

## **THE LOCAL ECONOMIC DEVELOPMENT AGENCIES BOOKLET**



***It includes 100 best practices for a better world  
presented at the universal EXPO – Milan 2015***

***KIP International School Pavilion***

***SEPTEMBER 2015***

## **Introduction**

*Local Economic Development Agencies (LEDAs) of the ILS LEDA network are no profit, self-sustainable associations, constituted by public and private local actors, mainly including municipal and regional administrations, governmental decentralized entities, other public institutions, associations of business and civil society, communitarian, social and environmental local networks, universities, financial institutions, NGOs, and service centers.*

*They are part of the ILS LEDA network, which provides technical support, and facilitates internal and international relationships.*

*The LEDAs promote and support human, inclusive, and sustainable development, providing support to entrepreneurs, local administrations, local NGO's and institutions. 62 LEDAs exist in 19 countries and they embrace globally around 1800 institutions and serve more than 60 million inhabitants.*

*LEDAs have achieved very important results on job creation, small business development, valorization of local product -mainly healthy food-, environmental safeguard, green economy, preservation of the cultural heritage, social inclusion, gender equality, fight against poverty, peacemaking, channeling national and international funds to the territories, and as instrument for facilitating the elaboration and the implementation of local and national policies and plans.*

*The booklet introduces 38 of these agencies, that participated to the 2015 meeting at EXPO<sup>1</sup>, describing synthetically what results they have achieved in the last years, what is their impact on local economy and institutions, and their 100 good practices for a better world, of which 16 resulted candidates to the special ILS LEDA EXPO AWARD.*

*The good practices regard mainly the following topics: governance (18), food (30), environment (20), social inclusion and job creation (10), gender (7), finance (7), and innovation (7).*

*Giancarlo Canzanelli, ILS LEDA President*

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<sup>1</sup> They come from Albania (Auleda, Teuleda); Argentina (Cordoba, Rosario); Colombia (Adepas, Aprodal, Brut Nova, Casa del Agua, Lag Valle de

## MEMBERSHIP

The AULEDA membership consists: Public sector (regional Councils, Prefecture, Municipality of Vlora, local administrations, centres of research, universities), private sector (associations of enterprises, farmers, chamber of commerce, universities, cultural foundations), social sector (association of NGOs, micro-finance foundations, women federations, young people movement).

**Year of constitution: 2003**

## RESULTS

In the last 5 years, AULEDA created and maintained more than 150 jobs. It has created more than 40 new SMEs, provided direct technical assistance to 150 SMEs, created 6 value chains (medicinal herbs, wool handcraft, olive oil, dairy, wine and viticulture), and supported 8 value chains that have been prioritised for regional development, and formed professionally 1800 new professional skills (of which more than 1/3 women).

It trained 38 local administration and 25 local NGOs trained and supported in planning and managing local economic development.

It established in 2005 a Guarantee Fund, in agreement with a local financial institution, which has a capital of USD 253,000, and is able to provide credit up USD 100,000 mainly to people who cannot dispose of collaterals.

It improved the biological farming of vegetables, viticulture, fruits, olives, fruits, milk and meat; supported the reforestation process, improving the green areas, creating innovative satellite monitoring systems of environment in Vlora, Gjirokastra and National Park of Prespa and built environmental awareness for 25,000 people of Vlora Region.

In the last 5 years, it executed 15 projects, for an amount of 2 million Euros, thanks to the cooperation with more than 10 national and international organizations (European Union, United Nations Development Program, SWISS Cooperation, Regional Environmental Centre REC, Italian Cooperation, USAID etc.).

## INSTITUTIONAL AND RELATIONAL BUILDING

In 2014 AULEDA created the Centre for Innovation, Research and Transferring the Technology. (SMART INNO Centre)

It has supported and collaborated in the drawing up of the Strategic Plan of the Vlora Region 2010-2020, the Strategic Plan of LAG (Local Action Group) Adrion, Ecological management Plan for Vlora, Gjirokastra and Natyral Park of Prespa, Monitoring Plan for Vlora Marine Protected area.

AULEDA is currently planning to replicate its experience in Gjirokastra, by providing technical assistance to Gjirokastra regional administration in its idea of creating a Regional Economic Development Agency.

It is part of AdriaPan and MEDPAN networks, and in those contexts, AULEDA activities related to environment protection, take place.

Finally, it also takes part in GARD network that works for the empowerment of women from rural areas.

[www.auleda.org](http://www.auleda.org)

## MEMBERSHIP

**Members:** Public sector (Prefecture, Shkodra Region, local administrations, regional directorates of agriculture and labor, chamber of commerce, university), private sector (associations).

**Year of constitution: 2002**

## RESULTS

During the last 5 years, TEULEDA created more than 300 new employments and 28 micro and small enterprises; moreover, it supported 60 micro and small business.

TEULEDA created and promoted the "Report and Save" national sensitizing campaign against the Rom people trafficking, in cooperation with the Ministry of Intern and the Ministry of Social Welfare and Youth. The main target of the campaign have been Rom children and women.

In 2004, TEULEDA established a Guarantee Fund, in agreement with a local financial institution called CREDINS Bank, which has a capital of USD 500,000, and is able to provide credit up to USD 1,500,000, mainly to people who cannot dispose of collaterals. Through this Guarantee Fund, TEULEDA has facilitated the access to credit for 40 micro and small enterprises, for an amount of USD 1,500,000, at a return rate of 95%.

During the last 5 years, thanks to the cooperation of more than 10 national and international organizations (European Union, United Nations Development Program, different European organizations, public bodies etc.), the LEDA executed 11 projects for an amount of USD 500.000.

In particular, TEULEDA has been supporting the development of prioritized sectors such as: tourism, agriculture, with a value chain approach, carrying out territorial marketing, promoting the cultural heritage of Shkodra and improving quality control laboratory of regional directorate of agriculture, promoting important cultural patrimony of SHKODRA in different European Capitals, promoting social inclusion, improving the tourists accessibility in national ports and hinterland, and developing a National Info Mobility system.

## INSTITUTIONAL AND RELATIONAL BUILDING

TEULEDA is a territorial leader structure for coordinating and leading strategic plans, with particular reference to the strategic plan for sustainable tourism at the regional level; in particular, TEULEDA has partially executed the touristic strategic plan, facilitating the coordination of the various actions and projects.

In 2004, TEULEDA created the Union of Shkoder Enterprises (BBSH), a structure that provides technical and financial services to strengthen small and medium entrepreneurship.

<http://www.teuleda.org.al>

**ARGENTINA**

**LEDAS @EXPO MILAN 2015, with KIP/LS LEDA**

**ADEC (CORDOBA PROVINCE)**

## MEMBERSHIP

ADEC has 40 partners: the City of Cordoba, 7 business associations, 16 Chambers of Commerce, 3 special initiatives (clusters, incubators, and production fora), 2 professional associations, 4 civil society organizations, and 6 universities.

**Year of constitution: 1997**

## RESULTS

ADEC implemented projects for a total amount of more than USD 12,500,000.

It has facilitated the employment of over 1,000 young people (2007-2013).

The LEDA has strengthened businesses according to three lines of work (with funding up to 50%): strengthening relations between companies and institutions; facilitating access to production and organizational technologies; and facilitating access to local and international markets. In this way, value chains emerged in different sectors: Electronics and Information and Communications Technology (ICT); Wood and Furniture; Olives; Fruit and horticulture; Goat rearing, at the same time, assistance was provided to 428 companies.

ADEC started implementing the project of Good Practice in the use of energy resources that has the general objective to contribute to the efficient use of energy and, more specifically, to raise awareness and educate the public (municipal) and business sector to implement good practice habits able to protect the environment. It has also started a Survey on Residential Solid Waste of the City of Córdoba.

ADEC has trained approximately 8,000 people thanks to the Project Change Horticulture and under the cooperation agreement between ADEC and IBM Corporate Citizenship.

Through the Competitiveness Fund, created by Municipal Ordinance, ADEC has trained young people and facilitated their employment, promoted a strategic alliance between chambers for manufacturing furniture-parts, created an agribusiness cluster and promoted the improvement of competitiveness and regional and global positioning of cultural economy in Córdoba and its region.

ADEC implements its own Córdoba Innovative Program, which promotes innovation in products and processes and aims at improving the competitiveness of the Cordovan companies. The Program follows the lines: "Innovation and Human Capital", which reached 133 projects, and "inter-sectoral Innovation", whose objective is to contribute to the strengthening of the territorial innovation system through the co-financing of joint projects and is aimed at companies, chambers and entities belonging to the innovation system; it has reached 21 projects on inter-sectoral innovation.

On 31st July 2015, the free Management Diploma in Local Territorial Development began; it is jointly carried out by ADEC, the Institute for Research in Public Administration Training (IIFAP) and Suma 400 Programme of Secretaría de Extensión Universitaria (SEU) of the National University of Cordoba (UNC).

## INSTITUTIONAL AND RELATIONAL BUILDING

ADEC promoted the creation of a network of innovators.

It has designed a support software for the Ventanilla Unica Municipal, which was put into operation at the Municipality of Cordoba; at the same time, it has trained employees and municipal officials in the use of the software.

ADEC performs the Cordoba Link Program, consisting of seminars for public-private joint innovation; the Program is co-organized by several institutions in the province of Cordoba, gathered to work for facilitating links and regional innovation. <http://www.adec.org.ar/>

[www.adec.org.ar](http://www.adec.org.ar)

**MEMBERS**

Members of ADERR are the province of Santa Fé, 22 local administrations (municipalities), 22 business associations, 2 public entities, 1 bank, 6 professional association, 14 training centre, 12 private sector organizations.

**Year of constitution: 1997**

**RESULTS**

In the last 5 years, the Rosario Region Development Agency has provided access to finance to more than 400 companies and entrepreneurs in Rosario and its region, through its own lines of credit or through functioning as an information point of national and provincial programs, for amounts reaching \$ 80 million pesos.

During the past five years, it has trained more than 500 people through many initiatives.

It has attended the fruit-horticulture, floriculture, apiculture, value chains, by granting soft loans and zero rate, developed and managed by the organization, with funding from the Ministry of Production of the Santa Fe Province.

It has supported 270 companies from the engineering chain, through different instruments, such as development of dashboards and consultancies in the first trainings.

ADERR is implementing the project "Ensuring the safety of vegetables produced in the fruit-vegetable of Rosario belt and the agro-ecological productive reconversion of establishments", aiming to achieve in the peri-urban area of Rosario, production of fruits and vegetables with quality, free of physical, chemical and biological contaminants.

In the last 5 years the LEDA has successfully managed funds from the Ministry of Production of Santa Fe for specific purposes, such as emergencies and disaster mitigation. In this sense, they have received \$ 9.3 million in non-reimbursable contribution character, being created from the same 5 revolving funds to provide special financial assistance.

**INSTITUTIONAL AND RELATIONAL BUILDING**

It is actively integrating the Economic and Social Council of Rosario, a collegiate advisory body and adviser to the city government in socio-economic, environmental, cultural and labour issues.

It is part of the General Council of the Rosario Metropolitan Strategic Plan PERM + 10, space for social dialogue, in which institutions representing the public and private sector exchange ideas for the formulation of strategic projects to guide the city toward an horizon of development.

As a member of the Network of Agencies SEPYME, ADERR has served as a window for the presentation of different tools to support micro, small and medium enterprises, providing advice, receiving projects, conducting monitoring and functioning as a link between businesses and evaluators of the various programs.

The Agency has been selected by the Ministry of Industry to serve as Regional Entity for Technical Assistance (ERAT) in three provinces, under the Innovation Value Chain Program.

Furthermore, ADERR is part to the Global Pact Argentina Network, formed by more than 500 companies, educational and civil society organizations; all the organizations of the Network are following ten principles to respect human rights, better labour standards, environment and the fight against corruption.

<http://www.aderr.org.ar/>

**MEMBERSHIP**

Public Sector: Municipal administrations; Private Sector: Cooperativa Multiactiva cristiana-COOMCRIA, Fundación luz y esperanza, Cooperativa Grancoop; Social Sector: Asociación ONG Avansar.

**Year of constitution:**

**RESULTS**

During the last five years, APRODEL created more than 12 associative groups, 300 micro and small enterprises; created 4 value chains and supported 8 value chains (beekeeping, pig farming, forestry, tourism, organic coffee, fruit and vegetables, cacao, meat and milk) that have been prioritized for development of the region. APRODEL has facilitated the productive system to access to state resources, which has enabled a significant departmental development.

It has also successfully promoted territorial marketing and institutional linkages through events such as fairs, business conferences, trainings, forums etc.

APRODEL has enhanced the coffee plantations in the Arauca foothills, contributing to reforestation in the buffer zone.

Furthermore, it has implemented timber crop of magnum acacia species and peyita eucalyptus in the municipality of Tame, which enabled better environment protection and conservation.

APRODEL has supported 150 seniors by generating employment and providing food assistance; it has supported victims of the conflict through the delivery of humanitarian aid (clothing, food, funeral aid, and transportation, rental and so on).

#### INSTITUTIONAL AND RELATIONAL BUILDING

APRODEL has facilitated the creation and strengthening of 12 associative groups, through which it has achieved recognition in the Araucanian territory. It has supported 2 municipalities in implementing a "zero waste" pilot initiative and it is going to support a third one.

During the last five years, APRODEL, together with the Municipal Administration and UNDP, has been implementing several productive projects towards disadvantaged population, small businesses, and municipal associations.

It has accompanied the Federation of Women Mama Tingo to establish the Microcredit Fund that has supported more than 150 women with loans of an average of USD 200; moreover, it has contributed to its financial sustainability.

Since 2010, ADELVA has been providing services to entities of civil society; in particular, it has been contributing to the institutionalisation of more than 10 entities. It has also supported three of these organisations in the project formulation through which they have had access to financial resources that benefited more than 8,000 people.

[aprodacolombia@gmail.com](mailto:aprodacolombia@gmail.com)

COLOMBIA

LEDAS @EXPO MILAN 2015 with KIP/ILS LEDA

BRUT NOVA (NORTH CAUCA VALLEY DEPARTMENT)

#### MEMBERS

Public Sector (5): Local administration of Roldanillo, La Unión, Bolívar, Trujillo, El Dovio; Government of Valle del Cauca; Private Sector (9): business associations (APROCOL, ASORUT, ASOPANAR, CORTUVA, ASOGANALECTOR, ASOGANABOL, ASPROAGRO, LOS HATEÑOS, ASOGAPROLER); Social Sector (2) ECOFUTURO, CORPOVERSALLES.

**Year of constitution: 2014**

#### RESULTS

ADEL Brut Nova has supported 125 production units that belong to the prioritized value chains: handicrafts, tourism, horticulture, dairy, environment and cultivation of bananas (created by the LEDA). This way the LEDA has been generating 2,150 jobs, and benefiting 5,136 people, through services for business strengthening, administrative management, strategic planning, partnership improvement, participatory project formulation, resource management, technical assistance, commercial support, territorial marketing, planning of public policy both at the local and departmental levels, inter-institutional articulation.

Adel Brut Nova has scheduled a training program on local economic development for the economic stakeholders of Valle del Cauca department.

Adel Brut Nova is implementing a project for the construction of a plant for post-harvest handling of papaya, which is going to favor local export.

The LEDA has been successfully selected for project proposals on Agricultural Regional Pact (CONSEA), and Community Tourism.

#### INSTITUTIONAL AND RELATIONAL BUILDING

The LEDA participates in the construction of the Departmental Public Policy on Food and Nutrition Sovereignty, mainly in its component: "Availability, Environment, Quality and Safety Supply", with the aim of formulating the Local Purchase program for the North of the Valley.

The LEDA has managed to include "local economic development" guidelines within the 2012-2015 municipal development plans and departmental development plan.

The LEDA is the territorial reference organization running the Ministry of Commerce program called "Fresh Fruit Competitive Road", in the Valle del Cauca department.

[http://www. www.redadelco.co](http://www.redadelco.co)



## MEMBERSHIP

Public Sector: Administration of the municipalities of Jambaló, Silvia and Toribio; Special Social Sector: Association of Indigenous Councils of Toribio, Tacueyo, San Francisco, Nasa Project; Private Sector: Association of Producers of Panela of Caldonó -ASPROPANELA-, -ASOCAL-, Caldonó Campesina Association, Corporation of Silvia Township women –SILVIAMUJER.

Year of constitution: 2008

## RESULTS

Casa del Agua has supported 936 rural families engaged in processing production and marketing of coffee, sugarcane, fruits, handicrafts and tourism service providers, through technical assistance, training, design and improvement of infrastructure.

It promotes organic and cleaner production, in coherence with the cosmovision of indigenous and peasant communities in the territory,

In particular, it has supported 569 families, who cultivate and produce organic coffee, sugar cane and fruits, during the last few years.

It has executed 15 projects amounting to 764 million pesos, to support the development of value chains such as fruit, coffee, sugarcane, crafts and tourism, the adaptation in the processing plants of sugarcane, including technical assistance

## INSTITUTIONAL AND RELATIONAL BUILDING

CASA DEL AGUA contributes to the departmental and municipal development strategies, through the participation in the Regional Competitiveness Commission of the Cauca Department, the Municipal Council of Rural Development Silvia -CMDR-, and the municipal council of culture and planning

It has promoted the creation and supports the network of women artisans ENREDARTE CON IDENTIDAD (network with identity), which gathers five organizations. The network provides to its associates, training materials, trades their products through a Shopping Fund.

It created in 2014, with resources of Codespa Foundation, its members and themselves, a fund for marketing handicraft of indigenous and peasant women, as a way to promote fair trade of these products and ensure better income.

[www.redadelco.org](http://www.redadelco.org)

## MEMBERSHIP

Public Sector: Boyacá Government, Municipalities of Villa de Leyva, Sachica, and Tinjaca; Private Sector (3): Chamber of Commerce of Tunja, open University at distance – UNAD, Comerciacoop; Social Sector (12): Ciase, Association “Crecemos”, Association of peasant villages and tourism, Agriculture processing company “Soprainfa Sat,” Association of agricultural and dairy producers of Tinjaca “Asoagrolactin”, Association of organic blackberry producers “Gachantiva Morativa”, Associations of tomatoes producers “Asointo”, Asolacruz, Association of Iguaque fruits, Alma de Barro Corporate group, Association Turística, Association Herencia Muisca

Year of constitution: 2006

## RESULTS

LOS DINOSAURIOS promotes and supports the enhancement of those value chains with more potential, such as tourism, handicrafts, agriculture, with a relevant range of products such as: tomatoes and onion bulbs; the touristic sector is characterized by a relevant cultural, architectural, archaeological and paleontological offer.

In the last 6 years, the LEDA promoted the creation of about 1,800 direct and indirect jobs by supporting small and medium rural entrepreneurs involved in the processes of agribusiness and rural development, cultural and creative industries, and rural and sustainable tourism.

The institution articulates, stimulates and facilitates agribusiness and rural development, cultural and creative industries, and rural and sustainable tourism in the region.

It has facilitated the adoption and implementation of good agricultural practices (in the fruit and vegetables production) and livestock practices, which has encouraged the use of existing environmental resources, the management of solid and liquid waste, the rational use of inputs and agrochemicals, care and preservation of water resources.

