



## IFC SUSTAINABILITY SUMMIT

---

THE EXCHANGE 19-21, 2013 | WASHINGTON DC

### Our Program

---

The Entrepreneurial Development Program, or ED, is a community based economic development tool. SEF has been involved in over 300 communities worldwide in Economic Development; each program has produced businesses and jobs with exceptionally high retention rates.

**WHY: It's all about people and building their capacity for successes.**

**Sustainable Development** depends on the communities' capacity to create interaction among amongst natural capital, infrastructures, human capital and finally economic development. The Entrepreneurial Development Program makes it possible for local existing infrastructure and programs to be fully utilized and creates an environment appreciative of the value of local initiative and intelligence.

We have successfully fostered local economic development by assisting people to transform their ideas into viable businesses; with an **80% statistical sustainability rate after 5 years**. We work with Corporations who invest in community initiatives that help stimulate and build a stronger local economy; parallel to and complementary of their efforts.

**Fostering entrepreneurship creates opportunities for employment.** Jobs in SMEs account for more than half of all formal employment worldwide. This is especially true in developing countries, where SMEs represent on average, about 66 percent of permanent and full-time employments.

**Small firms drive employment growth** in developing countries, but they are also much more likely to enter into and go out of business fairly quickly. Entrepreneurs fail to identify their actual constraints when doing business. Small and medium enterprises tend to identify access to financial capital as one of their top constraints, and pay less attention to human capital as a constraint; however, human capital may be affecting their business performance even more than access to financial capital. Berge et al. (2011).



## IFC SUSTAINABILITY SUMMIT

---

THE EXCHANGE 19-21, 2013 | WASHINGTON DC

As economists have devoted increasing attention to the role of 'capabilities' in determining productivity and growth of firms in developing countries, managerial human capital and management practices have received increasing attention (Bloom and Van Reenen 2007, 2010; Bloom et al. 2010, 2011; Syverson 2011).

Micro enterprises account for a greater share of employment in developing countries. By providing local people with the resources and knowledge they need in order to be successful in business, a parallel economy is born.

**Training and skill development programs** need to be part of this comprehensive approach, a factor that at present limits their potential to grow and create more jobs. Many business owners and managers personally lack the skills – or people with skills - required to operate and grow their enterprises, which also limits the potential for their firms to create more jobs.

**There is a need for a person-centered service** that is accessible to entrepreneurs and small business owners and prepares them – personally and professionally – for the resources and infrastructure.

In order for a community to be entrepreneurial, it must have a complete “resourceful infrastructure” which creates the climate for breeding entrepreneurs. This program, which is implemented by the community, is the Entrepreneurial Development Program.

**The future should focus on communities building their own sustainable economy** with more employment, more business diversity equalling less reliance on outside sources.

### Real Outcomes

---

Some 300 communities have been introduced to this methodology. Based on experience, the program should assist approximately 200 entrepreneurs per community per year creating an average of 10 to 15 new businesses resulting in 40 to 60 new jobs with 80% of those created lasting over 5 years.