



Beltraide: The Belize Experience

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Reunión Regional sobre Mecanismos Novedosos de Financiamiento y Garantías para las MIPYMES en América Latina y el Caribe

Santo Domingo, República Dominicana

19, 20 y 21 de abril de 2017

SP/RRMNFG-MIPYMES-ALC/Di N° 5-17

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Beltraide

making
business
happen

The Belize Experience

Santo Domingo, Dominican Republic

19 April, 2017

Lejia Melanie Gideon

GM, Enterprise & Innovation

Objectives

- 1. BELTRAIDE & Its Evolution!**
- 2. BELTRAIDE's at a Glance**
- 3. SBDCBelize & EXPORTBelize – What We Do!**
- 4. Governing Policies & Strategies**
- 5. Challenges**
- 6. Specific Initiatives**

BELTRAIDE's Growth!



1998

TIPS – Trade
& Investment
Promotion
Service



2000

BELTRAIDE
is created



2007

SME
Development
Mandate



2011

BELTRAIDE is
redesigned
(Investment &
SME Dev.)



2014

Export redesigned
and
New Job Prep
Training Mandate

BELTRAIDE at a Glance!



BelizeINVEST
Promoting. Generating. Connecting.

Investment Generation &
Business Facilitation

btec
Transforming Belize
Transforming Lives

Skills Training &
Job Development

SBDCBelize
making small
business happen

Enterprise Development
& Innovation

EXPORTBelize
connecting global
opportunities

Trade Promotion &
Export Development

Our “Best Practices”



SBD CBelize

making small
business happen



Beltraide
making
business
happen

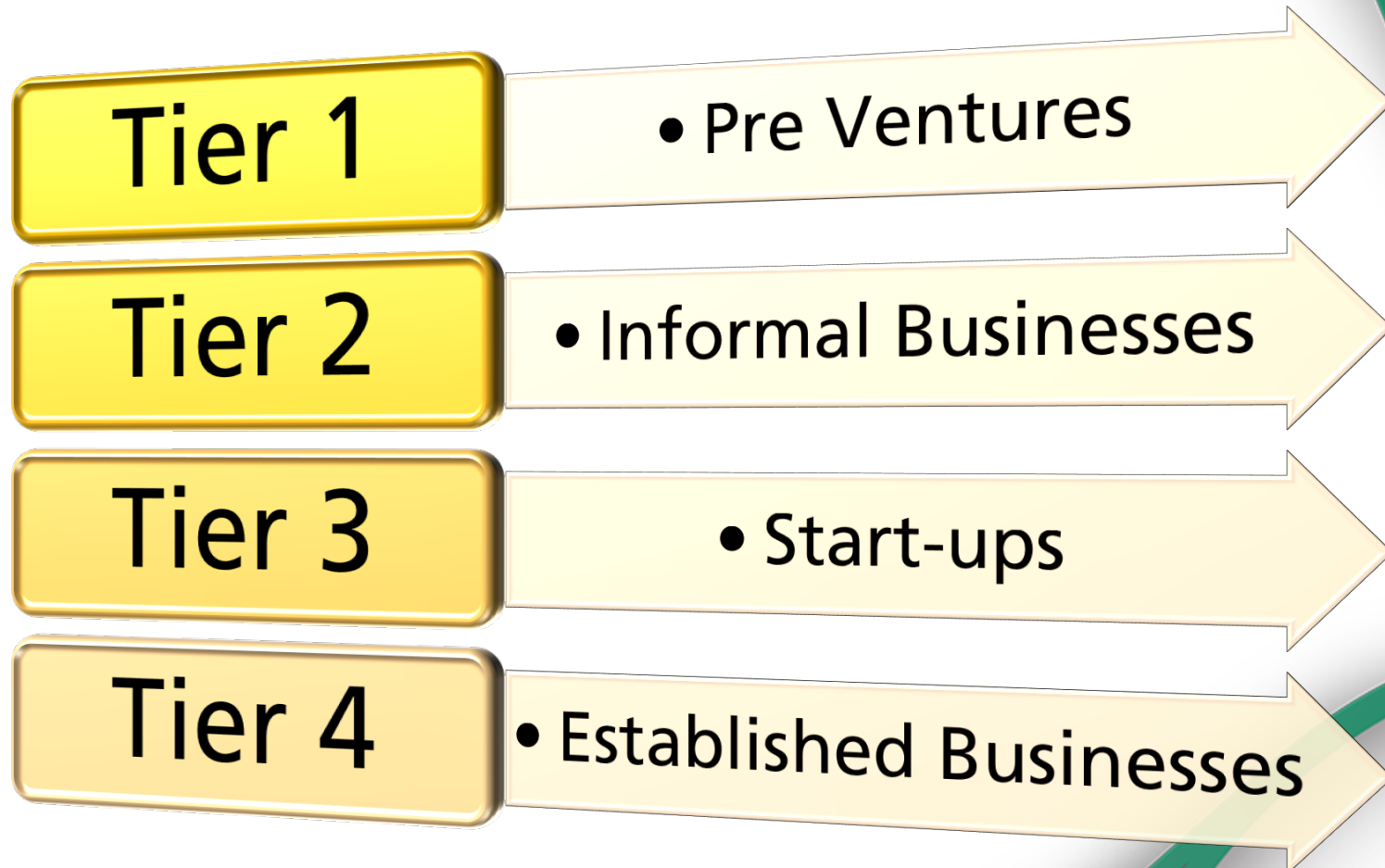
SBDCBelize What we do!