It is carrying out the initiatives of agro-industrialization and generation of added value related to vegetables, fruit and milk; moreover during the last 6 years, the LEDA has been able to implement 40 projects, for a total of about USD 2,000,000 thanks to its participatory approach and the relationships with national and local public and private institutions.

#### INSTITUTIONAL AND RELATIONAL BUILDING

LOS DINOSAURIOS LEDA has supported 40 associations, benefiting 1500 people.

It has been efficiently working together with the Ministry of Agriculture with the aim of strengthening the processes related to the rural sector

It is implementing four routes of rural and community tourism, business initiatives related to a vegetables regional centre, a community touristic promoter, and fair trade shop.

<http://www.adelboyaca.com>

COLOMBIA

LEDAS @EXPO MILAN 2015 with KIP/ILS LEDA

GAL VALLETENZANO (SOUTH BOYACA DEPARTMENT)

#### MEMBERSHIP

Public Sector (7): Corpochivor, Alcaldías de Sutatenza, Guayata, Somondoco, Tenza, Campohermoso, y Boyaca; Private and civil sector (11): Cannor, Coopvallede Tenza, Artefibras, Dcscubrir ONG, Sendero Verde, Corposunuba, Chinguaya, Corpoturismo, Asoprovita, Junta communal Sochaquira, Corpdesa); Institutional Sector (2): Unad, Incubar.

**Year of constitution: 2011**

#### RESULTS

The GAL has strengthened the value chains of tourism, crafts, and special coffee. It has generated 30 direct and 120 indirect jobs.

The GAL, working in coordination with the Environmental Authority of the CORPOCHIVOR region, has generated sustainable projects in the sectors of coffee, crafts and tourism.

The GAL has sustained the creation of 5 producer organizations and supported the strengthening of 15 producer organizations on business management and social cohesion.

The GAL has executed projects, worth about USD 450,000, aimed at strengthening the artisanal, trade, agriculture, ecotourism sectors and the citizen participation in local development processes.

The GAL has provided technical assistance to 12 groups in establishing a local credit union, as a strategy of social-cultural cohesion for self-savings, aimed at generating productive projects. The LAG has carried out a market and performance assessment of the financial sector in the region.

#### INSTITUTIONAL AND RELATIONAL BUILDING

The GAL has developed and contributed to the implementation of the Valle de Tenza regional development plan, which has served as input for the elaboration of the municipal development and management plan of CORPOCHIVOR region. The LEDA has developed the tourism plan, which has served as input for the structuring a public policy on departmental sustainable tourism.

In 2012, the GAL led the creation of the Stations Network in Tenza Valley. It also led the "Tourism and Crafts" round table, and participated actively in the coffee round-table, led by CORPOCHIVOR.

<http://www.galvalletenzano.org.co>

COLOMBIA

LEDAS @EXPO MILAN 2015 with KIP/ILS LEDA

ZAPATOSA (SUB-REGION OF ZAPATOSA)

#### MEMBERSHIP

Public Sector (12): Municipalities of Astrea, Curumaní, Chimichagua, Chiriguaná, El Paso, La Gloria Pailitas, Pelaya, Tamalameque and Gamarra in Cesar Department, and El Banco in the Magdalena department; Institute for Cesar Development, Cesar Department, *Corporación Autónoma Regional del Cesar*. Private Sector (7): Chamber of Commerce of Valledupar, Colombian Natural Resources Foundation, CARBOANDES Foundation, financial foundation for entrepreneurial development - CORFIMUJE; Social Sector (9): Ecologic Farming Foundation - FUNDEAGRO, Carriers Cooperative, Small Farming Producers Association - SIMIOA, *Corporación integral para el desarrollo de Colombia*, *Federación de Acciones Comunes del Cesar*, Association of Professional Farmers, Pasteurized Milk Cooperative - COOLAP, Zapatosa VIVA Foundation

**Year of constitution: 2001**



## RESULTS

During the last five years, LEDA Zapatososa has been creating more than 100 new temporary jobs, 30 micro enterprises, and provided support to 50 micro enterprises. It has been strengthening 3 value chains that have been prioritized for the regional development.

The Zapatososa LEDA has prompted reforestation processes using the "Uva" palm of Lata, according to agro ecological approach, together with small and medium producers; moreover, it has realised a fruit production system in the Swampy Complex of Zapatososa.

The LEDA has built environmental awareness in 500 people from the sub-region.

The LEDA has executed 40 projects, for an amount of 3.5 million USD. These projects focused on supporting the value chains development of fisheries and aquaculture, livestock, rural tourism, conservation and environmental management in strategic areas such as: value chain creation and competitiveness, socio-economic development, and territorial marketing.

The LEDA has boosted its influence in the formation of 22 self-managed Savings and Credit Groups (SAGs) which have facilitated loans to the poorest and most vulnerable population, who are usually not supported by microfinance institutions.

## INSTITUTIONAL AND RELATIONAL BUILDING

The Zapatososa LEDA has become the main territorial structure that provides technical and financial services to strengthen entrepreneurship of vulnerable population.

The LEDA has led the thematic working groups in the Swampy Complex in Zapatososa, which drove the creation of a joint commission consisting on the Environmental Corporation of Cesar and Magdalena. The commission has finally adopted the Environmental Management Swamp Plan for both departments.

The formation of self-managed savings and credit groups, together with the creation of new institutions in rural areas, have generated social capital (trust, values, self-confidence, community organisation, participation, leadership, recognition, respect) and enabled community projects (food security reserves, development of new associations, individual entrepreneurship, etc.), in coordination with municipal authorities, development organizations, private companies with social responsibility, among others.

It has established links with the UNDP and the EU for implementing their social policies.

[http:// www.adelzapatososa.org](http://www.adelzapatososa.org)

DOMINICAN  
REPUBLIC

LEDAS @EXPO MILAN 2015 with KIP/ILS LEDA

ADELBAHO (BAHORUCO PROVINCE)

## MEMBERSHIP

Public sector: Provincial offices of Ministry of Agriculture., the national institute of grape (INUVA), the municipalities of the province; Private Sector: Cooperativa de Ganaderos Neyberos, Inc. (CCOPAGANE), Cooperativa de Caficultores de la Sierra de Neyba, Inc. Asociacion de Mujeres Productoras de Vinos, Inc. (VINEYBA), Asociacion de Apicultores de la Sierra de Neyba, Asociacion de Apicultores del Municipio de Galvan, Cooperativa de Productores de Banano Orgánico; Community Sector and NGO's: Asociacion para el Desarrollo de la Provincia Bahoruco, Inc., Asociacion Bahoruco Progresando, Fundación Sur Adelante, Fundación Educativa para el desarrollo del Municipio de Jaragua, Asociacion de Productores Agrícolas Las Tres Luces, Cooperativa de Vitivinicultores del Valle de Neyba.

**Year of constitution: 2009**

## RESULTS

Over the past five years, the ADELBAHO created more than 500 new jobs; and five value chains that have been prioritized for local economic development: Coffee, Viticulture, Milk, Beekeeping, Fruit, and Tourism.

ADELBAHO is a leading territorial structure to coordinate and direct the plans of Municipal and Provincial development, their partial or full implementation, and to facilitate coordination of the various actions and projects.

Currently it accompanies the local branch of the Autonomous University of Santo Domingo in the formulation of the 2016-2024 strategic development plan of the Bahoruco Province.

In the last year ADELBAHO, created and supported two social enterprises, and trained 30 people (12 women).

The ADELBAHO created a Microcredit Fund in 2010, in accordance with the Association for the Development of Bahoruco Province, in order to facilitate financing to micro and small local company, mainly to wine producers and derived from grapes, which counted with a capital of RD \$ 500,000.00 (Dominican Pesos), and is able to provide credit to RD \$ 5,000.00 mainly to people who may not have the guarantees

The ADELBAHO has executed five projects totaling approximately USD 15 million through the participation of its members, as well as with the support of national and international cooperation, which improved the value chains of Coffee, Viticulture, cultivation of Bananas, Milk and beekeeping, fruit, and tourism, reforestation, promoted agriculture, cooperatives and social enterprises, created an innovation transfer center, enabled the participation of disabled people in the production of candles and decorative candles.

## INSTITUTIONAL AND RELATIONAL BUILDING

ADELBAHO, has partnered with the national government to implement its territorial planning policies for the creation of Provincial and Municipal Councils, with the support of the Directorate General of Planning and Territorial Development Ministry of Economic Planning and Development (MEPYD).

ADELBAHO, created in 2014 the “Caprino Sheep Production Centers” for Women of the Community of Las Sahilas, the Municipality of Galvan, a territorial structure that provides services and support to the production and marketing of goats. (Project Supported by FAO).

ADELBAHO, has partnered with the national government to implement its territorial planning policies for the creation of Provincial and Municipal Councils, with the support of the Directorate General of Planning and Territorial Development Ministry of Economic Planning and Development (MEPYD).

<http://www.redadeldom.com>

DOMINICAN  
REPUBLIC

LEDAS @EXPO MILAN 2015 with KIP/ILS LEDA

ADELVA (VALVERDE DEPARTMENT)

## MEMBERSHIP

Public sector (3 Municipalities and 2 District Boards, Provincial Government, the local University, Agriculture Bank, Ministries of Environment and Agriculture), Private sector (Chamber of Commerce and Production, FONDESA, Federation of Farmers Committees, Cooperative Mamoncito, the milk Value Chain, INDENOR, Association of Producers of Bananas, Fruit and Vegetable); Social sector (Women Federation, Federation of Neighbourhood Committees, Union of Drivers, Diocesan Caritas, Ecological Society of Valverde and three development associations: two municipal and a district one).

**Year of constitution: 2001**

## RESULTS

During the last five years, ADELVA has created and consolidated over 500 jobs and assisted more than 100 micro and small enterprises.

It has driven prioritization process of local potential and reinforcement of value chains.

It has trained over 1,200 people to have skills and abilities improving their production and increasing opportunities for decent jobs.

It has contributed to sensitise more than 800 people (mainly young people) and their organizations (over 15), on the need to advance in the integrated management of solid waste, and has supported 150 technicians and producers to participate in activities for the promotion of clean and organic production.

With the establishment of the Investment Fund handled through the platform of a cooperative affiliated to ADELVA, it has enabled more than 300 entrepreneurs to become eligible for bank formal credit. The initiative has proven to be effective, achieving higher rates of return up to 95%, and opening possibilities to increase coverage

It has mobilized nearly one million dollars into a territory with over 50% of people living under relative poverty and 18% under extreme poverty.

## INSTITUTIONAL AND RELATIONAL BUILDING

ADELVA has led the process of formulating the first strategic plan of the capital municipality and participated in the provincial initiatives for local development it has been efficiently working together with the Ministry of Agriculture with the aim of strengthening the processes related to the rural sector

It has supported two municipalities in implementing a “zero waste” pilot initiative and it is going to support a third one.

It created a “Human Rights Network” in Valverde and has promoted the link with the Association of Mao Township Weavers.

It has accompanied the Federation of Women Mama Tingo to establish the Microcredit Fund that has served more than 150 women with loans of US \$ 200 on average; moreover, it has contributed to its financial sustainability.

Since 2010 ADELVA has been providing services to entities of civil society; in particular, it has been contributing to the institutionalisation of more than 10 entities. It has also supported 3 of these organisations in the project formulation through which they have had access to financial resources that benefited more than 8,000 people.

<http://www.adelboyaca.com>

## MEMBERSHIP

Public Sector (5): Oficina de la Mujer, Dirección del Liceo Miguel Ángel García, Instituto Agrario Dominicano, INESPRES, Distrito Municipal de Comedero Arriba); Private Sector (11): Asociación de Consumidores, Asociación de Agricultores Unión y Progreso, Instituto de Contadores, COOPNACADO, CEDPCAFEN, Clúster Turístico, Asociación de Productores de Arroz Sánchez Ramírez, Asociación de Productores de Piña, Cooperativa de Ahorro, Crédito y Servicios Múltiples COOPNACADO, Universidad ITECO); Social Sector (9): Junta de vecinos La Cabirma, FUNAJE, Unión de Juntas de Vecinos de Villa La Mata, Asociación Inmaculada Concepción, Asociación La Milagrosa, UNDEMURB, Asociación Santa Rosa de Lima, Club de Leones Comedero Arriba, Iglesia Evangélica)

**Year of constitution: 2010**

## RESULTS

ADESARA has created six priority value chains: cacao, pineapple, rice, dairy, coffee, and tourism; it has supported them, through entrepreneurship strategies for improving sustainable competitiveness.

During the past three years, it has been providing technical assistance to 1,200 people (500 producers from the Cacao Farmers Association, 200 pineapple producers, 150 rice farmers, 40 coffee producers, 20 professionals in the touristic sector, and 60 dairy producers).

These actions have contributed to generate 173 direct jobs.

LEDA is a leading territorial structure that coordinates and leads the strategic plans at the municipal and departmental levels, implements them, and facilitates coordination of the various actions and projects.

ADESARA has been supporting the dairy transformation workers in the appropriate and clean use of the milk products.

ADESARA has been collaborating with the Association of Cacao producers of the Sanchez Ramirez Province in strengthening the cacao value chain, with the support of FEDA (representing the National Government), supporting the design, management and development of cacao farms rehabilitation and implementation of new species, through a 2 million USD a project.

## INSTITUTIONAL AND RELATIONAL BUILDING

The LEDA has established partnerships with the national government to implement its policies for micro and small enterprises in the province.

ADESARA has created capacities for the economic development of women of the UNDEMURB Foundation; it has supported social activities of the Rotaract Club of Cotuí, as well as sporting activities in the community.

<http://www.redadeldom.com>

## MEMBERSHIP

Public sector (3 Municipalities and 2 District Boards, Provincial Government, the local University, Agriculture Bank, Ministries of Environment and Agriculture); Private sector (Chamber of Commerce and Production, FONDESA, Federation of Farmers Committees, Cooperative Mamoncito, the milk Value Chain, INDENOR, Association of Producers of Bananas, Fruit and Vegetable); Social sector (Women Federation, Federation of Neighbourhood Committees, Union of Drivers, Diocesan Caritas, Ecological Society of Valverde and three development associations: two municipal and a district one).

**Year of constitution: 2010**

## RESULTS

During the last five years, ADELVA has created and consolidated over 500 jobs and assisted more than 100 micro and small enterprises.

It has driven prioritization process of local potential and reinforcement of value chains.

It has trained over 1,200 people to have skills and abilities improving their production and increasing opportunities for decent jobs.

It has contributed to sensitise more than 800 people (mainly young people) and their organizations (over 15), on the need to advance in the integrated management of solid waste, and has supported 150 technicians and producers to participate in activities for the promotion of clean and organic production.

With the establishment of the Investment Fund handled through the platform of a cooperative affiliated to ADELVA, it has enabled more than 300 entrepreneurs to become eligible for bank formal credit. The initiative has proven to be effective, achieving higher rates of return up to 95%, and opening possibilities to increase coverage

It has mobilized nearly one million dollars into a territory with over 50% of people living under relative poverty and 18% under extreme poverty.

#### INSTITUTIONAL AND RELATIONAL BUILDING

ADELVA has led the process of formulating the first strategic plan of the capital municipality and participated in the provincial initiatives for local development it has been efficiently working together with the Ministry of Agriculture with the aim of strengthening the processes related to the rural sector

It has supported two municipalities in implementing a "zero waste" pilot initiative and it is going to support a third one.

It created a "Human Rights Network" in Valverde and promoted the link with the Association of Mao Township Weavers.

It has accompanied the Federation of Women Mama Tingo to establish the Microcredit Fund that has served more than 150 women with loans of US \$ 200 on average; moreover, it has contributed to its financial sustainability.

Since 2010 ADELVA has been providing services to entities of civil society; in particular, it has been contributing to the institutionalisation of more than 10 entities. It has also supported 3 of these organisations in the project formulation through which they have had access to financial resources that benefited more than 8,000 people.

<http://www.adelboyaca.com>

DOMINICAN  
REPUBLIC

LEDAS @EXPO MILAN 2015 with KIP/ILS LEDA

ADETSEIBO (SEIBO PROVINCE)

#### MEMBERSHIP

Public sector: local administration of Prosoli, Provincial Government, Municipal Councils of El Seibo and Miches. Private sector: Mercedes Livestock Association, Adolfo Block, Cocoa Producers Associations, Education Team Women Estate (EEMUR), Polytechnic St. Fe y Alegría Cross, World Vision, National Evangelical University (Uneven), Progressing Programme Solidarity Federation of Agricultural Seibanas Boards

Year of constitution: 2009

#### RESULTS

The LEDA has supported the creation and development of value chains such as dairy, fruit, cacao and tourism, creating in the last year 60 new jobs.

Last year, ADETSEIBO made a national exhibition, in a shopping plaza in the capital, with 30 producers from different municipalities and districts. Thanks to this event the LEDA promoted their products, and established contacts with national trade actors.

Through the "One Village-One Product" project, it has carried on a territorial marketing strategy to promote the province.

The LEDA has trained three groups of 35 people each, through an inter-institutional arrangement with the Ministry of Industry and Trade. It has coordinated the elaboration of business plans with the support of local entrepreneurs.

During the last three years, ADETSEIBO has mobilized more than 30,000 USD, which have helped to increase the productivity of local micro and small enterprises.

ADETSEIBO is a structure committed to bring positive impact on its territory, through leading strategic plans at provincial and municipal level, and facilitating the coordination of the various actions and projects, according to the plans. The LEDA has promoted internationalization processes and has established cooperation initiatives with the Colombian LEDAs.

#### INSTITUTIONAL AND RELATIONAL BUILDING

ADETSEIBO has established a partnership with the central government, through the Ministry of Industry and Commerce, for implementing its policies for micro and small enterprises.

Through the national LEDA network (Red ADELDOM), it is working with the government to implement development programs in the province.

The LEDA is leading the creation of the Artisans Association of El Seibo, established with the aim of promoting a partnership for joint production.

[http:// www.adeldom.org](http://www.adeldom.org)

**MEMBERSHIP**

Autonomous Provincial Government of Carchi, a representative of the 6 counties of the Carchi province, Carchi Rural Parish Boards, Ministry of Industry and Productivity MIPRO, Chambers of Commerce, farmers, transportation workers, a representative of the NGOs present in the Province.

**Year of constitution: 2010**

**RESULTS**

ADECARCHI has:

- supported 27 associative microenterprises in rural areas, which employ about 81 people;
- developed projects "Carchi Emprende" aimed at promoting Community joint venture projects with the participation of at least 120 ideas;
- supported the youth entrepreneurship through training processes, where students are putting together a business plan of a specific idea to officially present at the youth entrepreneurship fair. Every year the LEDA is working with two educational establishments and approximately 220 students;
- strengthened commercial trade and production activity in the territory through the campaign "Take Carchi in the heart", which is aimed at boosting trade, in which approximately 1,800 commercial establishments in Tulcan participate;
- strengthened key links in the chain of dairy products, potatoes, fruit and coffee with 4 major companies (Mondel, Frito ley, Uyama and Café Galletti);
- supported projects aimed at recycling plastic (microenterprise formed by 11 families), agro tourism based on community farms (orchards) of agro ecological production;

From 2011 to date, the Agency trained about 2,200 people: technical community promoters farmers, traders, artisans, entrepreneurs, street vendors, women's groups, service providers, students and communitarian promoters, on topics related with the activity they are carrying out, self-esteem, leadership, gender and conservation of natural resources, entrepreneurship, partnerships, organizational strengthening, basic accounting, taxation, billing, business plans, project management, among others.

