



USAID
DEL PUEBLO DE LOS ESTADOS
UNIDOS DE AMÉRICA

El Salvador Export Promotion for Micro, Small and Medium Enterprises Program

**USAID
EXPRO**

Quarterly Report
Ending March 31, 2005

Contract: PCE-I-00-98-00016-00 T/O 833



Export Promotion for Micro, Small and Medium Enterprises El Salvador (USAID/EXPRO)

Contract No.: PCE-I-00-98-00016-00 T/O 833

Project Period: July 2003 – March 2006

USAID Mission: USAID El Salvador Office of Economic Growth

Project Contractor: Nathan Associates Inc.

Project Summary: USAID/EXPRO aims to reactivate the economy of El Salvador by increasing income generated from exports of micro, small, and medium enterprises (MSMEs). Project objectives include (1) strengthening the Ministry of Economy's institutional export and trade policy capacity; (2) improving access to trade and export information; (3) increasing the competitiveness of Salvadoran businesses; (4) expanding business contracts and sales; (5) strengthening the Salvadoran export services sector; and (6) establishing strategic business alliances. Nathan Associates, in collaboration with AG International, DAI, and JE Austin, is providing technical, commercial assistance, and training to support government and private sector export promotion efforts; improving the productive capacities of MSMEs striving to access international markets; and assisting Salvadoran companies in developing and increasing export sales by at least \$20 million at project completion on March 31, 2006. USAID/EXPRO is also providing technical assistance and training to make export promotion initiatives more effective and to improve product development, operational efficiency, business development services, and the production scale of Salvadoran MSMEs so they can enter international markets, enjoy market continuity, maximize profitability, and face less risk of failure.

<u>Contents</u>	<u>Page</u>
EXECUTIVE SUMMARY	1
Table 1: Total Reported Contract Deliverables	2
Table 2: Total Reported Contract Deliverables – by Export \$	3
PROJECT SUMMARY	4
TECHNICAL ACTIVITIES DURING THE PERIOD	5
Inputs and Outputs by Result	
Result 1: Institutional Export Promotion and Trade Policy Capacity of the Ministry Of Economy Strengthened	
Result 2: Access to Trade and Export Information Improved	
Result 3: Competitiveness of Salvadoran Businesses Increased	
Result 4: Business Contracts and Sales Expanded	
Result 5: The Salvadoran Export Services Sector Strengthened	
Result 6: Strategic Business Alliances	
Problems Encountered and Solutions Proposed	14
Results and Project Performance Targets	15
MANAGEMENT INFORMATION	17
Management Activities	
Project Startup	
Staffing	
Management Visits	
Annual Timeline of Activities	
Progress on Alliance Formation	
LEVEL OF EFFORT	20
LESSONS LEARNED AND RECOMMENDATIONS	21
Annex 1: Activity Deliverables	22
Annex 2: Firm Deliverables	25

EXECUTIVE SUMMARY

By this report USAID-EXPRO is reporting contracted deliverables as of March 31, 2005 in all six result areas. Most importantly, USAID-EXPRO is able to report \$15,493,913 in various export products generated by the project's direct assistance to 153 Salvadoran MSMEs. An additional 165 companies have received competitiveness assistance by USAID-EXPRO and are expected to produce results in future quarters; totaling the number of firms technically assisted by USAID-EXPRO at 318 (this figure does not include the number of firms trained).

The 15.5 million dollars in exports represents over 100% of the project's total target for exports generated. Approximately \$10,202,887 of the export results is attributable to the attendance at trade fairs through March 31, 2005.

During the quarter the activities of the USAID-EXPRO related funds being executed with CENTROMYPE and FOEX have been distributed consistently. The difficulties in recruiting firms for longer-term technical assistance that existed in previous quarters has been solved, as several export platform initiatives and new MSME export projects were approved to be co-financed through the funds. To-date, \$1,182,394 has been awarded to MSMEs through the grant funds.

The above results are largely due to USAID-EXPRO's senior staff members and over 45 expatriate, cooperating-country-national (CCN) and third-country-national (TCN) technical consultants. In addition to their general expert advice the consultants and staff have participated in one or more of the 47 trade fairs, 13 commercial trade missions, 2 Central American business rounds, 18 studies, 9 private sector association capacity building activities, and 33 initiated MSME training activities. Institutional capacity building and information dissemination has also been made possible by the USAID-EXPRO team's continual population of www.expro.org and disbursement of the USAID-EXPRO monthly newsletter.

