



*Business Incubation Association in Tripoli*



Dr. Fawaz Hamidi, Director at BIAT, Business Incubation Association Tripolis  
Presentation held during site visit to BIAT  
27. April 2018 – Connective Cities' LED Workshop





**Chairman Dabboussi:**  
**WE WANT TO CREATE VALUE!**

***Vision Statement:*** We empower the public to have a dream and to make it come true!

***Mission Statement :*** *We are the pulse of SME Support & Sustainable Economic Development in North Lebanon.*

***Strategy:*** *Our Systematic Approach and Diversified Competencies imprint our Mission with Excellence.*

# Words from EU Ambassadors



## **Patrick Laurent 2007:**

BIAT is providing quality work and impressive achievements.



## **Angelina Eichhorst 2011:**

BIAT is a success story and a source of inspiration.



## **Kristina Lassen 2015:**

BIAT is the “Development Arm” of North Lebanon.



## EuroMed - Database of Good Practice

### Search

Country:

EuroMed charter dimension:

Text:

Year of submission:



Good Practices Found : 1

Country (All)	Title	?	?	Translations
LB	Biat - Business Association Incubation	2011	8	en



Hugues Mingarelli



Patrick Laurent

**Listed as a Good Practice Example on the EU official website**  
**Quality of business support and schemes**  
**And best performing BI in Lebanon by MOET IN 2008**

