

100 GOOD PRACTICES FROM THE TERRITORIES FOR A BETTER WORLD

LA UNION: COORDINATION BETWEEN LOCAL DEVELOPMENT AND NATIONAL POLICIES

BACKGROUND

Adel La Unión was founded in November 2012 with the vision to be the territorial reference that promotes and encourages the development of La Union department in El Salvador, linking local and national strategy for improving the life quality of the population. To this end, local actors decided that joint efforts between the public and private sector and between the LEDA and the national policy was fundamental.

DESCRIPTION

ADEL La Union has established agreements and relations with public policies and programs that promote the economic development of the territory. In particular with:

- The alliance with the "National Commission for Micro and Small Enterprises" (CONAMYPE) of the Ministry of Economy, which has determined the creation and management of "Center of Development of Micro and Small Enterprises" (CDMYPE), ran by the LEDA, with the aim of providing business, financial and technical consulting, training and specialized technical assistance to

the SMEs of the territory.

- The active participation of ADEL La Union in an ecosystem composed of national and local actors in the framework of the National Entrepreneurship Policy, which aims to strengthen the entrepreneurial ecosystem of El Salvador through different strategic actions aimed at the promotion and development of entrepreneurship.
- Participation of the LEDA to the Productive Development Fund (FONDEPRO), which seeks to strengthen Micro, Small and Medium Enterprises (MSME) competitiveness, through projects co-financed by the Ministry of Economy.



THE ADDED VALUE

ADEL La Union has been a real added value in order to achieve the above mentioned alliances because it includes local governments as partners, productive organizations, NGOs and civil society, enabling the implementation of coordinated and agreed actions.

In addition, ADEL La Union operates synergistically with other international, national and local stakeholders, such as the United Nations Development Programme in El Salvador (UNDP), and the Technical Secretariat of Planning of the Presidency (STPP), ILS LEDA (International Link and Services for Local Economic Development Agencies), local governments, among others, to increase the operational capacities of the LEDA.

In short, ADEL La Union represents the ideal base conjunction between the national and local (vertical) and between the public and private (horizontally) with a multilevel and multisector joint that has been fundamental to feed the process of economic development in the department.



RESULTS

Throughout 2014, ADEL La Union conducted business, technological and financial advisory activities, as well as specialized training and technical assistance to beneficiaries in 12 municipalities in La Union department.

In particular, it provided business technological and financial advisory services to 241 MYPES; 477 MSEs were trained in different subjects, specialized technical assistance was provided to 60 MSEs.

In 2014, MSEs receiving services by ADEL La Union increased sales of \$ 262,573.17. Besides, the LEDA negotiated financing for MSEs with the financial system for a total of \$ 898,950.00 and was able to mobilize resources to support small producers for a total of \$ 424,156.00.

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