Additional detail of the deliverable outputs mentioned above can be found in Tables 1-2 and Annexes 1-2. Narrative explanations of each activity can be found under the appropriate result area. In the narrative portion of this report all but one of the three option period results are included with one of the result numbers 1-6, which are similar in scope but require funding from one of the two grant funds.

In regards to the management and financial status of USAID-EXPRO: all are in-line according to the agreed upon workplan. The USAID-EXPRO staff has been fully operational since early December 2003 and added one long-term expatriate trade specialist at the beginning of April 2004. Financial reporting has been consistent, and to-date is complying with forecasted expenditures.

Table 1

Total Reported Contract Deliverables as of March 31, 2005

Result #	Deliverable Description	Contract Requirement (No.)	Previous Quarter PTD-Actuals (Earthquake)	Previous Quarter PTD-Actuals (Non-Earthquake)	Previous Quarter TOTAL PTD Actuals Reported	Current Quarter-Actual (Earthquake)	Current Quarter-Actual (Non-Earthquake)	Current Quarter TOTAL-Actual Delivered	PTD-Actual Exported (Earthquake)	PTD-Actual Exported (Non-Earthquake)	TOTAL PTD-Actual Delivered	Actual % of Contract
1	Identification and development of export-oriented projects in 5 different economic sectors. At least 50% in earthquake areas	20	0	0	0	0	0	0	0	0	0	0%
1	Public/Private sector professionals trained in export promotion and trade policy	50	n/a	n/a	97	n/a	n/a	150	n/a	n/a	247	494%
2	Product/market analyses conducted in target markets	50	n/a	n/a	18	n/a	n/a	0	n/a	n/a	18	36%
2	Best Practice Guide in export promotion programs	1	n/a	n/a	1	n/a	n/a	n/a	n/a	n/a	1	100%
2	Intranet/Portal for communicating and disseminating trade information	1	n/a	n/a	0	n/a	n/a	0	n/a	n/a	0	0%
3	EXPRO Project website	1	n/a	n/a	1	n/a	n/a	1	n/a	n/a	1	100%
3	Increased competitiveness of Salvadoran firms working in international trade areas	150	116	87	203	3	-8	-5	119	79	198	132%
3	Increased competitiveness of Salvadoran firms working in international trade areas (Other EXPRO Funds)	100	47	63	110	1	9	10	48	72	120	120%
3	Salvadoran firms trained and committed to participating in developing their export capabilities and future access to international markets	850	395	369	764	110	110	220	505	479	984	116%
3	Strengthened associations to assist with the development of MSMEs	5	n/a	n/a	9	n/a	n/a	0	n/a	n/a	9	180%
4	MSMEs exporting Salvadoran product lines (CENTROMYPE)	100	28	30	58	6	-4	2	34	26	60	60%
4	MSMEs exporting various products to international markets (FOEX)	50	28	21	49	-3	-1	-4	25	20	45	90%
4	MSMEs exporting a variety of products to international markets (Other EXPRO Funds)	100	23	22	45	4	13	17	27	35	62	62%
5	Competitiveness of Business Development Services Firms and/or individual consultants increased with improved capacity to provide effective export services to MSMEs	50	n/a	n/a	120	n/a	n/a	0	n/a	n/a	120	240%
6	Newly established international long-term strategic business relationships formed with Salvadoran enterprises	20	n/a	n/a	8	n/a	n/a	1	n/a	n/a	9	45%

Table 2

Total Reported Contract Deliverables - Export \$ as of March 31, 2005

Result #	Deliverable Description	Contract Requirement - Export \$	Previous Quarter TOTAL PTD Actuals Reported	Quarter TOTAL-Actual Exports	TOTAL PTD Actual Exports	Actual % of Contract
4	MSMEs exporting Salvadoran product lines (CENTROMYPE)	\$2,000,000	\$4,326,112	\$723,672	\$5,049,784	252%
4	MSMEs exporting various products to international markets (FOEX)	\$3,000,000	\$5,037,356	\$1,418,603	\$6,455,959	215%
4	MSMEs exporting a variety of products to international markets (Other EXPRO Funds)	\$1,000,000	\$2,458,006	\$1,530,163	\$3,988,169	399%

Please Note: When a company has worked with more than one institution (FOEX, EXPRO and Centromype) or has partaken in activities that do not apply to the funds as well as worked with the funds - exports are apportioned accordingly between the different institutions or activities. This procedure is also applied when an exporting company has worked with more than one fund and/or with a fund and an activity outside of the funds.