During the last four years, ADECARCHI has developed 12 projects for approximately a million and a half dollars.

**INSTITUTIONAL AND RELATIONAL BUILDING**

ADECARCHI has supported the creation and is member of the Provincial Coordination Committee of Carchi, a space for dialogue and inter-institutional consensus on the economic development of the territory, which also form part of the state sector as MAGAP, MIES, GADs in their different levels and other public-private actors working in the local development sector in the province.

The provincial government, in coordination with the LEDA has planned the short-term implementation of a youth entrepreneurship incubator, on technology issues, aimed at the young population of the province.

In relation with agro-productive topics, the LEDA is part of the technical tables of different production chains prioritized in the province (potatoes, milk, fruit, coffee, beans, etc.).

ADECARCHI participates permanently in different local, regional and national events (forums, roundtables, seminars, etc.) geared precisely to exchange experiences and opinions to share actions aimed to achieve the "Sumak Kawsay" or Good Living, having as an important tool to build the PDyOTs (Development Plans and Zoning) by all levels of the GADs.

[luischoa65@hotmail.com](mailto:luischoa65@hotmail.com)

**MEMBERSHIP**

Chamber of Small Industry of Pichincha, Institute of Social, Economic and Technological Development, National Polytechnic School, Government of the Province of Pichincha, North Business Association, United Nations Development Programme, Central University of Ecuador, Chamber of Craft of Quito, Chamber of Agriculture Area 1, Chamber of Construction of Quito, Pichincha Chamber of Industry, Ministry of Industry and Productivity, University of the Armed Forces.

**Year of constitution: 2005**

## RESULTS

In the past two years Conquito has facilitated formal employment to 893 youth (employment project), and to linked to formal employment 5,000 young people with Banco de Pichincha. In 2014 Conquito supported the creation of five innovative companies, through the methodology "Hackathones", an horizontal dynamic in order to develop innovative and efficient solutions quickly.

The Agency supported the elaboration of 626 projects, 44 enterprises in its initial development phase, and 8 enterprises with seed capital for an amount of USD \$ 59,600.

Conquito implemented the project Participatory Urban Agriculture, which establish 369 new Agricultural Production Units (UPAS), and strengthened 347 UPAS, with 45 certified organic UPAS, made 3 new open spaces for the marketing of organic products, and 846 organic fairs.

Moreover, Conquito has supported 852 players in the People's Solidarity Economy with technical assistance and training, 173 artisans by providing exhibition and marketing space for the coffee production chain, with 100 producers and 17 cafeterias. It has also provided training and technical assistance to 50 milk producers, to 2,441 informal traders, 150 urban recyclers, 100 employees of Empresa Electrica Quito, other 118 people, 117 SMEs on Social Responsibility, 139 independent Guayllabamba dealers (affected by a natural emergency).

CONQUITO has implemented the Seal of "Youth Employment", which is a recognition of public or private employers that are integrating young people between 18 and 29 years old. In 2015, 4 companies were recognized.

The agency organized "co-creation" events promoting innovative enterprises (as 3DS and Lean Start Up Machine), and launched the "Testing Lab", by signing the cooperation agreement Quicentro South-CONQUITO; through this agreement, entrepreneurs who are in the stage of prototyping and validation, will exhibit their products and maintain a rapprochement with potential customers.

In 2014 CONQUITO took part in the reforestation of 25 hectares, in conjunction with the Ministry of Environment, and, in coordination with the World Food Programme (WFP) and Hebrew Immigrant Aid Society (HIAS) - implemented a solidarity selling point of health and nutritional products aimed at the refugee population located in the area of Ophelia.

## INSTITUTIONAL AND RELATIONAL BUILDING

CONQUITO has supported the development of workshops for the reform of the Metropolitan Ordinance No. 333 on Social Responsibility as well as dialogue tables for the construction of a Sustainable and Responsible Territory: it also supported the re-establishment of the Metropolitan Council of Social Responsibility and launched the Network of Social Responsibility for employability and entrepreneurship.

In conjunction with the Academy, it activated the Quito Network, where entrepreneurship and innovation is promoted; moreover, it became a member of the Alliance for Entrepreneurship and Innovation AEI.

<http://www.conquito.org.ec>

**EL SALVADOR**

**LEDAS @EXPO MILAN 2015 with KIP/ILS LEDA**

**CHALATENANGO (CHALATENANGO DEPARTMENT)**

## MEMBERSHIP

Foundation for Socio-Economic Development and Restoration of the Environment, Cooperative Promotion Foundation, Salvadoran Foundation for Reconstruction and Development, National Association of Agricultural Workers, Foundation for Community Development Cooperation of El Salvador, Cooperative Association of Agricultural and Forestry Production, Fishery Municipal Association Santa Barbara, Fishery Municipal Association Quitasol, Fishery Municipal Association El Cobano, Fishery Municipal Association Brisas del Lago, Ecological Association of Chalatenango, "Agroindustrias Ganaderas Sociedad Anónima de Capital Variable".

**Year of constitution: 1993**

## RESULTS

In recent years, the LEDA created 500 jobs through the implemented projects and the created companies as well as financing to microenterprises through its credit program.

It created social enterprises, as well as Asociación de Pescadores del Cerrón Grande (ASPESGRA), Asociación de recicladores del municipio de Nueva Concepción, Fábrica de Hielo El Cobano, Envasadora de agua, Las Pilas.

ADEL Chalatenango assisted 150 microenterprises established thanks to the financial services program; it has also promoted and assisted the prioritized value chains of Chalatenango department: Traditional fishing, Vegetables, Handicrafts, Aquaculture, Dairy.

ADEL Chalatenango works with high priority on the issue of integrated management of solid waste involving 14 schools (600 students and 85 teachers), 9 Communities (with an average of 65 people organized into community committees) and Business Sector (40 owners and employees).



In particular, the LEDA has been working with 14 schools in the comprehensive management of solid waste, composting and implementation of school gardens; it has also organized recycling community committees.

Furthermore, it has provided technical assistance in drafting the environmental protection ordinance in the municipality of Nueva Concepción, implemented the project of solid waste integrated management in the municipality of Nueva Concepcion, and conducted studies on the waste impact on water and "Cormorán Duck" of Cerrón Grande.

During the past three years, ADEL Chalatenango trained 235 women, 200 men and 600 young people from schools.

Between 2009 and 2010, the LEDA has facilitated the channeling of resources to groups of farmers, through the Rural Modernization Program (PREMODER) of the Ministry of Agriculture (MAG).

In 2012, the LEDA managed the fund raising for the Ecosystem Restoration and landscapes Program - PREP, of the Ministry of Environment and Natural Resources - MARN, for investment in development projects in the Montaña micro-region.

ADEL Chalatenango has implemented projects for a total amount of approximately USD 1,600,000.

#### INSTITUTIONAL AND RELATIONAL BUILDING

The LEDA is strengthening the municipalities on environmental issues. It participates in departmental initiatives at the national levels, which have much impact on public policy as well as the Inter-Agency Committee of Cerrón Grande, the Cabinet department of Chalatenango, and the Organic Agriculture Movement of El Salvador

<http://www.adelchaltenango.org.sv/>

EL SALVADOR

LEDAS @EXPO MILAN 2015 with KIP/ILS LEDA

LA UNION (LA UNION DEPARTMENT)

#### MEMBERSHIP

ADEL La Union is composed of 30 members; they are articulated in 11 local governments, 11 associations, cooperatives, and 4 socio-economic/environmental organizations.

**Year of constitution: 2012**

#### RESULTS

Throughout 2014, ADEL La Union provided business, technological and financial advisory services to 301 micro and small enterprises and 50 women entrepreneurs. Thanks to these services, these businesses have increased their sales of more than USD 260,000.

The LEDA has supported the presentation of business plans for 12 companies, providing loans for USD 898,950.00; it has also mobilized financial resources for small producers with a value of USD 424,156.00.

It has participated in the project aimed at creating a bi-national organization (El Salvador-Honduras) protecting the Guascorán River, in cooperation with LEDA Morazán (El Salvador), LEDA Valle (Honduras) and other public and private stakeholders of the two countries.

The LEDA strengthened the capacities of 32 territorial actors by implementing a diploma in Local Economic Development, where knowledge about the importance of protecting the environment was transferred in order to promote sustainable territorial development.

ADEL La Union has trained 470 MYPES on issues related to finance business, technology, leadership, citizen participation, teamwork, among others.

Since June 2014, ADEL La Union runs the project "Impact of Migration in the Economic Development" in the Municipalities of Conchagua Intipucá and El Carmen, through which the chains of tourism and fishing are being strengthened, with a focus on economic and environmental sustainability.

The LEDA has signed an agreement with the National Commission for Micro and Small Enterprises-CONAMYPE to establish the Center for Development of Micro and Small Enterprises aimed at implementing initiatives towards entrepreneurship development; it has also signed an agreement with the DEMUCA Foundation implementing the project "Promoting tourism development in the Gulf of Fonseca".

During the past two years, the LEDA has executed projects for a value of more than USD 430,000.

ADEL La Union has supported the development of project proposals for the associative groups of the department, most of whom had no previous experience in design and project management; it has elaborated 11 project proposals for the contest "Productive Development Funds (FONDPRO)" organized by the Ministry of Economy for cooperative agricultural and fisheries sector.

<http://www.adellaunion.org>

**MEMBERSHIP**

ADEL Morazán membership consists of private sector organizations, including NGOs, grassroots producers (cooperatives, community development associations) and individuals. LEDA has institutional agreements signed with local government

**Year of constitution: 1993**

**RESULTS**

ADEL Morazán has supported and keeps supporting 7 value chains that enable integration and coordination of economic and productive sub-sectors.

In the last three years the LEDA has assisted 490 micro and small enterprises, benefiting more than 2,000 people per year. This has generated a sales increase of at least 15% annually,

It works with young people, both school students and young people who do not study in rural areas, in order to create employment opportunities and income, and to reduce migration.

It is carrying out a program for the Salvadoran people resident abroad (mainly in USA), through which it favours their investment either in the United States for promoting nostalgic trade, and in the department, in cooperation with the Coordination Committee of Salvadorians in United States - COTSA

It supports the Water and Environmental Forum in favour of the Rio Torola.

In the last five years, the LEDA has executed projects that have mobilized more than about 6 million USD.

**INSTITUTIONAL AND RELATIONAL BUILDING**

ADEL Morazán created, in 2000, its own Micro Finance Institution "AMC", whose profits are invested in activities aimed at promoting socio-economic development in the territory. AMC currently has more than 10,000 customers, 12,000 outstanding loans, 17 service points nationwide, 140 employees and a portfolio of over \$ 20 million at December 2014. In the last five years AMC has expanded coverage to USA

It created in 2007 the Service Centre for Women's Entrepreneurship (CSEM).

It participates and is leading actor in strategic decision-making spaces.

Locally the LEDA is part of the Stakeholder System for the Development of Morazán, which is further comprised of Citizens Coalition Morazán, Office of Departmental Management and Departmental Council of Mayors.

It has collaborated with the Government to implement its policies for micro and small enterprises in the department, through the establishment of the Ministry of Economy Centre for the Development of Micro and Small Enterprises (CDMYPE), Honduras and Nicaragua.

[www.adelmorazan.org](http://www.adelmorazan.org)

**MEMBERSHIP**

Members: thirty-six members composed of eleven local governments, eight local associations, four private sector entities and twelve NGOs.

**Year of constitution: 2004**

**RESULTS**

ADEL Sonsonate has empowered 20.862 direct jobs in the microenterprise sector, benefiting indirectly about 104.310 people in the Department, in trade, craft, agricultural, and service sectors.

It has formed cooperatives, which have been winners of grant funds from the central government of El Salvador, self-managing resources and positioning. For this reason, the LEDA is being perceived as an entity that generates changes in thinking and economic autonomy.

Currently the LEDA is developing actions to enhance local tourism, with a vision of cultural respect, offering the possibility of progress for the indigenous communities of the Department, as a new form of comprehensive employment combining, knowledge, environment and cultural identity, and using local territorial marketing processes.

The LEDA is raising awareness of the importance of climate change and the protection of water resources, in five municipalities, through synergies between local NGOs and local governments, which are LEDA members.

The LEDA is setting up new family economic units engaged in recycling paper, plastic and other materials, and producing from them handicrafts sold in the local and departmental market.

ADEL Sonsonate is strengthening women's economic autonomy allowing them to have impact that is more political and demanding rights that benefits their conditions. The LEDA is doing that through the Business Service Centre for Women, sponsored by UNWOMEN-MYDEL.

The LEDA is implementing a microcredit program established by trust funds, from the Italian Cooperation, UN WOMEN and IAF. Those funds have been used to generate institutional sustainability and provide to the population non-financial services oriented to knowledge, entrepreneurial support, organization, legalization and productive improvement. The funds have also been used for micro and small enterprises, excluded from the formal financial circuit, providing credits from 100 to 1500 USD, for a total of 1,250,649.10 USD.

It has implemented seventeen projects and technical services that have led an investment of \$ 2,452,253.34, used to perform actions for departmental economic revitalization, especially to enhance knowledge management for women, men and youth of the microenterprise sector.

#### INSTITUTIONAL AND RELATIONAL BUILDING

The LEDA supports the Network of Entrepreneurs at the departmental level, that bring together two hundred and fifty people (self-managing their own resources), strengthening marketing and exchanges with other organizations at national and international levels; this contributes to improve the living conditions of the population.

The LEDA has fostered a departmental tourism table made by public and private stakeholders. It has also supported and strengthened local governments in implementing public policy in favor of the microenterprise sector.

The LEDA has played a key role in promoting and developing a strategy for tourism in the department, through the establishment of a departmental tourism table.

<http://www.adelsonsonate.com>

GUATEMALA

LEDAS @EXPO MILAN 2015 with KIP/ILS LEDA

ASDECOHUE (HUEHUETENANGO DEPARTMENT)

#### MEMBERSHIP

ASDECOHUE members are cooperatives, associations and solidarity groups of different producers, mostly in rural areas of the departments of Huehuetenango and El Quiché.

**Year of constitution: 1993**

#### RESULTS

ASDECOHUE encourages and supports the participation of farmers and producers in trade fairs, business conferences, in order to highlight and promote the marketing of various local typical products such as coffee, honey, vegetables, pink hibiscus, peanuts, crafts, pottery, edible mushrooms and sausages.

The LEDA has promoted and supported three main value chains: coffee, mushrooms and vegetables.

In these processes, it has supported over 250 micro and small enterprises and cooperatives, providing more than 500 jobs.

Through the Business Service Centre for Women and Youth - CSEM – the Leda supported the constitution and legalization of the Network of Women Entrepreneurs of Huehuetenango, which is comprised of 32 organizations, with a total of 650 associates engaged in various economic activities: meats, peanut processing, Jamaica pink, edible mushrooms, vegetables, bakeries, trade, crafts, candle making, roasted and ground coffee, clothing apparel, small grocery stores.

ASDECOHUE has facilitated the participation of affiliated groups to the first national fair trade event that took place in 2010, in Chimaltenango.

The LEDA has implemented two projects on environmental protection.

An action for facilitating loans for more than 400 USD was carried out in the framework of the "fight against poverty and social exclusion" and "Women and local economic development (Mydel)" programs.

The LEDA implemented projects for a total value above 1,200,000 USD.

#### INSTITUTIONAL AND RELATIONAL BUILDING

The LEDA has advocacy within the Commission for Women Departmental Development Council of Huehuetenango and the Municipal Women's Offices of Municipal Development Councils of 27 municipalities in the department of Huehuetenango.

The LEDA participates in the Committee on Economic Development, Tourism, Environment and Natural Resources - COFETARN - and contributes to the design, proposal and approval of departmental economic development policy of Huehuetenango.

ADEL ASDECOHUE is integrating and coordinating the "Guatemala Chapter", the Mexico-Guatemala cross-border working group, formed by NGOs part, CSOs, human rights autonomous entities, whose objectives are to support, watch, and defend the human rights of migrants, and advocate before the authorities of the two countries.

23 municipal CSEM branches for women were created, and they are members of the Municipal development councils.

<http://csem.jimdo.com>



#### MEMBERSHIP

**Public sector:** municipalities of Aramecina, Caridad, Alianza, Goascoran, Langué, San Lorenzo, Valle Departmental Government, SAG, INFOP, SERNA; **Private sector:** CODESSE SUR, ACAN, EAPI, Regantes del valle de Nacaome, AHMUC, COMISTAL, UNC, ADCV; **Social sector:** CODDEFFAGOLF, FUNDER, CARITAS, FUNDACIÓN VIDA, FUNDACIÓN SIMIENTE.

**Year of constitution: 2003**

#### RESULTS

During the last years, ADED Valle has created 22280 jobs, and 15 enterprises; it has provided support to 70 micro and small businesses, and to 7 Social enterprises. It has promoted and assisted six value chains: sesame, cashew, various fruit, dairy, honey and tourism (which involves fishing and crafts). It has also trained 858 people (630 women), and has strengthened 35 rural banks in the department.

ADED Valle is managing a Service Center for Women's Entrepreneurship (CSEM/ADED Valle) which is responsible to attend fully the demands of women entrepreneurs. Through the CSEM, 3 youth networks in environmental, social and economic issues have been created. In addition, the LEDA has the CDEMIPYME Development Center of Micro, Small and Medium Enterprises, in agreement with the Ministry of Economy.

The agency has supported its partner municipalities in the implementation of municipal development plans. It has conducted a pilot solid waste management project promoting female entrepreneurship and supporting environmental protection.

ADED VALLE has created AMC Créditos Honduras, in partnership with ADEL Morazán (from El Salvador), a financial institution that facilitates access to credit for disadvantaged people.

It has executed projects for a value of 1,300,000 USD, for the binational co-development, women support, environmental safeguard, capacity building for the public and private sectors, innovative financial systems.

#### INSTITUTIONAL AND RELATIONAL BUILDING

ADED VALLE has coordinated local economic development table of the Fonseca Gulf region and participated to the tables of Gender, Food Security, Education, Health, Culture and Transparency regarding the Region 13 of Fonseca Gulf.

Currently the LEDA is initiating a process of creating Local Economic Development Units (UDEL) in partner municipalities.

ADED Valle holds the presidency of the "Bajo Goascoran basin" Council, which is a transboundary basin; these watershed councils are created within the framework of the general law of Honduras water; it is also part of the Binational Group Manager El Salvador-Honduras, where cross-border actions are performed mainly in coordination with ADEL Morazán and ADEL La Unión in El Salvador.

ADED Valle is part of the assembly of Region 13 Council of Fonseca Gulf, in the framework of the National Plan (2010-2022) Country Vision (2010-2038), acting in its actions within them; it has been actively participating and impacting in the various sectoral committees and, since the beginning, proposing the creation of the Local Economic Development table, which today the LEDA is part of, and has been coordinating for two years.

ADED Valle has a collaborative agreement with the National Vocational Training Institute - INFOP, which is one of the founding partners of the LEDA and is the technical arm in vocational training issues for ADED Valle and its structures.