Technical &
business
management
trainings



Personal 1-
on-1 business
advising

SBDCBelize Clients





EXPORTBelize

connecting global
opportunities

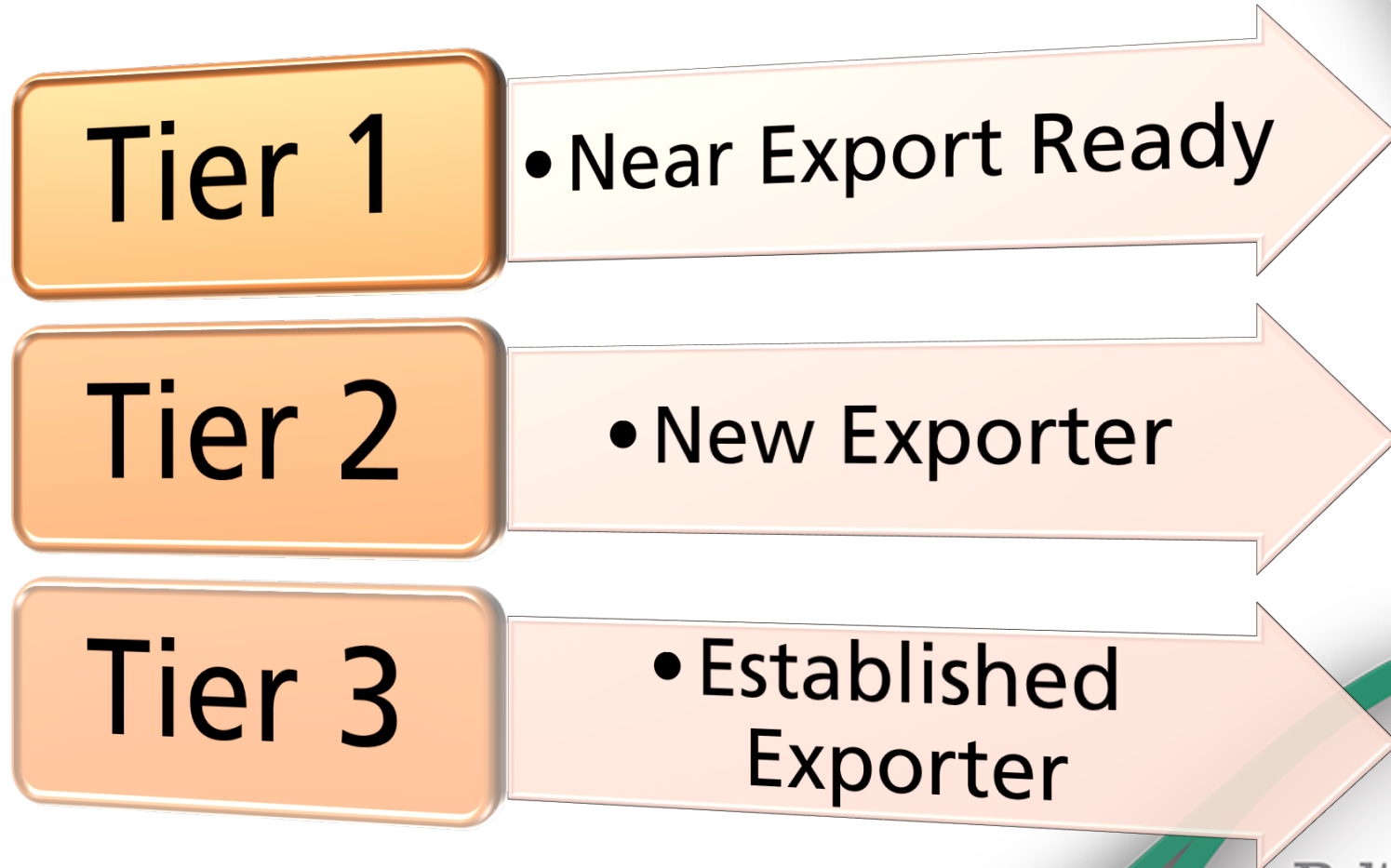
EXPORTBelize What we do!

