



Beltraide

making
business
happen

Public Policies for the Internationalization of SMEs in Belize



November 20th, 2019
Bogota, Colombia

OUTLINE

1. BELTRAIDE'S Mandate
 - 1.1 SBDCBelize
 - 1.2 ExportBelize
2. MSME Policy & Strategy
3. MSME Enhancement Program
4. Belize Export Strategy
5. National Trade Policy
6. Other Initiatives

BELTRAIDE AT A GLANCE

Four Strategic Areas

Investment Generation & Business Facilitation.

Skills Training & Job Development.

Enterprise Development & Innovation.

Trade Promotion & Export Development.





SBDC Belize

making small
business happen

1.1

WHAT WE DO:

Provide customized needs-based services to MSMEs with the aim of facilitating their competitiveness and export readiness.

SERVICES OFFERED

1.1

- Business Advising
- Business Plan Development
- Technical & Business Management Training
 - Needs based low-cost workshop, conferences, and courses.

CLIENT TIERS



- Tier 1: Entrepreneurs – Pre Ventures
- Tier 2: Business in the Informal Sector
- Tier 3: Start-ups
- Tier 4: Established Business



- Tier 1: Near Export Ready
- Tier 2: New Exporter
- Tier 3: Established Exporter





EXPORTBelize

connecting global
opportunities

WHAT THEY DO:

Provide customized needs-based services in the areas of export development and promotion.

SERVICES OFFERED

1.2

- Ensuring that quality & consistency is continuously met by encouraging exporters to benchmark their products and services to international standards;
- Assist enterprises in acquiring expertise, know-how, finances & systems necessary to enter export markets.
- Identify export opportunities, viable export markets & potential business partners including buyers & suppliers.
- Promote Belizean products & services.

MSME POLICY & STRATEGY

- Belize is an economy comprising mainly of MSME's which contributes significantly to the GDP (45%) and employment.
- Established a national definition for MSME based on 4 criteria: employees, annual sales, investment and manufacturing space.

Tiers of Enterprise	Employees (Full Time)	Annual Sales (Belize \$)	Investment (Belize \$)	Manufacturing Space (m ²)
Micro	Owner manager - <5 employees	<100,000	< \$50,000	na
Small	5 - 19 employees	<500,000	<150,000	<372 (4,004 sq ft)
Medium	20 - 51 employees	<1.5 million	<500,000	<557 (5,995 sq ft)

MSME POLICY & STRATEGY

2

- Four Pillars of Focus:
 - Legislative & Regulatory Framework
 - Increase Flow of Capital
 - Market Access and Competitiveness (access to larger markets) and;
 - Development of Business Skills and Knowledge through Education and Training.

- Market Access & Competitiveness
 - Product & systems standards
 - Associations or cooperatives to enable bulk purchasing of material inputs and sales.
 - Concessions on imported raw materials, fuel and energy. (Fiscal Incentive Program and Export Processing Zone Act, MEP)
 - SME participation in national & international trade expositions.

MSME ENHANCEMENT PROGRAM

3

- Seeks to strengthen the competitiveness of Belize's Micro, Small and Medium Enterprises (MSMEs) through the waiver of Customs Import Duties for a list of packaging and labelling materials for eligible MSMEs.
- Some Packaging and Labelling Materials included: adhesives, plates, sheets, film, foil, sacks, bags, carboys, bottles, lids, cups, boxes, packaging containers.

BELIZE EXPORT STRATEGY

NES- Export Priority Sectors



Agriculture

(focus on specific high export demand crops)



Agro-processing & Light Manuf.

(focus on specific high export demand crops)



Tourism Services

(Art, Music, Culture, Film, Medical)



ICT

(focus on IT Enabled Services)



Professional Services



Energy

(focus on Biofuels)



Fisheries and Marine Products

(focus on aquaculture)

NATIONAL TRADE POLICY

5

- Five (5) Main Objectives:
 - Reduce the Cost of Doing Business, enhance competitiveness and develop efficient production systems and capacities;
 - Improve trade performance for goods and services, diversify production and export basket and enhance value addition.
 - Build and strengthen multilateral, regional and bilateral trade relations and enhance market access (entry);
 - Build a strong and effective institutional and legal framework for trade development, with competent human capital and an entrepreneurial mindset.

NATIONAL TRADE POLICY

5

- Policy covers domestic and international requirements and obligations that Belize must fulfill in its entire production value chain as it pursues Market Access for its goods and services.
 - Investments in & upgrade of the National Quality Infrastructure
 - Sensitization on trade agreements and associated opportunities
 - Trade Facilitation
 - Development of market intelligence on specific export market regulatory requirements
 - Standards & food safety certification
 - Assessment of domestic & export market structure;
 - Enhancement of logistics & distribution systems.

OTHER INITIATIVES

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- Cluster Initiatives
 - Cluster Development Training Program (Compete Caribbean)
 - Cluster Development Plan (Seaweed).
- Global value chain: Shrimp, Cacao, BPO (OAS Project).

Thank You!



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