<https://adedvalle.wordpress.com/>

INDIA

LEDAS @EXPO MILAN 2015 with KIP/ILS LEDA

LOCAL ECONOMIC DEVELOPMENT SOCIETY (KERALA STATE)

MEMBERSHIP

17 members with backgrounds in rural development, poverty alleviation, value chain development and marketing.

Year of constitution: 2010

RESULTS

During the last five years, LEDS has supported 8200 economically challenged women – belonging to below-poverty-line households, fisherwomen, tribal etc. - to start and operate their microenterprises as self-employment ventures.

LEDS has also helped organise more than 15,000 small and marginal farmers – Coconut, coffee, and cashew- to form their Cooperatives and producer companies; and helped them to market their products in the regional, national and international markets

A cumulative business volume of 540 million Indian rupees is generated by the enterprises and collectives positioned by LEDS.

LEDS has been instrumental in strengthening local economic development in Kerala by positioning local-to-local women-only value chains. The Christened 'Homeshop' value chain brought together 2700 women from over 90 village communities to form self-help-groups (SHGs) engaged in the production and marketing of farm produce and other goods required for consumption by the local community. This value chain provided livelihood opportunities to the poor women producers and sellers, fresh & pure products to the local consumers, and stimulated the local economies in the process.

LEDS has also helped small farmers to collectivise, form Cooperatives & companies, and explore markets employing market-oriented strategies.

It has organised 24 entrepreneur development programmes (EDPs), 47 skill development programmes and 54 marketing training programme for women entrepreneurs, farmers and their collectives.

INSTITUTIONAL AND RELATIONAL BUILDING

LEDS works together with the Indian government, Kerala state government, local governments and non- governmental organisations towards designing, implementation and monitoring of various livelihood projects involving vulnerable communities. It is an associate of various agencies such Kerala State Planning Board, State Poverty Eradication Mission, Indian Small Farmers Agri-business Consortium, Coconut Development Board of India, etc.

LEDS has helped seven 'panchayats' (local self-governments) to formulate development plans for their villages and towns.

<http://www.ledsonnet.com>

LEBANON

LEDAS @EXPO MILAN 2015 with KIP/ILS LEDA

ALEDA (SOUTHERN SUBURBS OF BEIRUT)

MEMBERSHIP

Seven municipalities: Haret hreik, Gbayreh, Chiah, Hazmieh, Mrayjeh, Furn El Chebbak, Buruj Al Barajneh; six representatives from the private sector; including head of traders' council in Chiah, School Principle, Head of Ouzaii Harbor and associates from Strategic Research Center.

Year of constitution: 2011

RESULTS

ALEDA has created a Mobile Market for provisioning and crafts, where more than 100 associations, cooperatives and more than 150 individuals have been exposing their products.

ALEDA has prepared clear and easy guidelines for helping entrepreneurs to improve their performance (Business Plan Template).

ALEDA has facilitated links between 73 companies and major commercial enterprises as well as between 23 companies' directors and the University for expanding their contacts and cooperation initiatives with students

One of the strategic ALEDA service is the support for job creation and access, through monitoring demand and supply, posting vacancies on the ALEDA website, maintaining continuous relationships with major companies and universities.

In this framework, ALEDA has supported the creation of 139 job opportunities and 600 self-sufficiency opportunities.

ALEDA has received in its office 95 jobseekers that were assisted in their job application process; 34 jobs application requested by the companies were followed up and 13 people were accompanied in matching them.

In 2015, it prepared projects for supporting the footwear sector, the artisans, and the Ouzai fishermen harbour.

#### INSTITUTIONAL AND RELATIONAL BUILDING

The pressure of the local actors involved in the ALEDA creation process, allowed the government endorsement for the legal institutionalisation of the LEDAs in Lebanon.

ALEDA is the main and first concrete instrument that is facilitating the dialogue between the 11 municipalities of the area, the private and public sectors; it is coordinating their common actions for facing the emergent territorial problems related to jobs, incomes, planning, environmental safeguard, and economic revival.

Its presence has allowed a relevant change in the municipal localist vision towards more comprehensive and sustainable solutions.

ALEDA has strengthened the Haret Hreik Training & Vocational Rehabilitation Centre for delivering training about the food processing, sewing, crafts, mobiles and computers sectors.

The Haret Hreik Training & Rehabilitation Centre was launched in 2010, with the support of UNDP & SIDA (Sweden International Development Agency), as the first step to face unemployment and dropout, building capacity for women and youth in the area. Since then, 3500 persons had been trained in 23 different sectors like food processing, tailoring, soaps, sweets, hard craft, aerobics, cell phones, and electricity.

<http://www.aledabss.org>

LEBANON

LEDAS @EXPO MILAN 2015 with KIP/ILS LEDA

NORTH LEBANON

#### MEMBERSHIP

Chamber of commerce, Federation of Dannieh Municipalities, Livestock Husbandry and Feed Cultivation Cooperative in Akkar, Federation of Jurd Al Kayteh Municipalities, COOP Beekeepers in Beit Al Faks in Dannieh, ECDAR NGO, Social Movement NGO

Year of constitution: 2011

#### RESULTS

- Support to 1000 beneficiaries that include 1000 families in order to invest in the poultry sector.
- Support to 2 agro-food cooperatives in Akkar, mainly 860 farmers on different levels: marketing strategy, new production line, technical assessment, bill of penalties and technical specification for new equipment.
- Providing goats and trainings on Good Agricultural Practices (GAP) for the Most Vulnerable (MV) farmers in the area.
- Support to the marketing strategy of the olive oil sector in Dreib area in Akkar.
- Support to the potato and leafy green sub sectors through 4 cooperatives which consists of approximately 150 farmers, elaboration of vocational training curriculum adopted by the Ministry of Agriculture all over Lebanon.
- Support to cow breeders by providing them with awareness sessions and distribution of tool kits to 943 Providing vocational trainings for 100 youth: support to employment by 20% and support to start up business by 22%
- Support to breeders for improving the quality and quantity production with a focus of the hygiene level and quality control of the products.
- Access to finance fair in Tal Abbas area in Akkar for 150 farmers: we gathered the farmers with banks' representatives in order for them to learn about loans and how to use them for their investments.
- Between 2011 and 2015, the North LEDA has executed around 15 projects, in addition to small projects, proposals to municipalities and consultancy services

#### INSTITUTIONAL AND RELATIONAL BUILDING

- Empowerment of the newly established Cooperatives of Sahel and Dreib in Akkar, North Lebanon - by providing technical support.
- Support to the Ministry of Agriculture in its mandate in vocational trainings by drafting a specific module: curriculum for potato and leafy green.
- Support to the establishment of the National Beekeeping Forum for identifying the challenge of this sector and to draft a national strategy

<http://www.north-leda.org>



## MEMBERSHIP

Public Sector: Chamber of commerce, industry and agriculture in Sidon, Tyre Union of Municipalities of Tyre and Caza; Jabal Amel Union of Municipalities / Marjyoun Caza, Al Arqoub Union of Municipalities / Hassbaya Caza, Jabal EL Rihan Union of Municipalities/Jezzin Caza; Private Sector: Beekeepers cooperative in Jabal Amel, Citrus, banana, and tropical fruits' growers cooperative, Syndicate of livestock and poultry husbandry, Labor federation for syndicates in south Lebanon, Union of regional cooperatives in south Lebanon and Nabatieh (AL Ared), Jihad AL Binaa Development association, Der Qanoun Rs El Ain Agricultural Cooperative, Syndicate of fishermen in the south.

**Year of constitution: 2011**

## RESULTS

During the last 2 years, the LEDA has created more than 50 jobs, supported more than 10 SMEs (providing direct technical assistance), created 2 value chains (traditional agro-food industry and handicrafts) and facilitated 16 business loans.

The LEDA is promoting the investment in agriculture and farming projects with no (or little) impact on the environment; the prioritized products are: strawberries, mushrooms, endive, cherry tomatoes, dairy processing, aqua culture, and asparagus.

In addition, the LEDA has organized and participated in many marketing exhibitions, facilitating marketing services and opportunities for women cooperatives, and increasing their income.

The LEDA is a territorial leader structure for coordinating and leading strategic plans at the municipal and regional level, executing them partially or totally, and facilitating the coordination of the various actions and projects. The LEDA has supported and collaborated in the development of South Lebanon Strategic Plan together with the ministry of agriculture.

When possible, the LEDA facilitates access to finance for entrepreneurs in difficulty, utilising the available national and international SME finance programs. This has happened in 16 cases, during the last 2 years.

In the last 2 years, it has trained 150 people (120 of them women) providing them professional skills (job market analysing, business plan preparation, business management, quality control, etc.).

The LEDA has contributed to realise and manage (with the support of UNDP) the quality control and packaging centre (QCPC), which is collecting the cooperatives products, taking samples, analysing and testing the samples in LARI (Lebanese Agriculture Research Institute) for quality certificate, packaging, labelling (HILLS brand name) and marketing the products of the women cooperatives.

## INSTITUTIONAL AND RELATIONAL BUILDING

During the last 4 years, with the support of UNDP and the participation of women cooperatives, the LEDA has been supporting the establishment of the Centre for agro-food and handicraft products providing quality controls, packaging and marketing services.

The LEDA has established partnerships with the national Government, the Ministry of Agriculture and the Chamber of Commerce; in this way, it is influencing their plans for the South Lebanon.

The LEDA is part of the national agriculture strategy along with the Ministry of Agriculture in Lebanon.

The LEDA has supported the institutionalization and community integration of 22 women cooperatives from different regions in South Lebanon, providing them professional skills in agro-food industry and handicrafts, quality control, international standards, supporting the marketing strategy, and generating incomes.

[http:// www.leda-sl.org](http://www.leda-sl.org)

## MEMBERSHIP

Public institutions: local authorities, chamber of crafts, chamber of commerce, training centre, government projects; Private sector: enterprises for local products transformations, services companies, business association, farmers, poultry farmers, banks; Social sector: NGOs, women's networks, women's groups, youth organizations, micro finance institutes.

**Year of constitution: 2015**

## RESULTS

CIDES PIKINE supports the local population, the entrepreneurs, and all the other local actors in articulating and strengthening the value chains prioritised for competitive, sustainable, fair, and inclusive regional development, such as poultry, horticulture, handcraft, fishing, ITC, fruits and vegetables, culture, leather.

CIDES PIKINE has been created with the aim of enabling the economic inclusion of the women and young people into the mainstream economy. This part of the population is the major beneficiary from the CIDES actions.

CIDES PIKINE operates for strengthening the private and public local institutions, and enabling coordination and synergies among them.

It is also reference for other important institution related to socio-economic issues at local, national, and international level.

CIDESS PIKINE considers the environmental issues as basic component of all its initiatives, programs, and projects, and works for increasing awareness, enhancing green economy, clean energy, and sustainable tourism.

CIDES PIKINE is linked to various credit programs in the area, promoted by the national Government and, through it, facilitates its target customer's access to credit and finance

#### INSTITUTIONAL AND RELATIONAL BUILDING

CIDES PIKINE is born in the framework of a national policy of the Ministry of "women, children and feminine inner" that has facilitated its establishment for improving the effectiveness and efficiency of the public policy execution at local level.

The Ministry considers CIDES PIKINE and its "sister structure", CIDES SALOUM, as a national pilot experience, on which build a national program for spreading it all-over the country

CIDES PIKINE is recognised to be a reference institution for implementing local economic initiatives, and projects, both by the local population, and from local and national administrations, as demonstrated by the interest and commitments provided during the creation process.

SENEGAL

LEDAS @EXPO MILAN 2015 with KIP/ILS LEDA

CIDES SALOUM (KAOLACK REGION)

#### MEMBERSHIP

Public sector: local government, local authorities, universities, chambers; Private sector: economic interest group, cooperative, producers' organization breeder, micro finance institution, private training institutes; Social sector: women's organizations, youth organizations, non-governmental organizations

**Year of constitution: 2015**

#### RESULTS

CIDES SALOUM supports the local population, the entrepreneurs, and all the other local actors in articulating and strengthening the main value chains prioritised for competitive, sustainable, fair, and inclusive regional development, such as beekeeping, peanut, corn, milk, meat, vegetables, and salt.

It provides comprehensive technical assistance for creating and improving businesses, promoting local networks and links at national and international level, marketing support, and assistance for accessing to finance.

CIDESS SALOUM considers the environmental issues as basic component of all its initiatives, programs, and projects, and works for increasing awareness, enhancing green economy, clean energy, and sustainable tourism.

CIDES SALOUM has been created with the aim of enabling the economic inclusion of the women and young people into the mainstream economy. This part of the population is the major beneficiary from the CIDES actions.

CIDES SALOUM is linked to various credit programs in the area, promoted by the national Government, and through it facilitates its target customer's access to credit and finance.

CIDES SALOUM operates for strengthening the private and public local institutions, and enabling coordination and synergies among them.

It is also reference for other important institution related to socio-economic issues local, national, and international actors are interested to promote in the region, as it happen, for instance, with the proposal of the incubator.

#### INSTITUTIONAL AND RELATIONAL BUILDING

CIDES SALOUM is recognised to be a reference institution for implementing local economic initiatives, and projects, either by the local population, and from local and national administrations, as demonstrated by the interest and commitments provided during the creation process.

CIDES SALOUM is born in the framework of a national policy of the Ministry of "women, children and feminine inner" that has facilitated its establishment for improving the effectiveness and efficiency of the public policy execution at local level.

The Ministry considers CIDES SALOUM and its sister CIDES PIKINE national pilot experience, on which build a national program for spreading it all-over the country.

SERBIA

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ALMA MONS (PROVINCE OF VOJVODINA)

## MEMBERSHIP

23 public and private institutions and organizations of AP Vojvodina, involving Government of Vojvodina, City of Novi Sad, University of Novi Sad, Nacional employment office, Novi Sad Chamber of Commerce, Association of craftsmen, municipalities, banks, public companies, NGOs..

**Year of constitution: 2001**

## RESULTS

Alma Mons has been continuously strengthening small and medium business innovations, supporting value chains, such as tourism, agriculture, transport, enhancing women entrepreneurship, within a strategic approach on local economic sustainable development

It has provided services to more than 1500 SME and potential entrepreneurs, in order to facilitate their access into the formal economic circuit.

Alma Mons supports the women start-ups and has helped the creation of 200 enterprises, owed by women.

Alma Mons has trained 1700 entrepreneurs, improving their entrepreneurial skills.

Alma Mons has implemented two regional projects led by Municipalities of Kula and Žabalj, focused on the promotion of renewable energy sources and introduction of efficient energy management systems at local level.

Alma Mons has facilitated entrepreneurs to access more than 7 million EUR of loans/subsidies. The financial support was provided through to national and regional development funds, banks portfolio, as well as guarantee funds.

Alma Mons uses a dedicated Guarantee Fund (established in 2004 with UNOPS and local bank), as a unique guarantee fund of this type, provided approx. 0,5 mil EUR of credits to SME and potential entrepreneurs, with no access to the traditional banking circuits. Alma Mons is also partner in the Guarantee fund of AP Vojvodina financial line for women entrepreneurs on going since 2008. More than 1,5 mil. EUR of loans were provided to women in the start-up phase of their businesses. The return rate of these credits is very close to 100%.

Alma Mons implemented many projects for an amount EUR 2,5 million through a wide network of local and European partners.

## INSTITUTIONAL AND RELATIONAL BUILDING

Alma Mons is cooperating with the National Agency for Regional Development in the implementation of the mentoring program for SME.

Alma Mons has facilitated the foundation of regional clusters (VOICT, VMC, ECOPANONIA; Fruška Gora winemakers and viticulturists cluster Alma Mons, Fruška gora apple cluster, Maritime cluster of Serbia) and acts as service/project provider and support to operations for agriculture and maritime clusters

Alma Mons managed the elaboration of the strategic development plans of Apatin and Bač Municipalities, participated in the strategic planning of Novi Sad economic development as well as in the plan for Agriculture development of Bački Petrovac. In these frameworks the LEDA has promoted the introduction of new territorial development instruments such as the territorial pacts).

Alma Mons has participated in the creation of the eco-innovative wastewater treatment plant and realized an awareness raising seminars in Subotica, Sombor and Novi Sad.

<http://www.almamoms.rs>

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REDASP (ŠUMADIJE AND POMORAVLJE REGION)

SERBIA

## MEMBERSHIP

Regional Chamber of Commerce Kragujevac, Municipality of Arandelovac, Municipality of Batočina, Municipality of Knić, City of Kragujevac, Municipality Lapovo, Municipality of Rača, Municipality of Topola, Municipality of Despotovac, Municipality of Rekovac, Municipality of Svilajnac, Association of Private Entrepreneurs "Šumadija", General Union of entrepreneurs "Sloga, NGO "The heritage and future Arandelovac1859".

**Year of constitution: 2002**

## RESULTS

In the last 5 years, REDASP has provided support to over 3.000 SME and to 7 clusters.

REDASP is a key actor of the Region in the elaboration and implementation of regional and local strategic plans and sectorial strategies, closely collaborating with all relevant local regional and national stakeholders.

In the last five years the Agency has supported the "Zero Emission Network in Serbia", whose founder, Ifas Institute - Germany and GIZ, in order to raise awareness of the importance of environmental protection and use of renewable energy sources.

Successfully implemented the project LEGEND (Low Enthalpy Geothermal Energy Demonstration cases for Energy Efficient Building and Adriatic area), in the framework of the IPA Adriatic CBC Programme 2007 – 2013.

REDASP is coordinating the implementation of major regional Water Supply and Urban Waste Water project in Pomoravlje District.

It provides trainings (over 3.000 people) and business advisory for unemployed people and redundant workers.

It designed microcredit program for women entrepreneurs, supporting the establishment of 20 businesses.

It has reduced the level of social vulnerability of over 200 refugees and displaced persons on the territory of Kragujevac through self-employment.

REDASP continuously supports rural population by providing assistance in accessing rural development programmes, organizing seminars and trainings, establishing cooperatives and Local Action Groups. It is estimated that over 12.000 people have been reached through various actions.

REDASP has a portfolio of over 40 projects, in total value of over 35 million Euro.

#### **INSTITUTIONAL AND RELATIONAL BUILDING**

REDASP cooperates with the Ministries of Economy, Agriculture, Forestry and Water Management, National Regional Development Agency, National Employment Office, National office for European Integration in the programming processes, as well in the implementation of various national programmes in the territory of the region.

REDASP has established Local Economic Development Units at municipal level, and improved their capacities of stimulating socio-economic development in Šumadija and Pomoravlje.

REDASP is coordinating implementation of regional sustainable development strategy through a regional commission for implementation composed of representatives of key local and regional stakeholders.

The Agency has established two Local Action Groups, a Business Innovation Centre.

