

FOR IMMEDIATE RELEASE

December 13, 2017

America's SBDC awarded over \$400,000 in Grants from the U.S. Department of State's Bureau of Western Hemisphere Affairs for the Small Business Network of Americas (SBNA) Partnership Program

Burke, VA – America's SBDC is leading an international initiative to strengthen and connect over 4,000 small business service providers in countries throughout the Americas which together serve more than 2 million businesses. For the SBNA Partnership Program America's SBDC has partnered with the University of Texas at San Antonio (UTSA) Institute for Economic Development's International Trade Center, the International Business Innovation Association (InBIA), and the Central American Regional Center for the Promotion of Micro and Small Enterprises. (CENPROMYPE).

This second round of the SBNA grant supports efforts in the Americas, promoting the viability and sustainability of micro-, small-, and medium-sized enterprises (MSMEs) and local and regional economic development. Eight organizations from 9 different countries received an award of \$52,500 to develop their projects over a period of 10 months. The grants were awarded to:

1. Camara de Comercio de Guatemala & Welcoming Center for New Pennsylvanians

Countries: Guatemala & USA

Objectives: The goal is to develop a business acceleration model based on innovation that generates a methodology that will help Guatemala entrepreneurs and businesspeople to implement business strategies and generate business opportunities as well as more jobs.

Activities: Public awareness campaign, launching an accelerator application, selection, acceleration activities, and chosen companies design a project

2. Georgia Tech & UTP Panama

Countries: Panama & USA

Objectives: To train and build the capacity of UTP to increase the rate of innovation to led to economic development in the country. Target groups include: student entrepreneurs, faculty members, and senior staff.

Activities: Data gathering and analysis, planning and coordination with local partners, meetings, webinars (both pre-and post-workshops), workshops, and convergence activities.

3. Red Nacional de Grupos Gestores

Countries: Guatemala, Honduras, and Costa Rica (South to South)

Objectives: Reinforce capacities, share methodologies, development opportunities between support centers for MSMEs in Central America.

Activities: Sharing workshops/experiences/models, transfer of methodologies, joint training sessions, and strengthening of MSMEs and entrepreneurship

4. Iteso & New York SBDC

Countries: Mexico & USA

Objectives: To provide counselor training, the exchange and spread of knowledge/best practices/methodologies, work with underserved communities, and promote international trade growth.



Activities: Best practices exchange, pilot project to help small businesses increase their export/import capacities, provide counseling training, and provide small business opportunity in underserved communities.

5. CMU-UNPHC

Countries: Dominican Republic & El Salvador

Objectives: To strengthen 4 existing SBDC in DR, increase capacity of business advisors and mentors, generate direct employment and promote female entrepreneurs

Activities: Diagnosis and selection of participants, training for advisors, material and content preparation, training for participants, advising/mentoring, evaluation and monitoring, and final report preparation.

6. FORMIPYMES- Lamar University

Countries: Honduras & USA

Objectives: To strengthen SBDC methodology, integrate small businesses with regulations, establish microfinancing scheme, foster entrepreneurial culture, and generate economic impact.

Activities: Develop mentor program, train staff, capacity building, and knowledge transfer for clients.

7. Universidad Icesi & the University of Missouri

Countries: Colombia & USA

Objectives: Analyze and adapt methodologies related with innovation and internationalization to compensate for the lag in Colombia. This is achieved through internship program in the US and visits to Colombia.

Activities: Internship exchange program with Icesi officials, site visits of Missouri SBTDC clients, transfer of knowledge/best practices

8. Golfo de Fonseca (CDE MPYME GF)

Countries: Honduras & USA

Objectives: To strengthen abilities and competencies of BDC in the area of innovation and tech for women and youth. Develop business models for innovators and create spaces of business to promote and strengthen business initiatives to build up network and business opportunities.

Activities: Preparation of work plan with the Missouri SBTDC, virtual meetings for preparation, 1 internship for 5 advisors, the training for 12 entrepreneurs, evaluation phase, the creation of a co-working space, and the participation in fair events.