



- USAID provides support for economic opportunities and job creation in the West Bank and Gaza.
- Through a variety of projects improves the business-enabling environment and competitiveness of the Palestinian economy.
- USAID provides targeted technical assistance and access to improved technologies and management skills.
- USAID develops partnerships between the private sector and the Palestinian Authority.

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Dates growing in Jericho, West Bank, for export to the European market.

## Program Profile

## Private Enterprise Program

### Program Overview

USAID provides assistance to Palestinian enterprises to create jobs and help them pursue opportunities in domestic and regional markets. Projects increase the availability of investment capital; provide targeted technical assistance and access to improved technologies and management skills; improve the movement of people and cargo through crossing points between Israel and the West Bank and Gaza; and reduce regulatory constraints by developing partnerships between the private sector and the Palestinian Authority (PA).

### Goals

- Increase economic growth and opportunities, as well as job creation in the West Bank and Gaza.
- Improve the business-enabling environment of the Palestinian economy.
- Improve movement and access for both goods and people while addressing security concerns.
- Increase competitiveness and export potential in key sectors.
- Boost tax and customs revenue through fiscal reform.

### Active Projects

#### Investment Climate Improvement (ICI)

ICI provides technical assistance to the PA in response to the need for overarching business climate and fiscal reform, increased fiscal transparency, and budget deficit reduction.

Implementing Partner: Chemonics International; Life of Project: 09/30/2010-09/30/2014; Total Estimated Cost: \$24,932,833.

#### Trade

The Trade project aims to stimulate economic growth of the Palestinian private sector by expanding trade and investment. To maximize its results, the Trade project uses a strategic approach to improve trade efficiencies from end-to-end, working closely with private sector associations and firms to identify and analyze opportunities for revenue growth and cost reductions across the entire supply chain.

Implementing Partner: Deloitte Consulting LLP; Life of Project: 03/21/2013-03/20/2016; Total Estimated Cost: \$12,190,135.

### Compete

The Compete project facilitates rapid expansion in critical sectors of the Palestinian economy that show the most potential for employment and export growth including agriculture, tourism, information technology and the stone and marble industries,, by providing technical assistance to companies and expertise on how to maximize the value of their products.

Implementing Partner: Development Alternatives Inc. (DAI); Life of Project: 12/30/2011-12/29/2016; Total Estimated Cost: \$58,012,718.

### **Successes**

- Helped Palestinian farmers negotiate contracts with domestic and international agribusinesses, bringing \$8.1 million to the Palestinian economy in 2013.
- Assisted the Palestinian tourism sector develop and establish a hotel classification system that has assessed 45 hotels and granted the official star rating to four hotels in the West Bank.
- Supported the export of stone products, valued at nearly \$6.5 million, and facilitated the participation of Palestinian stone companies in four international trade shows in Canada, Russia, Iraq, and Korea, which enabled these companies to enter new markets.
- Assisted the Ministry of Finance in its efforts create a state-of-the-art Revenue Management System (RMS), phase one of which was completed at the end of December 2013.
- Helped bring venture capital company Arabreneur to Ramallah to announce the investment of \$440,000 in three Palestinian startups, the first-ever angel investment in Palestinian startups.
- In order to promote tourism and drive economic growth in the West Bank, USAID supported the Bethlehem Municipality during the 2013 Christmas season. As a result, the number of visitors to Bethlehem during the Christmas season increased by nearly 30,000 from the same time last year, and revenues reached \$17 million, up \$6 million from the previous year.
- Helped Canaan Fair Trade products (including olive oil, olives, flavored spreads, and Palestinian couscous) become the first Palestinian goods on the shelves at Whole Foods stores across the United States. USAID also facilitated partnerships between Canaan Fair Trade and international companies including Williams Sonoma, Ben & Jerry's Ice Cream, and Lush Cosmetics. Canaan Fair Trade represents and processes crops from 1,700 fair trade farmers in the West Bank.
- Assisted in turning slurry waste from Hebron stone cutting factories into commercially viable products, including building materials and pottery.
- Supported the first-ever export of a container through the Jalameh crossing point. The container was packed at the exporter's premises in the West Bank, inspected at Jalameh, and transferred to the Haifa port. The estimated annual savings due to containerization at Jalameh is \$710,000.

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