



# Estado actual y visión prospectiva de las políticas públicas dirigidas a las MIPYMES

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# Beltraide

making  
business  
happen

## The Belize Experience

San Salvador, El Salvador

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# 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**  
BELTRAID  
E 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!



Investment Generation &  
Business Facilitation

Skills Training &  
Job Development

Enterprise Development  
& Innovation

Trade Promotion &  
Export Development

# Our “Best Practices”





# SBDCCBelize

making small  
business happen



**Beltraide**  
making  
business  
happen



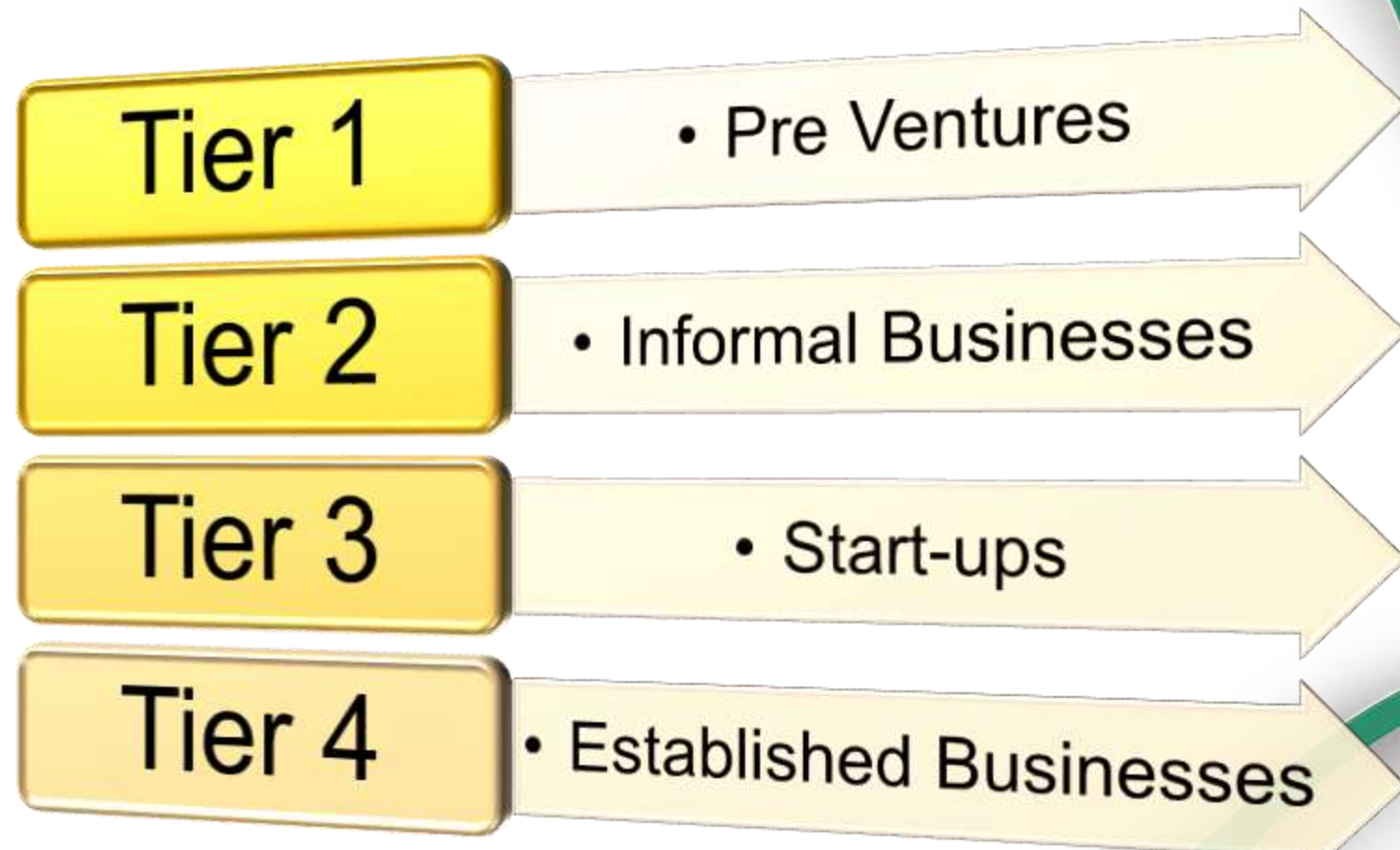
# SBDCBelize What we do!

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

## Objectives:

- Increase capital flow to MSMEs through policy/legislative changes
- Enhance business and entrepreneurial skills of MSME owners/managers
- Promote market access and competitiveness of MSMEs
- Enable MSMEs to access resources (HR, financial, technological) to access opportunities.



# 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 (m <sup>2</sup> )
<b>Micro</b>	1-4	<\$50,000	<\$25,000	Not applicable
<b>Small</b>	5-19	<\$250,000	<\$75,000	Less than 372m <sup>2</sup>
<b>Medium</b>	20-50	<\$750,000	<\$250,000	Less than 557m <sup>2</sup>

1. For farming, the following parameters for acreage be used to replace manufacturing area:
  - a) Grazing animals: small: 6-30 acres; medium: 31—60 acres.
  - b) Poultry: small: 0.5 acres; medium: 1 acre.
  - c) Vegetables: small: 2 acres; medium: 3 acres.
2. For services (other than Tourism), employment and annual sales only.

# National Entrepreneurship Development Strategy

## Objectives:

- Support Industry
- Enable access to affordable financing
- Promote Institutional Coordination
- Influence Mentality and Culture
- Provide for Education system mainstreaming of entrepreneurship

# National Entrepreneurship Strategic Agenda

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

# 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)
2. Promoting Entrepreneurship
  - National Entrepreneurship Convention
  - Start Up Weekend
3. Financing Start-ups & Innovators
  - Grant Programs
  - Angel Investment Networks
4. Global Entrepreneurship Monitor
  - Total Early-Stage Entrepreneurial Activity Rate
  - (2014) 7.1% to (2016) 28.8%

# Specific Initiatives

## **IDB: MIF/FOMIN Technical Cooperation Project**

Expanding Access to SME Finance and Business Development services in Belize

- MSME Capacity-building for accessing finance
- 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!



**Beltraide**

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