# WHAT WE ARE

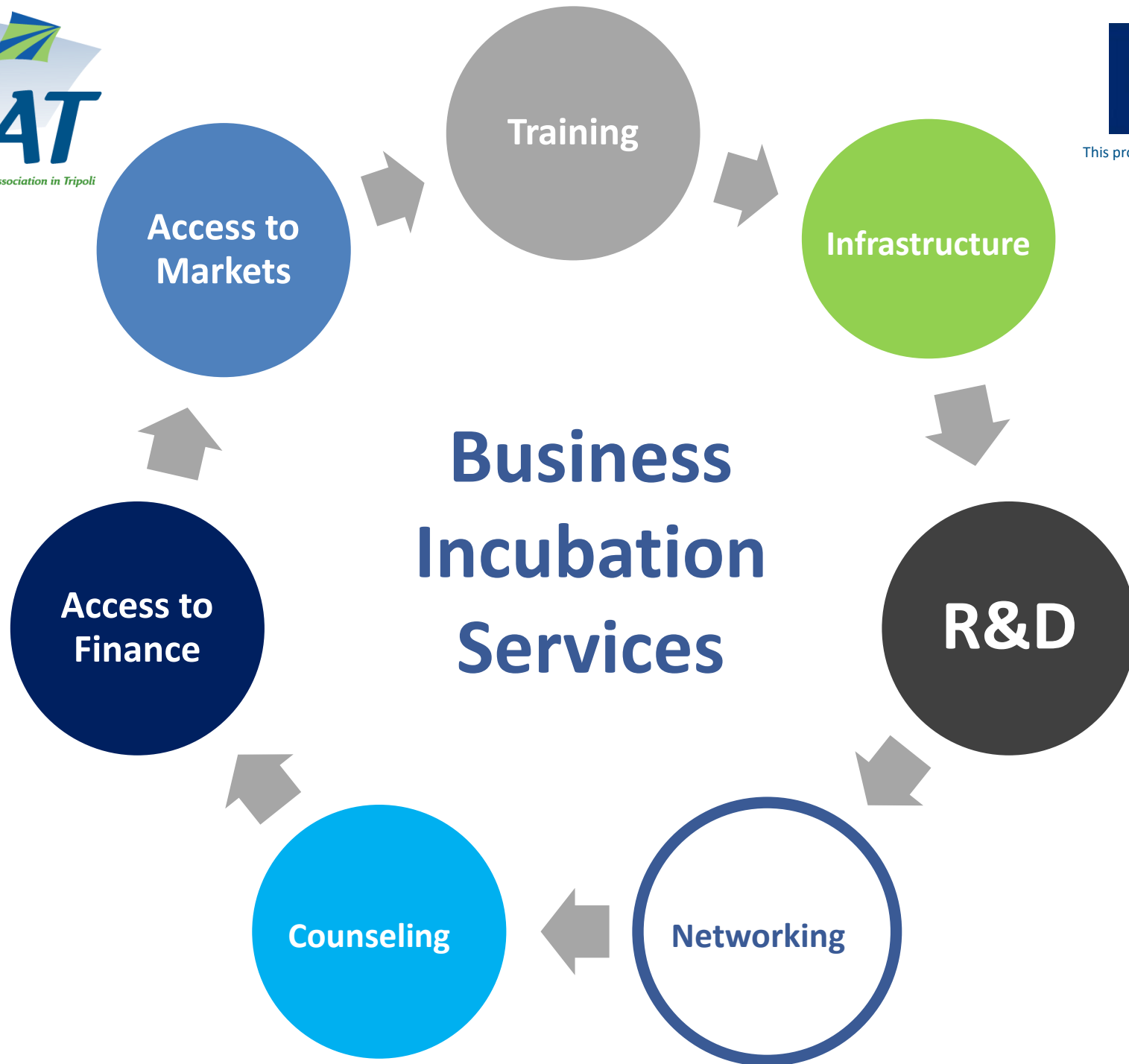


1. Business  
Incubation

2. Business  
Development

# WHAT WE ARE

## 1- Business Incubation





# Incubator

## *Executive Offices*



# Desks / Talent Factory



Talent Factory



Freelancers desks



Training Room



Training Room



# Akkar Satellite Office

*Counseling*  
*Training*  
*Incubation*  
*(14 desks)*



Incubation Space in Akkar

# Field Unit / Virtual Incubation

Field visits  
Public sessions  
Municipalities  
SMEs  
Universities  
NGOs



# WHAT WE ARE

## 2 – NGO: Business Development



**SME SUPPORT**

**WOMEN ECONOMIC  
EMPOWERMENT**

**VOCATIONAL TRAINING**

**SUSTAINABLE ENERGY**

**MUNICIPALITIES**

**CLUSTERS**

**47**

**DEVELOPMENT  
PROJECTS**

**5122**

**DIRECT  
BENEFICIARIES**

**4134**

**JOBS CREATED**

# ACHIEVED PROJECTS



## “HIBA Project (2008)”

**Funding Partner:** Cooperazione Italiana

**Implementing Partners:** VIS and BIAT

BIAT and VIS Lebanon jointly collaborated for the implementation of the micro-grants projects promoted by VIS to support the growth of the SMEs in the area of Tripoli and North Lebanon. BIAT role was to deliver trainings for entrepreneurs, diagnosis of the activities, budget planning, marketing, grants disbursement and follow-up.



## “Al Baladiyat-EMLED (2010)”

**Funding Partner:** USAID

**Implementing Partners:** CHF International – Lebanon (Cooperative Housing Foundation), RMF (René Moawad Foundation) and BIAT.

As a part of the project “Empowering Municipalities” that was funded by USAID in order to encourage local economic development, job creation and improving living conditions. BIAT undertook the responsibility to perform 4 sessions (conducted by BIAT’s team) covering the below subjects: IBP Introduction to Business Planning, Bookkeeping, Marketing and SMEM.

## “Women Entrepreneurship (2011)”

**Funding Partner:** Cherie Blair Foundation

**Implementing Partners:** RMF (René Moawad Foundation) and BIAT. Cherie Blair Foundation implemented a project promoting “Women Entrepreneurship” in the Northern Region of Lebanon in partnership with “Rene Mouawad Foundation”, RMF. BIAT was subcontracted by RMF to conduct 6 training sessions which were attended by a total of 109 females. At a later stage, 11 Women were selected to benefit from one-on-one coaching, business planning and access to finance.



## “Promoting Women's Participation in the Economic and Public Sectors in North Lebanon (2011)”

**Funding partner:** The European Union

**Implementing Partners:** RMF (René Moawad Foundation) and BIAT.

This project targeted skilled women, with a certain craft or business idea, and aimed to turn them into successful entrepreneurs. BIAT’s role consisted of providing 6 training sessions in IBP for a total of 119 women. The best 10 women benefited from one-on-one coaching, business planning and access to finance. These women had projects in diversified sectors such as: crafts, agro food, cow farm, florist, catering, tourism, sewing...





### **“Maurice Fadel Prize Competition (2011-2012)”**

**Funding Partner:** Maurice Fadel Prize (MFP)

BIAT and MFP have decided to join forces in the creation of regional initiatives under the BIAT concept for a Regional Innovation System. BIAT has taken a lead role in the MFP by providing to more than 100 entrepreneur an Introduction to Business Planning training course with business plan templates and materials, coaching on business planning and providing further support and services to all participants in order for their business ideas to become reality.