[www.redasp.org.sr](http://www.redasp.org.sr)

**100 GOOD PRACTICES FROM LOCAL  
ECONOMIC DEVELOPMENT AGENCIES  
CANDIDATES TO THE ILS LEDA AWARD  
AT EXPO MILAN 2015**

GOVERNANCE	
AULEDA (ALBANIA)	<b>TOURISM NATIONAL STRATEGY</b> The LEDA participates to the National Working Group for the new national strategy of tourism.
TEULEDA (ALBANIA)	<b>REGIONAL DEVELOPMENT PLAN</b> TEULEDA is a territorial leader structure for coordinating and leading strategic plans, with particular reference to the strategic plan for sustainable tourism at the regional level; in particular, TEULEDA has partially executed the touristic strategic plan, facilitating the coordination of the various actions and projects.
ZAPATOSA (COLOMBIA)	<b>ENVIRONMENTAL MANAGEMENT PLAN</b> The LEDA has led the thematic working groups in the Swampy Complex in Zapatosa, which drove the creation of a joint commission FOR the Environmental Corporation of Cesar and Magdalena. The commission has finally adopted the Environmental Management Swamp Plan for both departments.
GAL VALLETENZANO COLOMBIA	<b>REGIONAL DEVELOPMENT PLAN</b> The GAL has developed and contributes to the implementation of Valle de Tenza regional development plan, which has served as input for the elaboration of the municipal development and management plan of CORPOCHIVOR region. The LEDA has developed the tourism plan, which has served as input for the structuring a public policy on departmental sustainable tourism.
BRUT NOVA COLOMBIA	<b>PARTICIPATORY CONCERTATION FOR A SUSTAINABLE PLANNING</b> Through the constitution of the local sectoral committee (general technical committee and a steering committee), and the creation of the LEDA, a strategic departmental public policy, was built in a participatory way, with a territorial, human and sustainable approach. It includes three strategies: 1. Strengthening the capacities and conditions for promoting local development, 2. Evaluation of assets based on identity/personality as territorial development factors, and 3. Strengthening the territorial capital. The Departmental Development Plan has guided five municipal plans 2012- 2015.
BRUT NOVA COLOMBIA	<b>FOOD SECURITY</b> Support to the establishment of the Departmental Public Policy on Food and Nutrition Sovereignty, mainly in its component: "Availability, Environment, Quality and Safety Supply".
ADETSEIBO DOMINICAN REPUBLIC	<b>NATIONAL PARTNERSHIP</b> ADETSEIBO has established a partnership with the central government, through the Ministry of Industry and Commerce, for implementing its policies for micro and small enterprises.
MORAZAN EL SALVADOR	<b>ECONOMIC AND PRODUCTIVE DEVELOPMENT FORUM</b> The Forum is a space for participation, consultation and coordination of key sub-sectors of the Department of Morazán (agave, coffee, vegetables, beekeeping, crafts, farming and tourism), which allows producers and businesspeople to directly manage their development from identifying the problem, finding solutions and implementing development strategies. Performance The functioning of the Forum is based on a networking of all those representatives of the 7 sub-productive economic sectors of Morazán department, considering that only a participatory approach, involving the motivation of all people, can bring an improved sustainable development (understood as productivity, competitiveness, innovation, conservation of natural resources, gender equality, etc.) of the sub-sectors.
MORAZAN EL SALVADOR	<b>NATIONAL PARTNERSHIP</b> The LEDA has collaborated with the Government to implement its policies for micro and small enterprises in the department, through the establishment of the Ministry of Economy Centre for the Development of Micro and Small Enterprises (CEDEMYPE).
ALEDA LEBANON	<b>TERRITORIAL COHESION</b> ALEDA is the main and first concrete instrument that is facilitating a permanent dialogue between the 11 municipalities of the area, the private and public sectors; it is coordinating their common actions for facing the emergent territorial problems related to jobs, incomes, planning, environmental safeguard, and economic revival. Its presence has allowed a relevant change in the municipal localist vision towards more comprehensive and sustainable solutions.
ALEDA LEBANON	<b>NATIONAL IMPACT</b> The pressure of the local actors involved in the ALEDA creation process, allowed the government endorsement for the legal institutionalization of the LEDAs in Lebanon.
CIDES PIKINE SENEGAL	<b>NATIONAL POLICY FOR A LEDA</b> CIDES PIKINE has been created in the framework of the national policy for combating poverty, and supporting social inclusion of women and young people in the economic circuit.
CIDES SALOUM SENEGAL	<b>NATIONAL POLICY FOR A LEDA</b> CIDES PIKINE has been created in the framework of the national policy for combating poverty, and supporting social inclusion of women and young people in the economic circuit.
ALMA MONS SERBIA	<b>TERRITORIAL PACT</b> ALMA MONS represented the platform for introducing new territorial development instruments – territorial pacts for employment and decentralized cooperation programmes between Italian institutions and regions and Vojvodina municipalities (projects I.N.E.P.S and PRICES).
REDASP SERBIA	<b>MUNICIPAL LED OFFICES</b> REDASP has established Local Economic Development Units at municipal level, and improved their capacities of stimulating socio-economic development in Šumadija and Pomoravlje.
OUANAMINTE HAITI	<b>CREATION OF A LEDA IN A POOR BORDER AREA</b> The process for creating the LEDA has been the occasion for a renovated local cohesion and possibilities for common actions between the local actors for promoting fair and inclusive district development.
LEDS	<b>GOVERNANCE</b>



KERALA INDIA	LEDS has established a three-tier governance structure for its small producer collectives - Self Help groups (SHGs) at villages, Federations of SHGs at provincial levels, and Producer Companies at the state level.
LA UNION EL SALVADOR	<b>COORDINATION BETWEEN LOCAL DEVELOPMENT AND NATIONAL POLICIES</b> ADEL La Union has established agreements and relations with public policies and programs that promote the economic development of the territory. In particular: 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.
<b>HEALTHY FOOD</b>	
TEULEDA ALBANIA	<b>ECO FOOD AND TOURISM</b> TEULEDA has been supporting the development of prioritized sectors such as tourism, agriculture, with a value chain approach, realizing territorial marketing, promoting the cultural heritage of Shkodra, improving the quality control laboratory.
AULEDA ALBANIA	<b>MINIATURE MOBILE PROCESSING FACTORY</b> Technology in miniature refers to moving factories that go close to the farmers and process agricultural products and livestock in fresh and natural condition. These moving factories occupy a wide range of products to transform fruit processing sector to fresh fruit juices, jellies and marmalades, olive processing of olive to oil and the olive paste, the processing sector of milk to cheese and other dairy by-products and the processing of meat production at its by-products. During the project, AULEDA facilitated capacity building and transfer of know-how with emphasis on the "soft" side of innovation and the role of "human capital" in stimulating technology and know-how transfer.
CASA DEL AGUA COLOMBIA	<b>ORGANIC PRODUCTION</b> The LEDA provides support to the production of organic and clean coffee, sugar, cane and fruits.
ZAPATOSA COLOMBIA	<b>SWAMPY PRODUCTION SYSTEM</b> Realization of a fruit production system in the Swampy Complex of Zapatosa.
LOS DINOSAURIOS COLOMBIA	<b>AGRIBUSINESS AND RURAL DEVELOPMENT</b> The LEDA promotes the creation of direct and indirect jobs by supporting small and medium rural entrepreneurs involved in the processes of agribusiness and rural development, cultural and creative industries.
LOS DINOSAURIOS COLOMBIA	<b>RURAL SUSTAINABLE TOURISM ROUTES</b> Implementation of 4 routes of rural and community sustainable tourism, including business initiatives related to vegetables, and a fair trade.
GAL VALLE TENZANO COLOMBIA	<b>AGRO-ECO TOURISM DEVELOPMENT</b> The GAL provides support to agriculture, and ecotourism sectors value chains.
ABRUT NOVA COLOMBA	<b>FRESH FRUIT COMPETITIVE ROAD</b> The LEDA is the territorial reference organization for the Ministry of Commerce program called "Fresh Fruit Competitive Road", in the Valle del Cauca department.
APRODEL COLOMBIA	<b>SUPPORT TO VALUE CHANS</b> APRODEL supported 8 agriculture value chains: beekeeping, pig farming, forestry, organic coffee, fruit & vegetable, cacao, meat and milk that have been prioritized for development of the region, through comprehensive assistance and facilitating the access to state resources, which has enabled a significant departmental development.
ADETTA DOMINICAN REPUB.	<b>ORGANIC FARMING</b> ADETTA improved organic farming of coffee, fruits and vegetables, livestock, and milk. It supported the process of reforestation, provided environmental awareness to 15,000 people, and supported the creation of the Technical Unit of Environmental Management (UGAM). ADETTA works in coordination with the Ministry of Environment of the Dominican Republic.
ADEMOPLA DOMINICAN REPUBLIC	<b>FOOD VALUE CHAINS</b> ADEMOPLA permanently valorizes the endogenous potential of the province, according to the territorial priority value chains, that are Tourism, Way, Cane, Fruit - horticulture, Aquaculture, Beekeeping, Cocoa and Organic crops.
ADESARA DOMINICAN REPUBL.	<b>FOOD VALUE CHAINS</b> ADESARA supported the creation and growth of to five food strategic value chains: cacao, pineapple, rice, dairy, coffee.
ADEMOPLA DOMINICAN REPUBL.	<b>SUPPORTING VALUE CHAINS</b> ADEMOPLA continuously supports and strengthens the departmental food value chains, such as Milk, Cane, Fruit and Vegetables, Aquaculture, Beekeeping, Cacao, prioritising organic production.
ADEBAHO DOMINICAN REPUBL.	<b>ORGANIC FARMING</b> ADEBAHO improved the production of organic coffee and fruit, and the productive diversification through beekeeping development and pollinating the bee's fruits.
ADEBAHO DOMINICAN REPUBL.	<b>THE CAPRINO SHEEP PRODUCTION CENTER</b> Creation of the "Caprino Sheep Production Centers" for Women of the Community of Las Sahila that provides services and support to the production and marketing of goats. (Project Supported by FAO).
SONSONATE EL SALVADOR	<b>ORGANIC FARMING</b> Improvement of farming practices towards organic processes, knowledge on climate change, increasing productive performance.
SOUTH REGION LEBANON	<b>AGRICULTURE WITH LITTLE ENVIRONMENTAL IMPACT</b> Promotion of investment in the modern agriculture projects with no or little impact on the environment, such as strawberry,

	mushrooms, endive, cherry tomatoes, dairy processing, aqua culture, and asparagus.
ALMA MONS SERBIA	<b>FOOD VALUE CHAIS</b> Alma Mons supported the creation and growth of regional food clusters: wine, viticulture, and apple.
REDASP SERBIA	<b>FOOD VALUE CHAINS</b> Promotion and support to value chains and cooperatives of agricultural producers.
LEDS KERALA-INDIA	<b>SUPPORT TO MARGINAL FARMERS</b> Support to more than 15,000 small and marginal farmers in the production of coconut, coffee, and cashew.
ADECARCHI	<b>FOOD VALUE CHAINS</b> Support to food value chains: milk, potato, fruits, and coffee.
CONQUITO ECUADOR	<b>PARTICIPATORY URBAN AGRICULTURE</b> Conquito implemented the "Participatory Urban Agriculture" project, which established 369 new Agricultural Production Units (UPAS), strengthened UPAS 347, with the implementation of productive infrastructure such as micro greenhouses, sets drip irrigation and infrastructure for small animal husbandry, certified 45 organic UPAS, made 3 new open spaces for the marketing of organic products, and 846 organic fairs.
ASDECOHUE GUATEMALA	<b>FOOD VALUE CHAINS</b> The LEDA has promoted and supported three main value chains: coffee, mushrooms and vegetables. In these processes, it has supported over 250 micro and small enterprises and cooperatives, providing more than 500 jobs, and facilitated the participation of affiliated groups to the first national fair trade event that took place in 2010, in Chimaltenango.
ASDECOHUE GUATEMALA	<b>MYCELLIUM MULTIPLICATION LABORATORY</b> Establishment, implementation and expansion of mycelium multiplication Laboratory "Pleurotus" (edible mushroom).
CHALATENANGO EL SALVADOR	<b>FISHERIES DEVELOPMENT</b> Fisheries system development in the reservoir of Cerron Grande and river communities.
NORTH LEBANON LEBANON	<b>FOOD COOPERATIVES</b> Support to agro-food cooperatives in Akkar, mainly 860 farmers on different levels: marketing strategy, new production line, technical assessment, bill of penalties and technical specification for new equipment.
NORTH LEBANON LEBANON	<b>HEALTHY BREEDING</b> Providing support to cow breeders by providing them with awareness sessions and distribution of tool kits to 943 breeders in order to improve the quality and quantity production with a focus of the hygiene level and quality control of the products.
CHALATENANGO EL SALVADOR	<b>FISHERY DEVELOPMENT</b> Fisheries Development System of the Cerron Grande Reservoir river communities.
ADERR	<b>FRUIT AND VEGETABLE SAFE AND QUALITY PRODUCTION</b> Ensuring the safety of vegetables produced in the fruit-vegetable and agro-ecological belt of Rosario, and productive system restructuring, with the aim to achieve in the peri-urban area of Rosario a production of quality safe fruits and vegetables, free of, physical, chemical and biological contaminants.
ADEC	<b>SME SUPPORT AND VALUE CHAIN EMERGENCE</b> The LEDA has strengthened businesses in the region following three guidelines (with funding up to 50% provided by the entrepreneurs): strengthening partnerships between companies and institutions; facilitating access to production and organizational technologies; facilitating access to local and international markets. In this way, value chains emerged in different sectors: wood and furniture, olives, fruit and horticulture, goat, electronics and information technology (ICT).
<b>ENVIRONMENT</b>	
AULEDA ALBANIA	<b>ECOLOGICAL MANAGEMENT PLAN FOR NATURAL PARKS</b> The Leda led the elaboration of the Ecological Management Plan for fire risk protection, floods, earthquakes and marine protected areas disasters for National Natural Parks of Prespa, Llogara, Vjosa River, Vlora Bay Marine Protected Area.
APRODEL COLOMBIA	<b>REFORESTATION</b> APRODEL has enhanced the coffee plantations in the Arauca foothills, contributing to reforestation in the buffer zone. It has also implemented timber crop of magnum acacia species and peyita eucalyptus in Tame municipality, which enabled better environment protection and conservation.
CASA DEL AGUA COLOMBIA	<b>PROMOTING TERRITORIAL CULTURE</b> Strengthening and promotion of culture and identity related to ancestral territory and local communities.
ZAPATOSA COLOMBIA	<b>REFORESTATION</b> Implementation of the reforestation processes using the "Uva" palm of Lata, according to agro ecological approach, together with small and medium producers.
ADELVA DOMINICAN REPubL.	<b>MUNICIPAL ZERO WASTE SYSTEM</b> Support to the implementation of two "zero waste" pilot initiative at municipal level.
ADESARA DOMINICAN REPubL.	<b>NATURAL PARK PRESERVATION</b> Support for preserving the Aniana Vargas National Park, carrying on awareness initiatives of local producers.
ADET SEIBO DOMINICAN REPubL.	<b>VALORISING CULTURAL HERITAGE</b> Implementation of the Project "One Village-One Product (OP-OP)", for valorizing and promoting local products, through a value chain approach. It was supported by JICA and the Ministry of Industry and Trade.
CHALATENANGO	<b>WATER CONTAMINATION PREVENTION</b> Prevención y control de la contaminación del agua, aire y suelo en el área del Cantón El Tablón, municipio de El Paraíso, Departamento de Chalatenango".
ADEMOPLA	<b>VALORISING CULTURAL HERITAGE</b> Strengthening of the Eco-touristic Offers in Monte Plata Cluster.
ALMA MONS SERBIA	<b>ENERGY MANAGEMENT LOCAL SYSTEM</b> Promotion of renewable energy sources and introduction of efficient energy management systems at local level.
REDASP	<b>AWARENESS ON A "ZERO EMISSION NETWORK"</b>

SERBIA	Support to the "Zero Emission Network in Serbia", in order to raise awareness of the importance of environmental protection and use of renewable energy sources.
REDASP SERBIA	<b>LOW ENTHALPY GEOTHERMAL ENERGY</b> Implementation of the project LEGEND (Low Enthalpy Geothermal Energy Demonstration cases for Energy Efficient Building and Adriatic area), in the framework of the IPA Adriatic CBC Programme 2007 – 2013.
ADECARCHI ECUADOR	<b>PLASTIC RECYCLING FAMILY BUSINESS</b> Support to a family business for plastic recycling, and for agro-ecologic production.
ADECARCHI ECUADOR	<b>ENVIRONMENT CHAMPIONSHIP</b> Implementation of the annual intercollege "Environment Championship", with the participation of the majority of secondary education institutions, and promoting the environment conservation.
SONSONATE EL SALVADOR	<b>LOCAL TOURISM WITH CULTURAL IDENTITY</b> Support to the development of the local tourism, with a vision of cultural respect, offering the possibility of progress for the indigenous communities of the Department, combining knowledge, environment and cultural identity, and using local territorial marketing processes.
CHALATENANGO EL SALVADOR	<b>INTEGRATED CONTROL OF POLLUTION</b> Prevention and control of water pollution, air and soil in the area of Cantón El Tablón, municipality of El Paraiso, Chalatenango Department.
CHALATENANGO EL SALVADOR	<b>SOLID WASTE MANAGEMENT AND SCHOOL GARDENS</b> Integrated management of solid waste, composting and implementation of school gardens, with 14 schools involving 600 students and 85 teachers; organization of community recycling committees.
ADED VALLE HONDURAS	<b>SOLID WASTE RECYCLING</b> Proyecto piloto de manejo de desechos sólidos, promoviendo el emprendimiento empresarial femenino y apoyo a la protección del medio ambiente.
ADED VALLE HONDURAS	<b>WATER MANAGEMENT COMMITTEE</b> Consejo de cuenca del bajo Goascoran, la cual es una cuenca transfronteriza; estos consejos de cuenca son creados en el marco de la ley general del agua de Honduras.
ADEC	<b>EFFICIENT USE OF ENERGY RESOURCES</b> It is a project for the good use of energy resources that has the general objective to contribute to the efficient use of energy to reduce the impact on the environment and, more specifically, to raise awareness and educate the public (municipal) and private (business) sectors to implement good practice habits able to take care of the environment.
<b>SOCIAL INCLUSION</b>	
AULEDA ALBANIA	<b>CREATION OF SOCIAL ENTERPRISES</b> AULEDA supported the creation of social enterprises: medicinal herbs, wool handcraft production, olive paste Roma and Egyptian community for recycling, catering services of mental health patients.
CIDES PIKINE SENEGAL	<b>ECONOMIC INCLUSION OF WOMEN AND YOUNG PEOPLE</b> CIDES PIKINE has been created with the aim of enabling the economic inclusion of the women and young people into the mainstream economy. This part of the population is the major beneficiary from the CIDES actions.
CIDES SALOUM SENEGAL	<b>ECONOMIC INCLUSION OF WOMEN AND YOUNG PEOPLE</b> CIDES SALOUM has been created with the aim of enabling the economic inclusion of the women and young people into the mainstream economy. This part of the population is the major beneficiary from the CIDES actions.
CONQUITO ECUADOR	<b>SOCIAL RESPONSIBILITY</b> CONQUITO has supported the development of workshops for the reform of the Metropolitan Ordinance No. 333 on Social Responsibility as well as dialogue tables aimed at generating a new Metropolitan Ordinance to build a Sustainable and Responsible Territory.
MORAZAN EL SALVADOR	<b>JOB CREATION</b> The LEDA has launched the Young Entrepreneurs Program, which seeks to contribute generating entrepreneurial opportunities for young people mainly in order to reduce youth migration. This program currently has the support of the UNDP Joint Migration and Development Initiative, and is supporting young people who have been deported, those who wanted to travel illegally to the United States. It is also working with national youth education institutes (high schools) for stimulating entrepreneurship and job placement.
MORAZAN EL SALVADOR	<b>PROGRAM FOR SALVADORAN RESIDENT IN USA</b> AMC International provides financial services to the Salvadorian community in Maryland at the aim of promoting collaborative and commercial stakeholders networks. AMC international provides the following main services in Maryland: • Loans for economic and business initiatives to Salvadorians resident in the United States. The loans range from 1,000 to 10,000 USD. • Credit to Salvadorians resident in EE.UU. for their investment in El Salvador. The loans range from 10,000 and 80,000 USD and may be used for productive activities, house building or restoring, land purchase. • Money transfer to Latin America, through various remittance operators.
ALEDA LEBANON	<b>MOBILE MARKETS</b> The mobile market is a number of stands rotating in 7 municipalities, which provide spaces for selling products of micro and small enterprises, many of women, in the sectors of leather, shoes, clothes, and food processing Alede assesses and evaluates, according to analysis on the results, the business wellnesses, and the impact, and support the entrepreneurs to improve their performance.
ASDECOHUE GUATEMALA	<b>RIGHTS OF MIGRANTS</b> Coordination of the "Guatemala Chapter", the Mexico-Guatemala cross-border working group, formed by NGOs, CSOs and human rights autonomous entities; which is supporting, watching and defending the human rights of migrants.
LA UNION EL SALVADOR	<b>IMPACT OF MIGRATION IN THE ECONOMIC DEVELOPMENT</b> Project to reduce migration in the Municipalities of Conchagua, Intipucá and El Carmen, through which the LEDA is strengthening the value chains of tourism and fishing, with a focus on economic and environmental sustainability.

