECTS**

- **2019:**
  - GCC has organized *Vocational Trainings in the subject of pattern and knitting in the Tricotage sector* for 120 Syrian refugees and host community members in Haci Sani Konukoğlu Vocational and Technical Anatolian High School.
  
  - Also, we had established a *new atelier in the subject of designing and modeling in the ready to wear sector* in Haci Sani Konukoğlu Vocational and Technical Anatolian High School to train qualified workforce (45 Syrian and host community members).
  
  - In the end of these *vocational trainings, GCC had provided the participants with life skills trainings* (CV writing, interview skills, job navigation skills and interpersonal communications skills).
  
  - GCC, within this project, also has organized *training courses* in foreign trade, marketing, English for business and designing and managing company websites for 88 Syrian entrepreneurs.
• GCC also has organized **Turkish language courses** for 88 Syrian refugees to overcome language barriers and to increase their access to the labor market.

• GCC, within this project also had organized 3 **Awareness raising sessions** to equip 300 Syrian entrepreneurs with new developments and changes in the legal framework related to taxation and business registration. GCC also has invited an fashion expert on new trends and development in the knitting sector.

• In the end of the project, **GCC also has organized a job fair to create an opportunity for direct interaction of the project beneficiaries** with the private sector that will serve to create employment opportunities.
**GCC – GIZ PROJECTS**

- **2017 – 2018**
  
  In order to increase the capacity building of Syrian SMEs, GCC had organized 16 training courses for Syrian businessmen and their staffs with corporation with GİZ (342 Syrian businessmen and their staffs had benefited from these courses).

- **2018 - 2019:**
  - GCC had established a «**Training Center**» with the support of GIZ.
  - GCC had organized 15 capacity building trainings in Arabic language in this center for our 319 Syrian members and their employees.
Follow up sessions are being organized after each training.

Informative brochures and booklets have been prepared in Arabic language in 9 topics (such as establishing company, social security, government incentives, etc.).

Providing of consulting services for 28 Syrian companies in the subject of foreign Trade, State Supports in Foreign Trade, New Market Research and Customer Finding Techniques for Foreign Trade, Financial and Basic Accounting Legislation, Marketing and Sales and Institutionalization.

Organizing a Fair visit and B2B event for 25 Syrian members within the Wineurasia Industry 4.0 and Digitalisation Fair in Istanbul.

Organizing an awareness raising session in the subject of commercial disputes and protection of commercial rights for 61 Syrian businessmen and entrepruners.
GCC Capacity Building for Syrian Members Project
Supported by EBRD – 2017-2018

Under purpose of enhancing the Chamber’s capacity to provide better services to its Syrian members; GCC, EBRD, DI (Danish Industry) and SPARK cooperated to implement this project.

One of the most important goals of this project is to increase the capacity of Syrian desk in providing better services for Syrian member companies.

Within this project, GCC has organized many focus group discussions with Turkish and Syrian company owners to discuss their main needs and to stand on their problems related to their business here in Turkey. Depending on these meetings, GCC with supporting of DI experts developed new strategies to increase knowledge of the Syrian business owners about Turkish business laws and incentives, increase their capabilities to compete better in the local and global market and their integration in the Turkish business environment.
CONCLUSION

1. While there are many policies the state can implement for the social integration of immigrants, no policy is more successful and fundamental than legally securing their earnings by giving immigrants the right to work.

2. The problem is not the migrants, but the extent to which the hosting country is ready to utilize the productive capacities of migrants.
THANK YOU