### **“Youth @ Work Al Fayhaa (2013)”**

**Funding Partner:** World Bank

**Implementing Partners:** AUDI (Arab Urban Development Institute), IYF (International Youth Foundation), CCIAT (Chamber of Commerce, Industry and Agriculture of Tripoli), Union of Municipalities of Al Fayhaa and BIAT.

BIAT worked on deepening the knowledge of local authorities and communities and their ability to design, implement and evaluate effective youth employability by conducting 7 training sessions to train 25 trainers (TOT). Under BIAT's support, 161 youth entrepreneurs benefited from the trainings by the local authorities and communities. The best 3 winning applications by the NGO's were given a sum of 25,000 \$ each to start their own projects. The young entrepreneurs' involvement covered the IT domain, mobile & AC maintenance, crafts (jewelry design), beauty, photography & video editing, programming and accounting.



### **“CAP-RAEDAT (2012-2013)”**

**Funding Partner:** AECID - Ministerio De Asuntos Exteriores Y De Cooperación (Spain)

**Implementing Partners:** RMF (René Moawad Foundation) and BIAT.

In an attempt to reduce gender disparity and poverty, the project supported women's economic empowerment in the North Region in Lebanon. BIAT's team provided full support to 50 existing SME's working in the fields of crafts, agro food, sewing, cooking, make-up and hair dresser.... BIAT's experts provided trainings, coaching, business planning and access to finance to these SME's. In addition to that, BIAT conducted 10 public sessions on Entrepreneurship with a total of 500 female Entrepreneurs from North Lebanon, from which additional 50 businesses were identified to benefit from BIAT's services and BIAT's Incubator.



### **“Improved Livelihood for underprivileged women in North Lebanon (2013-2016)”**

**Funding partner:** The European Union

**Implementing Partners:** RMF (René Moawad Foundation), MADA, Committee for the Follow up on Women's Issues (CFUWI), Digital Opportunity Trust (DOT) – Lebanon, Fair Trade Lebanon and BIAT.

This project aimed at empowering women in Akkar and Donnieh by educating them on existing services in order to increase their participation in economic growth and their understanding to women's economic rights. BIAT's role consisted of providing 19 training sessions in IBP, management, bookkeeping and other customized technical assistance for a total of 50 women. BIAT provided 19 training sessions to 50 women, one-on one coaching, Business Planning and Access to Finance to 15 women and grants to top 10 women. BIAT's team also developed publication of available micro credits schemes in Lebanon. In addition, BIAT was in charge of the mapping of potential market outlets (distributors, supermarkets) that can be interested in the products and services produced by the targeted SMEs.





### **“Integration physical and economic protection for vulnerable refugee and host community families in Lebanon (2014-2015)”**

**Funding Partner:** PRM-Bureau of Population Refugees and Migration

**Implementing Partners:** Save the Children, RMF (René Moawad Foundation) and BIAT.

Integration physical and economic protection for vulnerable refugee and host community families in Lebanon (2014-2015)



### **“PRIME (Promoting Intergenerational Learning in Mediterranean Countries) (2013-2015)”**

**Funding Partner:** The European Union

**Implementing Partners:** Roman Institute for the Entrepreneurial Training - IRFI - Special Agency of the Chamber of Commerce of Rome (Italy, Lazio), CCIABML (Chamber of Commerce, Industry and Agriculture of Beirut and Mount Lebanon), NDU (Notre Dame University), JTC-Egypt (Jewellery Technology Centre), Omega Technology-Greece, MOKUME-Greece, SVA (Association of Silversmiths & Jewellery Manufactures)-Greece and BIAT.

This project's aim was to foster innovation and dissemination in the area of intergenerational learning and contributing to the learning and professionalism of young entrepreneurs within the gold/silversmith craft. BIAT organized 6 training sessions (Training of Trainers) and identified 6 trainers or mentors in this craft in order to transfer the core skills of the Gold/silversmith and Gemology sector to 16 young entrepreneurs.