ADEC	<b>INCLUSION FOR YOUNG PEOPLE</b> Inserting more than 1,000 young people through the Program Entra 21, aimed at promoting the employment of young people by training them for productive activities or services in which computer technologies internships are used.
<b>GENDER</b>	
CASA DEL AGUA COLOMBIA	<b>WOMEN HANDICRAFT NETWORK</b> The LEDA has supported the creation and the consolidation of the network of women artisans "ENREDARTE CON IDENTIDAD", producing handicrafts with a strong territorial footprint based on ancestral culture.
SONSONATE EL SALVADOR	<b>SERVICE CENTER FOR WOMEN ENTREPRENEURSHIP</b> The CENTER, established in the framework of the UNWOMEN/Mydel program within the LEDA organization provides comprehensive services to women, either for strengthening their capacities of participating to the economic and political life, and to set up a business.
SOUTH REGION LEBANON	<b>QUALITY CONTROL AND PACKAGING CENTER</b> QCPC is a packaging center that provides technical support for women agro-food cooperatives. It was established and equipped with all the machines and tools for packaging different food stuff. In addition, a controlled laboratory was equipped for the analysis of the food stuff samples and certification. This laboratory is formally managed by "LARI", the agriculture research study center which is supervised by the ministry of agriculture. The main services of QCPC are: Laboratory analysis, Quality control and certificates, Packaging, Labeling (under common brand name "HILLS"), and Marketing. The aim of the QCPC is to promote collaborative and commercial networks between the producers and the national and international markets. Once the product is qualified and certified, the packaging under the brand name "HILLS" facilitates its link to the market. The brand name " <i>HILLS, your natural choice</i> " was established and registered officially in the ministry of Economic and Trading in Lebanon.
ALMAMONS SERBIA	<b>WOMEN BUSINESS SUPPORT</b> ALMA MONS provides comprehensive and professional support for enabling start up for business managed by women.
LEDS KERALA-INDIA	<b>SELF-HELP GROUPS OF WOMEN (HOMESHOP)</b> LEDS supports the creation of the 'Homeshop', value chain including 2700 women from over 90 village communities to form self-help-groups (SHGs) engaged in the production and marketing of food and other goods.
LEDS KERALA-INDIA	<b>MICROENTERPRISES FOR POOR WOMEN</b> During the last five years, LEDS has supported 8200 economically challenged women – belonging to below-poverty-line households, fisherwomen, tribal etc. - to start and operate their microenterprises as self-employment ventures.
ASDECOHUE GUATEMALA	<b>BUSINESS SERVICE CENTER FOR WOMEN AND YOUTH</b> Through the Business Service Centre for Women and Youth - CSEM –, the LEDA has supported the constitution and legalization of the Network of Women Entrepreneurs of Huehuetenango, which is formed by 32 organizations, reaching 650 associates engaged in various economic and productive activities such as: meats, peanut processing, Jamaica pink, edible mushrooms, vegetables, bakeries, trade, crafts, candle making, roasted and ground coffee, clothing apparel, small grocery stores. 23 municipal CSEM branches for women were created, and they are members of the Municipal development councils.
<b>FINANCE</b>	
TEULEDA ALBANIA	<b>THE GUARANTEE FUND</b> TEULEDA has established a Guarantee Fund, in agreement with a local financial institution CREDINS Bank, which has a capital of 500,000 USD, and is able to provide credit up to 1,500,000 USD, mainly to people who cannot dispose of collaterals. Through this Guarantee Fund, TEULEDA has facilitated the access to credit for 40 micro and small enterprises, for an amount of 1,500,000 USD, at a return rate of 95%.
GAL VALLETENZANO COLOMBIA	<b>LOCAL CREDIT UNION</b> The GAL has provided technical assistance to 12 groups in establishing a local credit union, as a strategy of social-cultural cohesion for self-savings, aimed at generating productive projects.
ADELVA DOMINICAN REPUBL.	<b>MICROFINANCE FOR WOMEN</b> The LEDA has accompanied the Federation of Women Mama Tingo to establish the Microcredit Fund that has served more than 150 women with loans of US \$ 200 on average; moreover, it has contributed to its financial sustainability. Similarly, the Agency has promoted and accompanied women in vulnerable conditions in the use of banana fibers for the production of handicrafts as a source of employment and income.
ADELVA DOMINICAN REPUBL.	<b>THE INVESTMENT FUND</b> The LEDA enabled the establishment of the Investment Fund handled through a network of a cooperative affiliated to ADELVA in order to provide service to microfinance, technical assistance and training for MSMEs. It supported more than 300 entrepreneurs to become eligible for bank formal credit. The initiative has proven to be effective, achieving higher rates of return up to 95%, and opening possibilities to increase coverage.
ADETDA DOMINICAN REPUBL.	<b>GUARANTEE FUND</b> The LEDA created in 2012 a guarantee fund, through an agreement with a local financial institution. It manages a capital of \$ 75,000, and it is able to provide credit for \$ 3,600,000 Dominican pesos mainly to people who cannot dispose of collaterals. Through the Guarantee Fund, ADETDA has facilitated access to credit of 150 micro and small enterprises with a return rate of 98%.
MORAZAN EL SALVADOR	<b>CREATION OF OWN FINANCIAL INSTITUTION</b> As part of the process of contributing access to credit to people in rural areas, the LEDA created a credit program, based since 2000, on a microfinance company that is the LEDA's majority partner: AMC RL. AMC is a nationwide institution with 17 local branches, a large portfolio of over 20 billion USD, and more than 15,000 customers. At the same time, it provides opportunities for Salvadorans abroad through AMC International that gives credit to Salvadorans to invest either in the US or in El Salvador.
ADED VALLE HONDURAS	<b>CREATION OF OWN FINANCIAL INSTITUTION IN PARTNERSHIP WITH OTHER LEDA</b> Creacion de AMC Créditos Honduras, en alianza con ADEL Morazán, una institución financiera que facilita el acceso al

	crédito para personas en desventaja.
ALMA MONS SERBIA	<p><b>GUARANTEE FUND</b></p> <p>The City to City guarantee fund (established in 2004 with UNOPS and local bank), as a unique guarantee fund of this type provided approx. 0,6 mil EUR of credits to SME end potential entrepreneurs..</p> <p>The GF has been an instrument for really fighting against poverty and exclusion. It makes accessible people generally excluded by the ordinary banking system (because of lack of collaterals or banking records) to loans. It, in fact, guarantees the credit in the case of default eliminating or abating the needs for collaterals, and this is mainly the case of disadvantaged people, informal or micro and small entrepreneurs, and women.</p>
<b>INNOVATIONS</b>	
ADETD DOMINICAN REPUBL.	<p><b>SPECIALISED INNOVATIVE CENTERS</b></p> <p>ADETD created a center for transferring innovation, and improved the milk quality control of the laboratory at the Technological Institute San Ignacio de Loyola ITESIL.</p>
ADEBAHO DOMINICAN REPUBL.	<p><b>INNOVATION TRANSFER CENTERS</b></p> <p>The LEDA enabled the establishment of an innovation transfer center for the Bahoruco Beekeeping Network.</p>
REDASP SERBIA	<p><b>BUSINESS INNOVATION CENTERS</b></p> <p>The LEDA created the BIC with the aim of supporting start ups for innovative enterprises</p>
CONQUITO ECUADOR	<p><b>HACKATHONES METHODOLOGY FOR CREATING INNOVATIVE ENTERPRISES</b></p> <p>In 2014, Conquito supported the creation of five innovative companies through the methodology "Hackathones", an horizontal and intensive dynamic where participants complement individual experiences and skills in order to develop innovative and efficient solutions quickly.</p>
CONQUITO ECUADOR	<p><b>TESTING LAB</b></p> <p>It launched the "Testing Lab", by signing the cooperation agreement Quicentro South-CONQUITO to implement "testing lab" spaces. With this agreement entrepreneurs who are in the stage of prototyping and validation, will exhibit their products and maintain a rapprochement with potential customers. During the first "Science, Life and Education Testing Lab", 26 entrepreneurs have participated.</p>
ADECARCHI ECUADOR	<p><b>YOUTH INCUBATOR BASED ON TECHNOLOGY</b></p> <p>The provincial government, in coordination with the LEDA has planned the short-term implementation of a youth entrepreneurship incubator, on technology issues, aimed at the young population of the province (university students and those who are unemployed and not enrolled in a formal career).</p>
ADEC	<p><b>CORDOBA INNOVATIVE PROGRAM - PROMOTION OF INNOVATIONS</b></p> <p>The Program is promoting innovation in products and processes and is aimed at improving the competitiveness of the Cordovan companies. The Program follows two lines aimed at co-financing improvements that add value to businesses, government agencies and/or civil society institutions: "Innovation and Human Capital", which reached 133 projects, and "inter-sectorial Innovation". The objective is to contribute to the strengthening of the territorial innovation system through the co-financing of joint projects and it is addressed to companies, chambers and entities belonging to the innovation system; it has reached 21 projects on inter-sectoral innovation.</p>

**THE BEST PRACTICES FROM  
LOCAL ECONOMIC DEVELOPMENT  
AGENCIES  
- FINALIST FOR ILS LEDA AWARDS  
AT EXPO 2015**



## BACKGROUND

This technology in miniature was provided in the framework of the IPATECH project, whose idea was to develop a network for integrated trans-regional cooperation between knowledge and technology providers, innovation intermediaries and SMEs in the agro food sector and thus facilitate industrial and commercial exploitation of research results.

The project produced important impacts on the connection between SMEs, communication; research and development academic institutions to ensure that the identified needs are given appropriate answers.

The Miniaturization Technology project is the result of common needs identified amongst IPATECH partners.

## DESCRIPTION

Technology in miniature refers to moving factories that go close to the farmers and process agricultural products and livestock in fresh an natural condition. These moving factories occupy a wide range of products to transform fruit processing sector to fresh fruit juices, jellies and marmalades, olive processing of olive to oil and the olive paste, the processing sector of milk to cheese and other dairy by-products and the processing of meat production at its by-products.

## ADDED VALUE

During the project, AULEDA facilitated capacity building and transfer of know-how with emphasis on the "soft" side of innovation and the role of "human capital" in stimulating technology and know-how transfer.

The project encourages support of research-driven innovations in the participating regions as well as the provision of a portfolio of tools, technologies and systems intended to foster research and innovation in the agro food sector and share best practices.

Innovative food production systems, higher quality standards, and an evolution towards value-added products are important ingredients in meeting the challenges posed by more competitive food markets.

Technology in miniature constitutes today an important trend across the European Community, as is not a very expensive technology, flexible processes products in small capacities, is the service that is offered to farmers in the workplace, reduces transportation costs, storage costs, increases quality of the product processed in the moment and gives real profit to the farmer and not to third parties.

## RESULTS

Still now have been informed about this new technology in miniature more than 250 local farmers and have benefit from the utilization of that around 15 farmers.

The olive producers can benefit from the low cost that this service offers and can produce the olive oil at the place without transport costs and the quality of the oil is very high because of the technology in miniature used.

This project can also help local farmers to create an association and to work together sharing the costs and the benefits. The quality of olive oil produced using the elaboration with very low temperature will be a guaranty for the selling of product. The organoleptic parameters will be promoted from Auleda to the consumers.

## BACKGROUND

Small and medium enterprises in Shkodra region have many constrains for their start up and growth.

Teuleda was created in 2002, and one of its main aims is to make the small business sector dynamic, competitive, and contributing to the territorial and human development.

Teuleda has continually supported business development in Shkodra region area. The support started with the support given top the SME in Shkodra in order to create the Shkodra Enterprise Union (BBSH). After that the business was largely supported with assistance, consultancy and credit. Furthermore the business cooperation between Shkodra Region and different enterprises in different Italian regions gave valuable results.

## DESCRIPTION

TEULEDA started its support to the local and regional businesses since 2004, giving them the tools and support to create the first business



association of Shkodra Region Shkodra Enterprise Union (BBSH). The support continued to the enterprises during 2005 and 2007 with specific assistance and consultancy to more than 50 enterprises through a specific model (baseline survey, needs analyses, action plan development and its implementation).

During this period several trainings as "Making Cents" were delivered to the new established enterprises. In order to complement this assistance with credit facilities, Teuleda has used the dedicated Guarantee Fund, for facilitating loans to entrepreneur with difficult access to the banks. Furthermore several workshops and seminars were organised with the Medicinal herbs association, olive oil producers and milk and dairy producers.

The most important step was the enhancement of business cooperation between Shkodra Region, Tirana Region and entrepreneurs from Lombardy, Lazio, Puglia and Calabria. More than 150 enterprises from Italy met more than 300 enterprises in two very large business meetings (B2B). The first B2B was organised during December 2010 in Shkodra and the 2<sup>nd</sup> one was organised in Tirana in 2012. Furthermore more than 30 enterprises from Shkodra participated in the B2B meeting organised in Milan and Rome in 2012. Valuable support was given to the honey and milk value chains from TEULEDA.

During 2012 Teuleda organised a study visit for 1 week in Calabria with 10 Participants from each value chain.

#### ADDED VALUE

1. The enterprises in Shkodra Region are supported through a comprehensive and systematic work basis by qualified staff of TEULEDA
2. The presence of the TEULEDA provides comprehensive (financial and non-financial) and relational (international relations) support.

#### RESULTS

1. 9 new enterprises were created as a result of business cooperation meetings.
2. 50 enterprises are supported with a specific action plan based on their needs
3. 200 entrepreneurs have been trained in different aspects from different value chains
4. Business meeting between 300 enterprises from Albania and Italy were enhanced and supported
5. 20 entrepreneurs have been trained during the study visit in Italy

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**100 GOOD PRACTICES FROM THE TERRITORIES FOR A BETTER WORLD**

**AULEDA: CREATION OF THE FIRST WOMEN SOCIAL ENTERPRISES IN ALBANIA**

#### BACKGROUND

In the year 2014, AULEDA implemented a project in rural areas respectively in Novosele and Hor-Vranisht, for increasing the women's involvement in economic activities, and their contribution to the valorisation of local resources: in Novosele various varieties from the olive tree, and in Hor-Vranisht the women traditional handmade working. Auleda includes among its objectives the creation of social enterprises, to reach a high social impact for this category and improve their economic status as a result of the income generation, and also to influence in the environmental impact.

The olive groves have been one natural asset of Vlore region and lately local people have doubled the number of olive trees due to the governmental support for this crop. Although olive is only processed for oil, new ideas for other products are emerging.

Women of Novosela were ready to start processing of olives in olive pâté, and olive soap, thanks to Vlora long tradition in producing soap. Women in Hor-Vranisht have a long tradition in producing traditional textile products, and are enthusiast to awaken it.

#### DESCRIPTION

AULEDA has supported the creation of two women social enterprises in Novosele and Hor-Vranisht, through:

- Providing technical assistance and capacity building for improving entrepreneurial, technical and organizational capacities of the groups of women. Also financial assistance was provided, through the Auleda Guarantee Fund.
- Realising a market appraisal of diversified olive-derived products (such as the pâté), and the traditional-handmade textile products
- Exposing the women to best practices of Italy and Greece
- Awakening new interest in handicraft products based on textile materials
- Supporting to realise diversification of products of the olive value chain: the pâté, and the bio-soap and improve the traditional textile products updating the models and using of modern techniques of painting with natural dyestuff.
- In this process are involved also groups of girls in high and elementary school in order to learn about the local tradition.
- By associating companies in the market, through preliminary connections to the tourism industry and local manufacturers.
- Creating a brand, to mediate with tourist operators for the presentation of these articles as natural and handmade products.
- 

#### ADDED VALUE

Creating a social enterprise that appreciates and supports typical craft products is an added value not only for AULEDA, but for the entire territory. Through the establishment of this association, women feel empowered economically; there was a new interest in the new products presented by the staff of Auleda also the creation of a local brand was awarded as an important component for the agro-tourism sector. Women gained the experience of a new business model - social business and are ready for this new experience.

New possibilities were open to transmit this initiative in other villages of Vlorë Region.

The presence of Aueda in the region was fundamental for the creation of these social enterprises.

## RESULTS

- 2 sustainable social enterprises established and performing in the market
- A social enterprise will be introduced and developed from a group of women, which will be exposed to similar models in national and international level.
- Women, members of the processing group gain skills for new marketable products.
- At least 1 branded market product is ready to be tested in local B&B, restaurants and shops in Vlorë.
- Business environment improved and ready for further investments from private actors.
- Typical products from the women's group displayed in local guides and other brochures that promote tourism in the area.
- Transmission of know-how of traditional processing to younger generations.
- New, contemporary models, harmonising the traditional and cultural identity with modern style for a variety of markets created.
- New environmentally friendly paint technology made available.
- Awareness raised and market researched for potential use of wool waste in the construction industry.
- Vlorë Region enriched its marketing strategy.

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**100 GOOD PRACTICES FROM THE TERRITORIES FOR A BETTER WORLD**

**ADEC: INNOVATION AND HUMAN CAPITAL PROGRAM - REMECO**

## RESULTS

- The Metropolitan Area of Córdoba is characterized as a "university city", as it has six public and private universities and educational institutions, with more than 200,000 students from around the world.
- However, there is no link with the public-private sector, and knowledge transfer necessary to increase innovation. There are many theses containing innovation, which often require financing for its implementation, nevertheless unfortunately they become library files, missing the opportunity to leverage that knowledge that was generated.
- Faced with this situation, an approach strategy that would not only establish a link between the two sectors through co-financing of the thesis, but also to transfer effectively the innovation proposed by the university student to the productive and social system.

