Proposals of the G20 YES Entrepreneurs French delegation
to the French Government

12th November, 2012
Together, we must act to improve the economic situation of France, to restore our competitiveness, create jobs our country needs and build a future that is hopeful.

The issue is vital: Ladies and Gentlemen policies, you belong with entrepreneurs as with all of the French, to be the actors of the third industrial revolution. The time has come to initiate profound changes to our country adapt to future challenges and make France a major country in the 21st century economy.

We note that some of the proposals of this agreement have already been taken into account in the Competitiveness Pact presented by the Prime Minister.
Our proposals

The G20 YEA entrepreneurs French delegation (Young Entrepreneur Alliance) in Mexico represents the entrepreneurial diversity of our country, whether TPE, SMEs or ETI, local or international structures.

All have in common is at the heart of value creation, innovation, the creation of jobs and wealth.

You need contractors to create the jobs of tomorrow: 88% of jobs created in France for 20 years have been by entrepreneurs and SMEs.

We need you to lead our country to success.

Proposal nr 1: To the entrepreneurial culture at the heart of our educational and social model

Being an entrepreneur is about taking risks.

The current situation requires a social revolution to rehabilitate the business and entrepreneurship.

This transformation requires a fundamental recasting of mentalities by promoting risk-taking and success, by reviewing our social system in terms of responsible solidarity and accepting failure as a pledge of experience.

We ask:

- That the government recognizes the role of entrepreneurship as an engine of economic and social prosperity, and job creation.
- That enhances the success of French companies and their contractors’ route.
- That entrepreneurial culture is integrated into all stages of education: school, college, university.
- That entrepreneurship becomes a national cause, not for one year but for the next 10 years.
Proposal Nr 2 : Develop the French entrepreneurial ecosystem

We must :

- Provide education and training for citizens to acquire the mindset, tools that will inspire them to innovate, take risks and become entrepreneurs of their own destiny.
- Maintain the auto-entrepreneur’s status and create the contractor for this to be a lifestyle choice, recognized by society.
- Offer a simple and flexible employment contract to boost the labor market.
- Create conditions to increase the number and size of business angels, venture capital funds, growth capital and buyout.
- Establish a Small Business Act to make life easier for SMEs and better direct public procurement to SMEs.
- Designing the transmission as a key development phase for the company to overcome the time comes serenely its founder, in a win-win exchange between the founder and the successor.
- Develop a culture of solidarity and co-contracting (as opposed to outsourcing) with companies: large groups’ relationship / SME export development, timeliness of payment.
- Systematize entrepreneurs’ mentoring
- Simplify and stabilize the legislative, regulatory, tax, because the regulatory volatility is deadly for Entrepreneurship.
- Emphasize the social responsibility of business (SRB).
Proposal Nr 3 : Boost SME financing

Public support should be guided by simple and effective measures such as CIR. This support should be oriented towards innovation, equity and export.

Business development requires a better orientation of the French savings. Seed capital, venture capital and development capital are too low to support business growth. Large institutional in our country, which capture savings, do not invest more in companies almost. This applies to the grant funding for SMEs and ETI French listed on NYSE Euronext.

Whatever tax choices, redirecting savings to businesses through:

- The development of capital investment with the stabilization of FCPI and FIP
- The creation of PEA SMEs and Livret PME.
- Implementation marketplaces funding ad hoc. The draft of stock exchange companies in France and Europe is essential for financing SMEs and ETI.
- France Investissement sustainability
- The CIR continuation and expansion
- Innovation in financing (crowd funding).
- The creation of a Tax Credit Equity, so that SMEs can allocate a portion of their income in equity.
- The revision of the taxation of investments made directly by individuals in VSEs and SMEs, for the recognition of the risk they bear
We must create an Entrepreneurial Confidence Pact (PCE) for the 10 coming years

Let’s talk! Put up a real dialogue with entrepreneurs. We have lots of constructive, concrete and innovative proposals to share.

Together, let us be entrepreneurs for the future of France.

Here are our proposals:

- Invite each month a minister, a president of the regional or general council, a parliamentarian, a senior official to spend one day in SMEs to understand and communicate

- On the German model, to set up an Orientation National Council composed of entrepreneurs who will advise on operational economic impact of laws and government decisions on business.

- To put entrepreneurship in the heart of the new employment policy for education and innovation.

- To publish annually by large companies and financial institutions, numerical results oriented savings financing the real economy as well as well as those concerning the timeliness of payment, making it a legal requirement.

- To appoint INSEE a permanent mission measuring the effectiveness of public and private policies for companies in the field of entrepreneurship, SMEs and ISCs, job creation, innovation, public and private funding

- Each year to discuss and put by the French Parliament, the annual report of actions and outcomes incurred in connection with this ECP.