### **“MED-PORTS (Mediterranean ports Sustainability and Efficiency in Intermodal Synchronization) (2013-2015)”**

**Funding Partner:** the European Union

**Implementing Partners:** IAT (Andalusian Institute of Technology)-Spain, OEPT (Office d'exploitation du port du Tripoli), Al-Balqa Applied University-Jordan, UCA (University of Cadiz)-Spain and BIAT.

The project aimed at analyzing sustainable technical solutions to optimize time synchronization on intermodal freight exchange and minimize the permanence of goods around 10% in the Mediterranean Basin ports, obtain a higher level of service (quality, safety, delivery time, etc) to the different actors of supply chain for the social and economic development of the region ENPI CBC MED.

BIAT was in charge of elaborating and implementing the Communication Plan with the support of all partners. BIAT developed the communication Guide and ensured the respect of a functional internal communication.

In addition to the above, BIAT, with the support of BAU, OEPT & IAT was the expert responsible of drafting the current VSM and the diagnosis report of the port of Tripoli. BIAT defined the improvement areas and provided a technical solution along with the relative feasibility study. BIAT also helped in the pilot site implementation.



### **“SME support project for Lebanese residents and Syrian refugees in Tripoli and Zgharta area (2015-2016)”**

**Funding partner:** DANIDA (International Development Agency)

**Implementing Partners:** DRC (Danish Refugee Council) and BIAT.

The project's objective was to facilitate self employment and entrepreneurship for Lebanese and Syrian Nationals in Tripoli and Zgharta through capacitating SMEs. BIAT did the outreach, screen of applications, business training, coaching, support in the business plan development, matching partners and disbursement of grants with a total amount of \$55,000 for the 9 winning projects.





### **“SWITCH MED (2015-2016)”**

**Funding Partner:** the European Union

**Implementing Partners:** UNIDO (United Nations Industrial Development Organization), UNEP (United Nations Environment Programme), SCP/RAC (Regional Activity Centre for Sustainable Consumption and Production), UNEP/DTIE (UNEP Division of Technology, Industrial and Economics).

The SWITCH-Med initiative is a regional multi-component programme funded by the EU.

The programme aims to change the practices of the production and consumption of goods and services in order to decouple development and the satisfaction of the needs of the community from environmental damage. Via the elaboration of policies, demonstration activities and networking, this programme will give support to industry, the emergence of Green Entrepreneurship, civil society and policy makers. BIAT role is the identification and training of 160 potential and existing green entrepreneurs in Lebanon.



### **“Tripoli Youth Entrepreneurs (2015-2016)”**

**Funding Partner:** Regional Development and Protection Programme

**Implementing Partners:** Ministry of Social Affairs, UNDP and BIAT.

The main objective is to support local youth entrepreneurs in the establishment of start-ups in most vulnerable areas of the North, with the overall aim of spurring a sense of local entrepreneurship, expanding income opportunities for youth and stimulating local economic activity.

The support includes identifying key competitive sectors within the region and selecting and supporting youth entrepreneurs in setting up new competitive businesses within these sectors through the realization of business plan competitions and the provision of cash grants with a total amount of \$60,000 for 4 groups, training in business related skills, coaching and mentoring of entrepreneurs as well as support in marketing of products and services. In this relation the scope of work includes the identification of business incubation services required to enhance the sustainability and competitiveness of the newly established start-ups.



International  
Labour  
Organization

### **“Enabling job resilience and protecting decent work conditions in rural communities affected by Syrian refugees crisis in northern Lebanon (2015-2016)”**

**Funding Partner:** ILO (International Labour Organization)

**Implementing Partners:** CCIAT (Chamber of Commerce, industry and Agriculture in Tripoli), Italian Development Cooperation, the Embassy of Italy in Beirut and BIAT.

The project aims to enhance resilience of entrepreneurs including farmers and workers affected by the Syrian refugees' crisis in Lebanon in rural areas to improve the employability of "vulnerable" job seekers regarding stresses of labor market due by the crisis, and unleash the income generation and employment creation potential of agricultural value chains through Local Economic Development and enhance the capacities of service providers to enable the creation of LED opportunities. BIAT will support capacity building activities to farmers, cooperatives and packing houses on export procedures, act as platform for information to address requests from procedures on export markets and potential export opportunities, guidance on export regulations and requirements, ensure linkages with potential employers for vocational training internship opportunities and organizing an event on market trends.