## DESCRIPTION

Innovation and Human Capital comes in the framework of the Territorial Development Program in the Metropolitan Area of Córdoba (IDB-MIF), known as Remeco (2010-2014) and led to an investment of an amount of \$ 3,600,000 USD.

Remeco was aimed to increase the competitiveness of the territory through an integrated territorial development based on the innovation process, improving the business environment and the creation of territorial assets.

In addition to ADEC, the main program partners were the Municipality of Córdoba, the Government of the Province of Córdoba / Federal Investment Council (IFC) and the Multilateral Investment Fund of the Inter-American Development Bank (IDB MIF). Moreover, universities, chambers of commerce and professional associations, among many other actors, are part of the network that carried out this initiative.

The activities carried out were: a) Raising awareness on issues related to entrepreneurship and innovation of students from universities and technical institutes; b) The establishment of a micro-financing fund for development of innovation projects from universities or technical schools in partnership with the productive sector, technical assistance, training and equipment purchases; c) The selection of projects to be financed partly with resources from the fund.

## ADDED VALUE

The program funds through a non-refundable contribution 50% of the total project, up to a maximum of US \$ 2,000 per project in individual cases and US \$ 3,000 in multidisciplinary projects.

## RESULTS

- The large participation of different educational levels in the program stems from a positioning strategy accompanied by an intense work of outreach and joint involving more than 100 educational institutions and more than 1,500 young people and teachers, thanks to the gradual linking of ADEC with them.
- The implementation of a broad concept of innovation opened the possibility of developing and transferring incremental innovations. In addition, both lines have been innovative for recipients. It should be noted particularly active role given to institutional recipients, as entrepreneurs and professional associations, which usually are not taking into account in most programs
- 188 projects for 4 calls, of which 133 were approved, were submitted. More than 130 Cordoba institutions implemented innovative solutions, more than 1,500 young postgraduate students were involved in the dissemination of the program, more than 350 took part in the design of the presented projects, and more than 180 institutions were the innovations targets.
- In November 2010, 12 university departments were formally involved in the program and in 2011 another 5 tertiary institutions were added.
- The program has involved 5 major universities, 11 institutions of tertiary level, 47 provincial Institutes of Secondary Education, 22 Provincial Technical Education Institutes, 9 Private Institutions of Secondary Education and 3 Agro-technical Provincial Education Institutes.
- The projects also covered a diverse universe of partners. The first three calls included 38 companies, 14 civil associations, 10 municipalities, seven provincial government agencies, 5 educational institutions 5, 3 national public organizations and 2 chambers.

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**100 GOOD PRACTICES FROM THE TERRITORIES FOR A BETTER WORLD  
BRUT NOVA: PARTICIPATIVE CONSENSUS BUILDING PROCESS FOR A SUSTAINABLE PLANIFICATION**

## BACKGROUND

In 2009, in the territory where ADEL Brut Nova was operating, the number of young people migrating from the region by violence and lack of opportunity was growing. However, there was a medium scale capacity of local people, displayed in the community-based organizations that were consolidating regional strategies, but in a disjointed way.

## DESCRIPTION

- As a basis for the process of participatory dialogue for sustainable planning, local committees were formed by economic sector through a collective definition. In these committees municipalities and actors converged; they shared the vision of territory, identified and prioritized problems, and proposed the respective solutions (5 investment projects in the beginning, one for each prioritized economic sector). At the same time, they started building and deciding which organization was going to be the resources managing operator.
- A local technical committee and a local steering committee were then created. In the first, formed by the operator of each project (an official as linkage of each mayor and of the Department), support and monitoring actions were carried out for the implementation of each project seeking to strengthen the sector; in the second, made up of one representative from each targeted sector, or his deputy mayors, representatives of the Department and the nation, the impact of the five projects was evaluated and regional strategies identified.
- Another important aspect was the establishment of clear rules for local actors concerning: a) Recognition of actors. All with the same rights, represented interests were inclusive and with a great sense of belonging and trust. b) Definition of roles. Each actor had clear role and should fulfil their commitments and tasks, generating a sense of responsibility and self-control.
- Moreover, capacity building for local stakeholders, partnership strengthening, strategies for positioning local economic development in public agendas were provided.

## ADDED VALUE

Valle del Cauca Department is the only nationwide that has a Public Policy for Sustainable Local Economic Development approved by the Departmental Council for Social Policy and currently pending before the Departmental Assembly

The Local Economic Development Agency Norte del Valle - ADEL BRUT NOVA was created in 2014 as a tool to promote local development from an endogenous development approach, to implement joint plans and policies at different governmental levels, and to plan the development of the sub region facing globalization and FTAs, in pursuit of sustainable human development.

## RESULTS

- A strategic departmental public policy, built in a participatory territorial, with a human and sustainable approach, which includes three strategies: 1. Strengthening the capacities and conditions for promoting local development, 2. Evaluation of assets based on identity/personality as territorial development factor, and 3. Strengthening the territorial capital.
- The Departmental Development Plan, which guided 2012- 2015 five municipal plans.
- There are also significant economic results. For example in 2013, there has been:
  - 1) Growth of 30% in the flow of tourists.
  - 2) Increase of 27% in sales of products for 111 artisans which members of 4 associations, and 84% for 170 rural micro entrepreneurs.
  - 3) Transfer of technologies for horticultural chain for the benefit of 362 micro-enterprises belonging to 15 associations.
  - 4) Strengthening of the Productive Units and the Network of Producers in the Dairy Chain: 230 companies increased their sales of 74%.

Furthermore, there was an outstanding articulation, confidence and credibility of local stakeholders (public and private, horizontal and vertical), around promising production chains. In addition, four support networks to the chains were built, seeking to formalize enterprises and provide training in all the links of the chains, especially in marketing.

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**100 GOOD PRACTICES FROM THE TERRITORIES FOR A BETTER WORLD**

**CASA DEL AGUA: ENHANCEMENT OF INDIGENOUS AND PEASANT ARTISANS WOMEN**

**BACKGROUND**

In the territory of the municipalities of northeast mountain of the department of Cauca, 82% of the population belongs to indigenous communities, mainly of ethnic Nasa and Misak (18% are Mestiz @s), these communities traditionally assigned to woman the preservation of culture, traditions and ways of life; yet many of their customs today are at risk of disappearing, not only for the interaction with other cultures, but also due the effect of the armed conflict in the territory.

**DESCRIPTION**

- From a diagnosis of the artisanal sector in the territory, a strengthening process that has been provided to women artisans of the towns of Caldone, Corinth, Jambaló, Silvia and Toribio, has started. This process has provided training in different areas, from improving techniques of own production, design, new symbols based on their worldview, product standardization, natural techniques of dyeing, product development, production costs, quality control and marketing skills; furthermore it has also promoted the organization and associativity,
- The local groups "Filigranas", "Kumbiaxca", "Sekdxi", "De Manos Silvianas" y "Waka't Kiwe Nasa" and a second-level organization that convenes all of them, called "Enredarte con Identidad" were created. The latter is mainly in charge of the products marketing.

**ADDED VALUE**

- ADEL Casa del Agua, with its focus on human and sustainable development, has worked with differential approaches to ethnic, gender and action without damage, in different stage, achieving impact in improving the self-esteem of women to advance their personal social and cultural empowerment, which seeks to reduce gender violence they suffer and achieve social and political positioning in different communities.
- The LEDA has also valued the indigenous cultural expressions and knowledge of the world view and the symbolism of each community, recovering and improving traditional weaving techniques with fingers and the vertical loom, the use of own raw materials of the territory as the thread sisal sheep.

**RESULTS**

- Since 2009, when the process began, 331 women Nasa, Misak and Mestizas, from five municipalities, have been participating; the most important result has been - besides the women's economic empowerment - the women personal, social and community empowerment achieved.
- From 2012 to date there has been an increase in sales of 272%, which represents improvement in quality of life of women and their families.
- Many goals were achieved such as: higher product quality, promoting product innovation, opening to new markets, linking women artisans with producers of sheep for wool supply.
- A purchases fund managed by the "Red Enredarte con Identidad" was created.

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**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 "Centre 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.

## 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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**MORAZAN: INTERNATIONALIZATION AND SUPPORT TO MIGRANTS FOR MORAZAN DEVELOPMENT**

## BACKGROUND

In 2000, ADEL Morazán started up AMC, a microfinance institution to support people in rural areas with little access to financing.

The first office was established in Morazán, then more offices opens in the Eastern Region, and currently there are 17 service points in the country. Since 2011, AMC opens branches in Honduras, United States, Nicaragua and Guatemala recently, and the Holding Inversiones Confianza was established.

## DESCRIPTION

Through Holding Inversiones Confianza, investment of different enterprises in EL Salvador, Honduras, Nicaragua, and United States are administrated.

In particular, financial services are provided to the Salvadorian community in United States at the aim of promoting collaborative and commercial stakeholders networks, such as:

- Loans for economic and business initiatives to Salvadorians resident in the United States. The loans range from 1,000 to 10,000 USD.
- Credit to Salvadorians resident in EE.UUs for their investment in El Salvador. The loans range from 10,000 and 80,000 USD and may be used for productive activities, house building or restoring, land purchase.
- Money transfer to Latin America, through various remittance operators.

## ADDED VALUE

- Internationalization of credit services under a model of community intervention.
- Coordination with other LEDAs as partners to promote access to credit most disadvantaged populations. Furthermore, this enables strengthening a financial culture with the support of technical services offered by the LEDAs in the territory.
- Contribution to the sustainability strategy of Morazán Leda, enabling it to further territorial initiatives.
- In the case of AMC US, it is the unique case of support for Salvadorans abroad, for loan guarantees for investment in their country of residence or birth (United States and El Salvador).
- Generation of utilities that allow the re-investment in the territory of Morazán, according to the strategy of human and sustainable territorial development of the LEDA

## RESULTS

AMC El Salvador has more than 12,000 loans outstanding, 11,000 clients, a portfolio of 21 million USD, 17 business points and 155 direct jobs generated.

In Honduras AMC, in partnership with the LEDA Valle-Honduras, has a portfolio of \$ 4.5 million with more than 5,000 active loans, 6 branches and 55 direct jobs; in Maryland the portfolio is \$ 500,000 and the clients are more than 200; in Nicaragua the portfolio is 1.4 million, with more than 1,400 loans outstanding and 18 direct jobs generated.

Since 2014, AMC begun the opening process of AMC Guatemala.

The sources of income for LEDA Morazán have increased, as well as the diversification and the use of credit potential in several countries

The Morazán Leda activity in favour of the migrants facilitated also an agreement with the Coordination Committee of Salvadorians in United States - COTSA that organizes and coordinates their interests, through 20 municipal committees. COTSA built a Training Center in Morazán that provides capacity building of young people of the department in collaboration with the Morazán LEDA.

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**MORAZAN: DEPARTMENTAL ECONOMIC DEVELOPMENT FORUM**

**BACKGROUND**

From the need to improve productive capacity development of the Department of Morazán and influencing public policy, ADEL Morazán has fostered the Productive Economic Development Forum.

This is a forum for participation, consultation and coordination of key sub-sectors (sisal, coffee, vegetables, beekeeping, crafts, farming and tourism), which allows producers, businesspersons and directly manage their development from identification of the problems, finding solutions and implementing development strategies.

**DESCRIPTION**

The Forum, coordinated by ADEL Morazán, is formed by 2 representatives from each of the seven sectoral committees (made up of public and private actors), and, in turn, is articulated with the Actors System of Morazán (SAM).

The Forum's is having meetings every two months.

The Council of Mayors, the Citizens Coalition of Morazán, and the Departmental Management Office make up the SAM.

The functioning of the Forum is based on a networking of all those representatives of the 7 sub-productive economic sectors of the Morazán department, according to the focus of motivating and active participation.

**ADDED VALUE**

From an implementation point of view, the logic of the Forum is based on strengthening comprehensive actions, starting on the importance of organization and associativity of the sub-sectors to jointly reach an annual plan for each of them that lead to integrate a planning as Forum, and a roadmap to support the various sub-sectors.

The presence of ADEL Morazán has been important for the success of the Forum.

In the department, there is a positive willingness of producers to work in associative ways in order to solve their problems.

**RESULTS**

Currently, more than 70 organizations of producers of the Morazán department, which bring together about more than 3,500 people working in the sub-sectors, are part of the 7 tables that make up the Forum.

Domestic resources has been mobilized, starting from a meeting with the Minister of Economy (2009-2014), to launch a competition for grant funds for territorial productive development. So far, three contests were able to mobilize more than \$ 450,000.

A technical cooperation agreement has been signed with the Salvadoran Coffee Council, to support the coffee production in the department, with a vision of competitive development.

The tables have managed to get involved, with the support of ADEL Morazán, different public bodies, such as Ministry of Agriculture, Ministry of Economy, the National Commission for Micro and Small Enterprises (CONAMYPE), Ministry of Tourism, which have recognized the importance of this mechanism.

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**SONSONATE: PROMOTING LOCAL TOURISM WITH CULTURAL IDENTITY**

**BACKGROUND**

Since 2013, ADEL Sonsonate, is making efforts to make visible the development of local tourism in the Nahuatl Pipil Communities; its actions lead to increase departmental economic dynamics and strengthening capabilities to the population, with particular reference to comprehensive knowledge.

**DESCRIPTION**

The LEDA has first encouraged the change of thinking in local actors, focusing on the cultural wealth of indigenous peoples, rescuing ancestral knowledge following a territorial domain, respect and building their own processes encouraging the active participation of women, youth and men. In this way, the LEDA provided strong incidence with local actors.

Then, the LEDA has identified and supported those economic activities of great interest to visitors coming from urban communities find unusual to their lifestyle experiences; it has also developed skills to increase the territorial competitiveness, protecting heritage resources and increasing income for the population.

#### ADDED VALUE

The presence of ADEL Sonsonate allowed to link government entities, municipalities, population and business community to the Tourism Network in the west of the country, with which it has facilitated to gather and concentrate efforts to reinforce actions towards tourist initiatives rescuing the ancestral heritage.

This process has allowed establishing territorial brands for the differentiation and stimulus of added value, to increase competitiveness, identity and empowerment, matching the rescue of ancestral knowledge for the development of cultural heritage.

#### RESULTS

Two hundred new jobs geared to local tourism, with the active participation of young people, women and men from Nahuatl Pipil communities, generating sustainability and self-management of resources among the population and local governments, diminishing the passive dependence on assistance, causing increased territorial revenues.

In addition, social capital and knowledge on developing and tourism management were promoted leading to stimulating effect on public and private spaces.

A touristic menu was realized and inter-active fairs interactives called "Meeting the people", with the participation of 18 municipalities of the Departments of Sonsonate and Ahuachapan, were organized. Thanks to these itinerant fairs food, crafts and tourist services, with special attention to the culture of Nahuatl Pipil people, were offered to visitors.

As an extra value, a physical tourist menu has been prepared and exhibitions called "The Meeting of Peoples" has been executed. These exhibitions offers food, crafts and services, receiving visits from approximately five hundred people at each festival, making a total of 1,500 visits.

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**LEDAS: HOMESHIP VALUE CHAIN**

#### BACKGROUND

LEDAS has joined hands with 'Kudumbashree', a 3.5 million strong women empowerment movement in the state of Kerala, India for strengthening the former's local economic development programmes. Small and micro enterprises owned and operated by 'Kudumbashree' women are important tools for poverty alleviation and local economic development in rural Kerala. However, the success rate of these enterprises has not been very encouraging, the key challenge being the inability to tap the potential of local markets through effective marketing mechanisms.

#### DESCRIPTION

In partnership with Kudumbashree, LEDAS has established an all-woman, local-to-local value chain in rural Kerala, christened the 'Homeshop' value chain, in an attempt to strengthen local economic development. The Homeshop Value chain comprises of a self-sustaining and interdependent cluster of women-owned production, marketing and management enterprises, all located within a village, linking local small producers to local consumers. The value chain is centred on a network of women sellers who procure agricultural produce/ value added products from local small producers and markets them to consumers of the same locality, with logistics support from a distribution agency. The Homeshop network promotes production and consumption of local produce, and has knock on effects on self-employment, food security, as also social & gender empowerment.

#### ADDED VALUE

Under the Homeshop initiative, LEDAS functioned as an incubation agency that provided handholding support to all three components of the value chain- producers, sellers and management agency, such that the value chain functioned effectively as a whole. In the production side, women farmers and micro-entrepreneurs were provided services such as training, access to finance and technical inputs. In the marketing side, LEDAS identified, trained and positioned 5-7 below-poverty-line women as sales personnel in each village. Each woman seller would procure fresh produce (milk, fruits & vegetables etc.) & value added products from local small producers and supply to around 50-70 households in her neighbourhood. 1200 women sellers were positioned in this manner across hundreds of villages. They were able to reach across and transact with around 70,000 households. This exchange of goods was facilitated and coordinated by a distribution agency, which again was trained and positioned by LEDAS.

#### RESULTS

Effective tapping of the significant demand for local, farm fresh foods through the homeshop value chain has helped enhance livelihood opportunities for local women entrepreneurs (both producers and sellers) as also stimulate local production. It also helped local consumers gain access to fresh and locally grown products as against store-bought food. On a broader perspective, the value chain helped strengthen the self-reliance and resilience of local economies, reduced food miles, promoted gender empowerment and fostered community relationships.

The Homeshop value chain was rolled out in 200 villages spread across six districts of Kerala. It helped provide self-employment to more than 400 producers and 1200 sellers, all of whom are women. Monthly business volumes have touched 6 million Indian rupees. All of this has helped pave the way for a healthier and more sustainable way of strengthening local economies.



**BACKGROUND**

In 2011, the LEDA-SL was established in South Lebanon to support the territory's economy, and prioritised the sub-sector. The first project which was financed by UNDP and managed by LEDA-SL was the "Quality Control and Packaging center" in south Lebanon (QCPC). Traditional agrofood in South Lebanon, such as *Kish – Makdouse – Thyme mix – Jams – Concentrates – Honey*, has already a good competitive advantage, because of its typicality and difference with other similar products. These differences consist mainly in the unique traditional way of processing which is the characteristic of the region and its culture: organic products, procedure, recipe, ...etc. Nevertheless without a common label, a quality certification, and comemrical support the cooperatives of women producing this food staff got a very difficult access to the markets.

**DESCRIPTION**

QCPC is a packaging center that provides technical support for women agro-food cooperatives. It was established and equipped with all the machines and tools for packaging different food stuff. In addition, a controled laboratory was eqipped for the analysis of the food stuff samples and certification. This laboratory is formally managed by "LARI", the agriculture research study center which is supervised by the ministry of abriculutre. The main services of QCPC are: Laboratory analysis, Quality control and certificates, Packaging, Labeling (under common brand name "HILLS"), and Marketing. The aim of the QCPC is to promote collaborative and commercial networks between the producers and the national and international markets. Once the product is qualified and certified, the packaging under the brand name "HILLS" facilitates its link to the market. The barnd name "*HILLS, your natural choice*" was established and registered officially in the ministry of Economic and Trading in Lebanon.

