



FACT SHEET

USAID SME Development Program

According to the General Statistics and Census Directorate (2005 data), 99.6 percent of businesses, 47 percent of domestic sales and 36 percent of jobs in El Salvador are generated by micro, small and medium enterprises (MSME). Under the Partnership for Growth Presidential Initiative, the SME Development Program works with both government and private sector institutions to help small and medium enterprises in El Salvador have greater access to business development services, increase productivity and competitiveness, and expand operations in local and export markets.



Small businesses receive assistance to increase production and meet export standards.

USAID is collaborating with the National Commission for Micro and Small Enterprise (CONAMYPE) and its network of business development centers, based on the experience and methodology of the U.S. Small Business Development Centers. The cornerstone of the model in El Salvador is the public-private-academic alliance established by CONAMYPE with 12 institutions (seven universities, four NGOs, and a municipal association) that operate 14 micro and small business development centers in the country. This network of centers is also part of the Small Business Network of the Americas, launched by President Barack Obama in 2012 to promote entrepreneurship, innovation and small business growth in the Western Hemisphere.

USAID also provided support for the establishment of an electronic trade platform, which allows Salvadoran SMEs to buy and sell products to thousands of other SMEs in the U.S, Mexico and other countries where the SBCS model is being used.

With technical assistance from the project, the Salvadoran Ministry of Economy's Productive Development Fund has improved and simplified its funding procedures and was able to provide almost \$5.2 million in financing for 185 SMEs during 2015.

USAID has promoted strategic alliances with more than 30 private partners interested in helping SMEs, including the Exporters Corporation, the Chamber of Commerce and Industry, ITCA, Vital Voices and lead firms such as Simán and Walmart. These alliances cover areas such as SME supplier development and technical assistance to increase productivity and competitiveness.

Highlights to date include INNOVEXPORT Program, the strengthening of the metalwork sector, and the First Advanced Beekeeping Program, which add value to the products of SMEs. It has also supported the participation of over 241 companies in 33 international fairs and 18 trade missions. USAID has assisted over 9,000 small and medium Salvadoran businesses that have generated approximately \$141 million in domestic sales and exports and over 21,000 new jobs in the last five years.

USAID SME Development Program
Total investment: \$12.6 million
Period: October 2011 - September 2016
Geographic areas: Nationwide
Contractor: Chemonics International
Partners:
• Ministry of Economy
• National Commission for Micro and Small Enterprise
• Productive Development Fund
• Export Promotion Agency
• Private Sector Organizations

For more information on USAID/El Salvador and USAID/Central America Regional programs, please call (503) 2501-3411; 3344; 3432, or visit www.usaid.gov/el-salvador