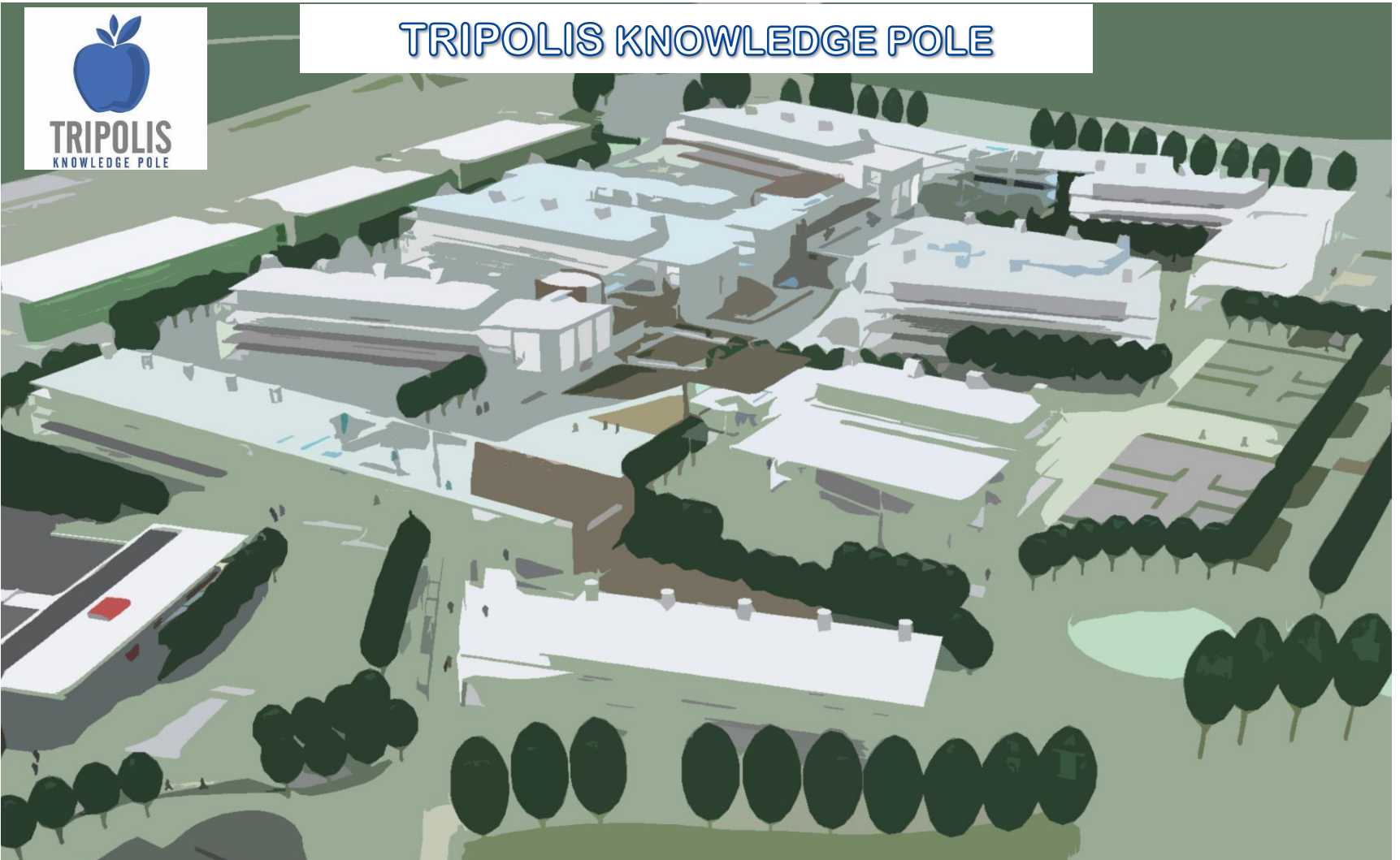


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# FUTURE DRIVE



TRIPOLIS KNOWLEDGE POLE



TRIPOLIS KNOWLEDGE POLE

*1 MILLION FEET sq*

1. EDUCATION
2. ICT-TELECOM
3. GOVERNANCE
4. HEALTHCARE
5. AGRICULTURE
6. CREATIVE INDUSTRIES
7. SOCIO-ECONOMIC DEVELOPMENT
8. INDUSTRIAL CLUSTERS
9. SERVICES CLUSTER
10. GENERAL FACILITIES





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**Thank You!**