Advanced export
& business
management
trainings



Personal 1-
on-1 export
advising

EXPORTBelize Clients



Governing Policies & Strategies!

- 1. National MSME Development Policy**
- 2. National Entrepreneurship Strategy**
- 3. National Export Strategy**

National MSME Development Policy

4 Pillars - MSME Development Policy

	Legislative and Regulatory Framework	Increase Flow of Capital	Market Access and Competitiveness	Education and Training
Micro Enterprise	Bring into the formal sector	Expand micro finance	Build linkages and value chains	Build entrepreneurship
Small & Medium-size	Legislative framework to support and sustain the sector	Increase access to affordable financial services	Value chains, market access, market information, competitiveness	Build business skills and knowledge and ICT skills

Types of Enterprise	Employees (Full Time)	Annual Sales (US\$)	Investment (US\$)	Manufacturing Space (m²)
Micro	1-4	<\$50,000	<\$25,000	Not applicable
Small	5-19	<\$250,000	<\$75,000	Less than 372m ²
Medium	20-50	<\$750,000	<\$250,000	Less than 557m ²

National Entrepreneurship Development Strategy

National Entrepreneurship Strategic Agenda

Pillars	Strategic Initiatives
1. Support Industry	<ul style="list-style-type: none">• Incubation Programs• Innovation Labs
2. Financing	<ul style="list-style-type: none">• Seed Cap• Tax Incentives
3. Institutional Articulation	<ul style="list-style-type: none">• Strengthen National Entrepreneurial Networks• Joint Structure Ecosystem
4. Mentality & Culture	<ul style="list-style-type: none">• Disseminate Entrepreneurial Success Stories Nationally• Media Campaigns
5. Education System	<ul style="list-style-type: none">• Transfer of Entrepreneurship Model to Primary and Secondary Education• Training the Trainers

Challenge – Access to & Affordability of Capital

Recommendation for Micro Enterprises:

- Low interest capital to micro-finance institutions
- **Simplified loan application**
- Encourage the use of **fixed asset collateral**
- Support the growth of Credit Unions as the primary vehicle for micro credit
- **Train credit officers to engage with micro-entrepreneurs.**

Challenge – Access to and Affordability of Capital

Recommendation for SMEs:

- Establish a loan guarantee program with participating financial institutions
- Promote equity financing of SMEs either directly or through tax credits
- Institute a credit reporting system
- Credit Worthiness educational and awareness programs.
- Establish export and pre-export credit schemes

Challenge – Access to Export Financing

Recommendation:

1. Export financing programmes at FIs
2. Financing for value-addition production
3. Facilitate access to funds for exporters/ producers
4. Capacity development to exporters/ producers:
 - a. Securing export contracts
 - b. Business proposals for improving export capabilities and certifications

Specific Initiatives

1. Memo of Co-operation (MoCs)
 - Atlantic Bank Ltd
 - La Immaculada Credit Union
 - Development Finance Cooperation
 - National Bank (Pending)
- Promoting Entrepreneurship
 - National Entrepreneurship Convention
 - Start Up Weekend
- Financing Start-ups & Innovators
 - Grant Programs
 - Angel Investment Networks
- Global Entrepreneurship Monitor
 - Total Early-Stage Entrepreneurial Activity Rate
 - (2014) 7.1% to (2016) 28.8%

Specific Initiatives

MIF Project

Financial Institutions MSME Dev Strengthening

- 5 Fis
- Loan Package assessment & enhancement
- Loan Officer Sensitization Training

Capacity Building of Business Advisors

- Enhancing trainings (advisor & clients)
- Using technology to training and reach clients

Thank You!



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