**ADDED VALUE**

Before the QCPC, the 22 women cooperatives in South Lebanon were packaging and selling their products individually without any control on the quality and the packaging process, and under different unofficial brand names. With the QCPC, the products are gathered, analysed, certified, packaged in different sizes, labelled, and marketed under one official and common brand name. These services gave the products more confidence and good reputation among consumers.

**RESULTS**

As the result of the QCPC, 22 women cooperatives working in South Lebanon, out of 120 were directly benefiting from the QCPC services and the number is expected to increase year after year.

The sale is expected to increase by 50%, since the beneficiaries are planning to sell their products outside the local markets

**BACKGROUND**

The subregion where ADEL Zapatosa operates is formed by 9 municipalities of the Cesar department and 1 municipality form Magdalena department. The centrepiece of the subregion is the largest continental swamp in Colombia, La Zapatosa. This ecosystem is shared between the two departments (Cesar and Magdalena), and concentrates between 8,000 and 9,000 fishermen.

The Zapatosa swamp is one of the most representative of the country's wetlands, so it requires the implementation of measures leading to the improvement of natural conditions, for better performance of fishing and rural communities, with implementation programs and projects that emerged as needs of communities and local authorities.

**DESCRIPTION**

ADEL Zapatosa has promoted the creation of thematic working groups in the Zapatosa swamp, which led to the creation of an integrated joint committee made by Environmental Corporates by Cesar and Magdalena. This committee adopted the Environmental Management Plan for both departments.

The Environmental Management Plan (PMA) is a planning tool of the wetland as well as a guiding document for the implementation of necessary actions, recovery, maintenance and development of ecological, environmental and production conditions of the swamp and its area of influence.

With the aim of implementing the PMA, an action plan that has a minimum duration of 10 years was built; the plan consists of 3 programs and 22 projects.

Within the program of management and conservation of natural resources, there is the restocking fish community project, with native species from Zapatos Swamp, aimed at promoting the fisheries and aquaculture sector; the PMA and the ADEL Zapatos Strategic Plan, work holistically throughout the fish chain from sowing of fingerlings until processing and marketing, allowing to build a comprehensive work with peasant associations, fishermen and farmers.

## ADDED VALUE

The GAAC methodology brings a direct "active" value to the community: It is a FINANCIAL EDUCATION IN PRACTICE for self-management of their resources.

- Starting from community savings, SOCIAL CAPITAL is built: Confidence - self-esteem - values - community organization - participation - leadership - inclusion - respect and solidarity.
- The LEDA is a tool to unite and coordinate resources and promote partnership between actors and population.

## RESULTS

As a structural axis of community work, the LEDA promotes in each above mentioned production unit, the training of self-managed groups on savings and credit (SAGs), which are founded on saving initiatives, without paternalism (direct subsidies), and self-management processes involving marginalized population in the subregion.

Since 2008, involving more than 500 people in these initiatives allowing to:

- Support 28 productive units engaged in aquaculture
- Create a second-level organization responsible for the marketing of fish and fish products.
- Implement a processor and marketing enterprise of meat products using the fish flesh (sausages, "butifarras", salami, etc.)
- The formation of 22 self-managed savings and credit groups that have provided loans to the poorest and most vulnerable population, not served by microfinance institutions, creating institutions in rural areas, and generating social capital in the community projects

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**ALMA MONS: THE GUARANTEE FUND FOR EASY ACCESS TO CREDIT**

## BACKGROUND

International experience has shown a Guarantee Fund is an instrument for really fighting against poverty and exclusion. It makes accessible people generally excluded by the ordinary banking system (because of lack of collaterals or banking records) to loans. It, in fact, guarantees the credit in the case of default eliminating or abating the needs for collaterals, and this is mainly the case of disadvantaged people, informal or micro and small entrepreneurs, and women. A GF is revolving funds, and it assures its continuity in very long terms.

## DESCRIPTION

1. A GF is a fund deposited in a financial institution, which is used for guaranteeing loans the same institution provide to targeted entrepreneurs, according to an agreement established by the donor, the LEDA and the Intermediary Financial Institution (the bank)
2. The Leda assists people interested to use the credit programme in elaborating the business proposals.
3. The Leda shares with the donor the criteria for prioritizing the business proposals
4. The Leda submits the business plan proposals to the Joint Credit Committee (JCC), constituted by the LEDA, the local Credins Bank, the Donor.
5. The JCC approve the loans will be disbursed by Intermediary Financial Institution.
6. The Intermediary Financial Institution delivers the loan to the entrepreneurs for the approved business plan
7. The Leda provides technical assistance to the borrowers for the best investment management, and monitor about the correct loan return flow.
8. Intermediary Financial Institution provides semester report about the Guarantee Fund situation, including disbursed loans, defaults, interests, etc.
9. Intermediary Financial Institution provides to open a juridical procedure in the case of defaults after having tried to agree with the client about delaying payments.
10. The LEDA helps Intermediary Financial Institution in the loan recuperation
11. The LEDA reports about the progress of the supported businesses, the created jobs, and the causes of possible defaults, recommending also actions to be taken
12. The LEDA reports to the donor annual and final results

## RESULTS

The effectiveness of the loans to disadvantaged people and weak entrepreneurs is linked to the comprehensive services they could use: technical advice for the business plan, credit applications, technical and commercial follow up after-credit, training. The last two conditions justify the role of a LEDA, (local economic development agency), that in the UN experience has a not substitutable role in accompanying the borrowers in identifying a good business idea (and making it coherent with the LED strategy), realising the business plan, managing the credit application, monitoring the post-credit business development, and helping them to the restitution process.

The GF is a powerful instrument for contributing to the LEDA financial sustainability, due to the mechanism that destines the interests gained by the GF deposit to the LEDA itself. The UN experience shows that in the beginning this amount represents the 70-80% of the total budget, and after something like 5 years it is 50-60%.

Therefore a tight relationships is established between LEDA and GF, one being the complement of the other one, either for sustainability and technical reason, and both maximising the impact on the improvement of the living conditions of the population and for sustainable local economic development

A GF gets an high results/investment ratio, according to its sustainability. If, let's say, 100,000 dollars deposited in a GF, are borrowed over 2 years period, and it benefits an average of 12 small business (with 3 people employed), the mentioned amount provides an average of 6 business created and 18 permanent and sustainable jobs per year. If we multiplies this number by 10 years and then 20 years (but it could be easily more) 180 jobs will be generated, with a ratio of 250-500 USD per job!

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**REDASP: RURAL CENTERS AT MUNICIPAL LEVEL FOR REGIONAL ECONOMIC DEVELOPMENT**

## BACKGROUND

For rural development in the region a string demand from municipalities came to Redasp for unifying and accelerating engagement and capacity improvement of the local communities and providing a two-way flow of information between the central and local level.

The objective of the initiative is to provide relevant information concerning rural development, through improving vertical and horizontal information flow, identifying local actors and support for local/regional rural development networks.

## DESCRIPTION

A significant support to registered farms is provided by the offices for the rural development, which have been formed in all local governments of Šumadija and Pomoravlje, out of which 12 offices are function under the Regional rural center of Kragujevac. The regional rural offices were established by the Regional Agency for the Economic Development of Šumadija and Pomoravlje in cooperation with the local governments in the region in 2008 under the project of the Ministry of Agriculture, Forestry and Water Management called 'Building a support system for the rural development'.

Access to information relevant to rural areas on the policy of rural development and agriculture is provided, as well as informing about and demonstrating good practices and successful initiatives in order to acquire knowledge and incentives to promote creativity for the promotion and utilization of existing resources for the rural development on the local and regional level.

## ADDED VALUE

The Mission of the Regional Agency is to create conditions for sustainable socio-economic development of Šumadija and Pomoravlje by building instruments of regional and local economic development and stable network of key factors. This structure provides the foundation for a strategic approach to the problem of the regional development.

The Vision of the Regional Agency is to represent a key provider of development processes in Šumadija and Pomoravlje through the creation and coordination of the implementation of development strategies, strengthening the identity of the territory where it exerts its influence and creating networks and partnerships of the key stakeholders

## RESULTS

1. More than 12000 visits to RRC by agricultural producers and 5000 visits to the villages, fairs, markets, seminars ...
2. 150 organized professional forums in 12 municipalities of Sumadija and Pomoravlje
3. Created ID cards of 13 villages
4. Organized presentation of rural and tourist potentials of the region in 30 national and international fairs
5. Study on the possibilities of agricultural development in Central Serbia is done
6. Through the support programs at the national level, financial support of 550000 EUR is provided to agricultural households
7. Realized 4 projects about development of rural of total value of 130000 EUR

## BACKGROUND

For women becoming entrepreneur and run a business is very difficult because of various problems.

Service Centers for the Entrepreneurial Endeavors of Women (CSEM, by its acronym in Spanish) are territorial entities that provide technical and financial services to foster the undertakings of women in a way that will contribute to the creation of jobs and incomes which are competitive and support the dynamization of the local economies.

## DESCRIPTION

The CSEM carries out:

- Research of territorial economic potentialities, inventories of the women entrepreneurs,.
- Coordination and spreading of information about programs and projects of public and private institutions which provide financial and business services to women
- Coordination and management of cooperation agreements with local, national and international organizations.
- Support to entrepreneurs with scaling potential, framed within plans and development programs and integrated into productive chains;
- Training services for the development of entrepreneurial abilities and business management.
- Creation and follow-up of business plans and support for they are presented before financial and development institutions.
- Technical assistance ad-hoc to entrepreneurs and business women,.
- Positioning of the contributions and needs of women in the politics and local economic development plans.

## ADDED VALUE

The fact that CSEMs are part of a local development agency, which integrates the private and public sectors, facilitates the communication with local and national entities in charge of supporting these processes, and provides comprehensive support.

## RESULTS

- Through the Business Service Centre for Women and Youth - CSEM – the Leda supported the constitution and legalization of the Network of Women Entrepreneurs of Huehuetenango, which is comprised of 34 organizations, with a total of 650 associates engaged in various economic activities: meats, peanut processing, Jamaica pink, edible mushrooms, vegetables, bakeries, trade, crafts, candle making, roasted and ground coffee, clothing apparel, small grocery stores, 8 in municipalities and 26 in cantons, or villages, of 17 municipalities
- 23 municipal CSEM branches for women were created, and they are members of the Municipal development councils.
- The CSEM supported 1,045 women involved in economic activities, which increased their household income and thus generated informal jobs. The 34 groups develop 57 projects of 27 types of productive activity.
- 20 credit group was awarded with a total amount of Q865,000.00
- The CSEM has trained 1045 women entrepreneurs
- The legalization of the Network of Women Entrepreneurs of the Region is currently in the process
- The CSEM has managed to introduce technology and improve the presentation of brand and packaging of some products: honey, peanuts and coffee.
- A Laboratory for multiplication of mycelium (edible fungi) was realised
- CSEM coordinates with the Technical Institute of Training and Productivity - INTECAP – the realization of training courses for women, some with subsidized scholarships.

## BACKGROUND

Most of the local Lebanese producers especially the woman don't have either the capability to rent a shop or how to circulate and distribute their local Lebanese food production or handicrafts and other products like leather bags and shoes etc .

The idea of mobile market escalated. The area was granted from the municipality and ALEDA will hold the financial/ operational /logistics and marketing campaigns.

## DESCRIPTION

The mobile markets are structures and stands that allow small businesses men and mainly women to sell their products directly to local consumers in the 7 municipalities of the Southern Suburbs of Beirut.

First mobile market was issued in November /2014 with the subscription of 500 beneficiary from 100 COOPs and association.

The idea is to purely support the Lebanese production from leather, shoes manufacturing, clothes, food processing,

AULEDA provides support to the entrepreneurs, assesses and evaluates the impact, and assists them in highlighting their weaknesses and improving their performance.

## ADDED VALUE

- 1) Municipality grants the area of the market.
- 2) ALEDA BSS assists the Lebanese producers by facilitating their participation to the market and supporting the approach to consumers.
- 3) ALEDA BSS will hold the financial and operational efforts to complete the value chain of the Lebanese producers by identifying them to internal and external markets, support the beneficiaries with market requirements to expose out of their area.
- 4) Tenants in BSS started to be familiar with the mobile market and are ready for the next and other events.

## RESULTS

- 7 markets per year in the seven municipalities with 500 beneficiaries from NGOs and COOPs.
- Networking sales channel were established and sales for the whole year (and not to wait only for the market) enhanced.
- Women (80% of the beneficiaries) supported in adapting new industry for financial support.
- 4 markets issued till now with average sales 40,000\$ for 3 days each.
- Future plans to sell for the external market with high standards established
- Capacity building of 50 beneficiaries realized.

# CONTACTS

AULEDA	mirela_duka@yahoo.it
ADECARCHI	luischoa65@hotmail.com
ADEC CORDOVA	raul.dentesano@adec.org.ar
ADEPAS	adepas.pacifico@gmail.com
ADELBAHO	Redadeldominicanas@yahoo.es
ADEL BRUT NOVA	direccionejecutivaadelbrut@gmail.com
ADEL CASA DEL AGUA	paereyes@hotmail.com
ADEL CHALATENANGO	info@adelchaltenango.org.sv
ADEL LA UNION	adel.launion@hotmail.com
ADELVA	Redadeldominicanas@yahoo.es
ADEMOPLA	adelmopla@yahoo.com
ADESARA	Redadeldominicanas@yahoo.es
ADETTA	Redadeldominicanas@yahoo.es
ADETSEIBO	Redadeldominicanas@yahoo.es
ALEDA	youssef.hajali@aledabss.org
ALMAMONS	milica.vracaric@almamons.rs
ASDECOHUE	asdecohue@yahoo.es
ASDECHI	adelasedechi@gmail.com
ADEL LOS DINOSAURIOS	gerencia@adelboyaca.com
ADEL MORAZAN	gerencia_adelmorazan@yahoo.com
ADEL NARINO	gerencia@adelnarino.org
ADEL ORIENTE	jmars28@hotmail.com
ADEL SONSONATE	adelsonsonate@yahoo.com
ADEL VALLE	gerenciaded.valle@yahoo.es
ADEL VELEZ	osvega75@gmail.com
ADEL ZAPATOSA	gerencia@adelzapatosa.org
APRODEL	jairsantanac@gmail.com
CIDES PIKINE	Mactar Sall
CONQUITO	sruales@conquito.org.ec
LAG VALLE TENZA	gal.gerencia@gmail.com
LEDS (KERALA – INDIA)	anup@ledsonnet.com
NORTH LEBANON LEDA	simon.bachawati@north-leda.org
REDADELCO	carlos.callejas@redadelco.org
REDASP	nenad.popovic@redasp.rs
ROSARIO	ademasi.aderr@gmail.com
SOUTH LEBANON LEDA	haskaz66@yahoo.com
TEULEDA	klaudia.darragjati@teuleda.org.al and arta.nikolli@teuleda.org.al
ILS LEDA	ilsleda@ilsleda.org



## ***ABOUT ILS LEDA***

ILS LEDA is an institute that supports local, national and international organizations to enhance territorial economies, aimed at achieving fair, human, inclusive and sustainable development.

It is recognized by OECD as one of the most effective international organizations in dealing with Local Economic Development Agencies (click [here](#) to learn more).

ILS LEDA is member of the [KIP INTERNATIONAL SCHOOL](#) (click on for more information)

### **ILS LEDA has 25 years' experience in:**

- STRATEGIC VALORIZATION OF TERRITORIAL RESOURCES, for providing long term competitiveness, and social and environmental sustainability, while enabling to elaborate development strategies.
- CREATION OF STRUCTURES FOR IMPLEMENTING LOCAL ECONOMIC DEVELOPMENT, such as the Local Economic Development Agencies (LEDAs): original, public private, no profit, and self-sustainable structures, providing customized services to local population, entrepreneurs, local administrations, and NGO. ILS LEDA has supported the creation of 62 LEDAs all over the world, and coordinates their global network.
- SUPPORT TO THE LEDAs, through assigning the IQUAL quality label for assessing and improving their performance focused on human development. Counselling at distance, and customized capacity building are also provided.
- SUPPORT TO NATIONAL POLICIES FOR LOCAL ECONOMIC DEVELOPMENT, for building regulatory frameworks for territorial economic development in order to manage fight against poverty, inclusive growth, gender equality, migration, SMME development, economic governance, green economy, etc.
- TERRITORIAL MARKETING, through defining the territorial personality, identifying its image, and setting communication strategies.
- INTERNATIONAL PARTNERSHIPS, through facilitating south-south and south-north alliances for twinning, joint projects and actions.
- TRAINING, by offering different kind of products, such as ONE-WEEK INTENSIVE COURSES, PAQUINOTT (distance training courses on Local Economic Development, specially for workers and people having no much time for learning); WEBINARS (4 hours customized distance training, combining lectures and online exercises in the ILS LEDA virtual classroom); WQUIL (3 months distance training combining lectures, individual study, exercises and strong interactions teacher-student and student-student).

### **ILS LEDA is the network of 61 Local Economic Development Agencies, operating in 17 countries:**

Albania, Argentina, Colombia, Dominican Republic, Ecuador, El Salvador, Guatemala, Haití, Honduras, India, Mozambique, Nicaragua, and Lebanon, Senegal, Serbia, Uruguay, Sri Lanka)

For more information:

<http://www.ilsleda.org>

e mail: [ilsleda@ilsleda.org](mailto:ilsleda@ilsleda.org)

Facebook: [ilsleda](#)





## ***ABOUT THE KIP INTERNATIONAL SCHOOL***

The School is comprised of a network of experiences, organizations, specialized centres and universities of interested countries, who intend to work together to construct new knowledge and develop new tools for planning and managing development processes. It is based on existing structures that are involved in development practice, in research for innovation and in building capacities of development actors.

The School provides support to all actors who are working to achieve the goals and values that the international community agreed on through the principal United Nations summits of the past twenty years (Millennium Platform), recognizing the serious difficulties they encounter. While on one hand, the platform indicates a path towards an equitable, participatory, and environmentally sustainable development, on the other, the reality everywhere continues to be characterized by excessive competition leading to exclusion, poverty, social tensions, pollution, irrational use of natural resources and other dangerous imbalances.

Even those governments and actors most committed to implementing the Millennium Platform find that the ideas and models of action available to them are inadequate, resulting from the very cultural patterns that the Platform wishes to overcome. For these reasons, the International School aims to help identify new tools for understanding the complex and contradictory dynamics of development and new ways to plan and manage it.

The idea of creating a School, involving the best experiences being taken forward by public administrations, institutions, universities, research centres and social actors in different countries, was first put forward in a meeting between Edgar Morin and a group of experts who inspired the human development cooperation programmes that started with the United Nations PRODERE Programme in 1989.

The strategic value of a territorial approach

The School promotes a territorial approach to development, based on the active role of local communities, on enhancing local natural, human and historical resources, on integrating different sectoral contributions and on the participation, without exception, of all social actors. It is an approach rooted in specific local cultures and realities, but aimed at building a wide network of exchanges for a local, national and international development centred on meeting human needs and peaceful cooperation. The territorial approach not only corrects the fragmentation and dispersion of resources typical of the traditional sector-specific approach, but enhances and harmonizes the qualitative contribution of experiences addressing specific issues.

Tom know more

<http://www.kipschool.org>