Additionally Initiatives executed directly by EXPRO related to the funds have been divided equally between FOEX and Centromype.

PROJECT SUMMARY

USAID-EXPRO aims to reactivate the rural economy of El Salvador by increasing income generated from exports of micro, small, and medium enterprises (MSMEs). Project objectives include (1) strengthening the Ministry of Economy's institutional export and trade policy capacity; (2) improving access to trade and export information; (3) increasing the competitiveness of Salvadoran businesses; (4) expanding business contracts and sales; (5) strengthening the Salvadoran export services sector; and (6) establishing strategic business alliances. Nathan Associates, in collaboration with AG International, is providing technical, commercial assistance, and training to support government and private sector export promotion efforts; improving the productive capacities of MSMEs striving to access international markets; and assisting Salvadoran companies in developing and increasing export sales by at least \$6 million at project completion on June 30, 2005. USAID-EXPRO is also providing technical assistance and training to make export promotion initiatives more effective and to improve product development, operational efficiency, business development services, and the production scale of Salvadoran MSMEs so they can enter international markets, enjoy market continuity, maximize profitability, and face less risk of failure.

TECHNICAL ACTIVITIES DURING THE PERIOD

Inputs and Outputs by Result

**Please see Annex 1 for a summary list of activities*

Result 1: Institutional Export Promotion and Trade Policy Capacity of the Ministry Of Economy Strengthened

- Last quarter USAID-EXPRO's support EXPORTA organized the Primer Encuentro Exportador, together with the Camara de Comercio de El Salvador. More than one hundred Salvadoran companies benefited from a variety of foreign trade seminars and many of these companies also made contact with an importing company from Las Vegas, who participated in the Forum, invited by EXPRO. In this quarter USAID-EXPRO's COP met with Cámara de Comercio Representatives who voiced their intention to ask for support for the organization of a Second Encuentro Exportador, in the month of June 2005.
- USAID-EXPRO continued strengthening its relation with EXPORTA through the co-organization of two fairs in Germany and one trade show in Panama City.
- Mauricio Infante, EXPORTA's Director resigned during this quarter. It is expected that a new director will be appointed soon; when this happens, USAID-EXPRO will initiate contact with him/her to plan new joint activities and support from the program.

Result 2: Access to Trade and Export Information Improved

- The USAID-EXPRO website continues to be populated with new trade and export information, in addition to upcoming USAID-EXPRO events, trade fairs, and training programs. The website also provides news and results from past USAID-EXPRO activities. (www.expro.org)
- USAID EXPRO and Microsoft El Salvador have prepared a proposal of a Trade Information Portal for El Salvador. This proposal consists of three phases and includes features that allow exporters to interact with government and private sector export promoters, beside the access to trade information. USAID EXPRO will be presenting this proposal to the new Director of EXPORTA in order for a transparent collaborative effort.
- USAID-EXPRO has written, published, and distributed via email monthly newsletters for January, February, and March. Archived copies of all USAID-EXPRO newsletters can be found at www.expro.org.
- Results of the study "Export of Health Services in El Salvador" were presented by USAID-EXPRO to the medical community, economic development institutions and the Salvadoran government. As a result, fifteen groups conformed by medical doctors have presented to USAID EXPRO their export initiatives.
- A study on Business Opportunities in the Nicaraguan Market will be initiated in May 2005 and it is hoped to be completed by the beginning of next quarter.

- An evaluation study on the benefits for Salvadoran exporters to enter the European market at the distributor level began last quarter. Findings should be available by June 2005.
- During the quarter USAID-EXPRO generated an export data analysis. The analysis helps to determine what EXPRO initiatives have assisted in producing the highest results, which industries have had the most success, etc. This analysis is updated with each new quarter's results. The March 2005 Export Data Analysis will be available by May 30th.

Result 3: Competitiveness of Salvadoran Businesses Increased

- A first contract for \$57,000 was signed by the Cluster of Electrical and Civil Engineers in Nicaragua. The project is currently being implemented and constitutes the first of its nature in El Salvador as something developed by a cluster of professionals of this branch of services.
- Local training expert, Mario Cáceres manager of the export training programs for 1) institutional counterpart agencies, 2) BDS providers and 3) micro and small sized enterprises, has developed the micro and small business training program. The finalized curriculum is training 1000 enterprises to: Apply strategies and policies which reinforce competition of related sectors; Identify and select possible entrepreneurial, innovative and exporting entrepreneurial projects; Prepare economic and financial feasibility studies that will allow the implementation of selected projects; and Prepare and advise MSMEs in the preparation of business plans, standards for food and drugs exports, CAFTA and FTAA opportunities, professional associations, export plans and other subjects related to exporting of Salvadoran products. USAID-EXPRO chose four well known and experienced institutions, FUNDAPYME, ZAMORANO, FEPADE and ITCA, to conduct the programs which will improve and develop micro and small enterprises' exporting capacity and future access to international markets. USAID-EXPRO has been issuing a Participation Voucher to each participating micro and small enterprises for the 33 scheduled 48 hour courses. To-date, USAID-EXPRO has trained 984 businesses and 219 members of the Salvadoran government. The project has 23 enterprises registered for the last courses taught by FEPADE, which will accomplish the projected goal.
- USAID-EXPRO continues with the creation of Joint Units of Export. This activity is launching a pilot project encompassing four Joint Units for export with Salvadoran Micro, Small and Medium Enterprises (MSME's). Each Unit is being directed toward different markets and used as a guideline and reference for future projects of effective platforms for commercialization. This activity is expected to deliver: 1) Four Joint Export Units, established as a legal entity, with managers intact and expectations for short-term export results, 2) Ten trained local consultants specialized in processes of forming export associative groups and other subjects related to the strengthening of competitiveness of the

small Salvadoran companies, and 3) Sales of US\$250 thousand per UCEX. During this quarter, as the trading companies continue moving through the construction phase, the activity is able to report: the Shoe UCEX is working on hiring a marketing director, they also have developed a common mark/logo for their products and have collectively contributed \$4,200 to the company for initial UCEX expenses; the Software UCEX has agreed to formalize the company and they have hired a marketing director who began working on April 1st, the software UCEX has also collectively contributed \$16,000 to the company as part of the initial expenses; the furniture UCEX has selected the market of hotels in the Mexico (Riviera Maya, Cancun), Costa Rica and the Caribbean for its products and are working on hiring a commercial director, also they have collectively contributed \$6,000 for initial expenses; and the organics UCEX has 5 new members and is working on hiring a commercial director and have also collectively contributed \$2,640 for the initial expenses of the trading company. To-date ten consultants have been trained and completed qualifications to work with these groups in the different phases, and 7 companies have met the selection criteria and qualified for unit membership in the shoe industry, 10 companies in the furniture accessory industry, 11 in the organics co-operative, and 7 in the software industry. In the next month we expect to establish as a legal entity, hire the rest of the managers, and launch each group's concrete plan for alternative sources of financial support and subsidies. This is the beginning of the process for compiling managers and consultants for the 4th phase of the systemized export process. There will be an event to present this methodology.

- USAID-EXPRO has continued assisting the organization of the Software Development Trading Company (SDTC) organization and defining their export goals. The cluster holds meetings in USAID-EXPRO's facilities twice a month and USAID-EXPRO has made several important contacts for them.
- USAID-EXPRO continues to provide follow-up to the IDB initiative in which ten software companies have applied to a certification process that will facilitate their exports to more developed markets, such as the US and Europe. INCAE has been appointed by the IDB to implement this project. Two of their officials visited USAID-EXPRO to solicit its support for this initiative. USAID-EXPRO has agreed to provide support to participating companies for the development of new markets abroad. The Software Development Cluster has already submitted its proposal to INCAE/IDB.
- The on-going Strengthening Salvadoran Design Capabilities and Cluster Formation activity is facilitating the integration of now over 20 design professionals clustered to support current and potential Salvadoran exporting companies. The designers will be a critical resource in helping other Salvadoran exporters to improve the appearance and image of their products, and in developing new products for markets abroad. During the quarter the designers

continued to collaborate with the Innove Design Teams initiative lead by the international design consultant, Mary Louise Sayles. Designers began working together as teams and presented new product ideas for the activity. Of the six new products presented one product was deemed market worthy with having the most current export potential: commercial and residential fabric aprons. It is possible all other product ideas will be explored in the future. In addition, the cluster made a formal decision to change its name to the Design Association of El Salvador (ADIES). This decision was in part to clarify the group's goal and objectives which are: 1) Group and represent designers from all disciplines - Advance the careers of members through networking and promotion of design & Gain recognition by the government and the business community as a high-quality professional design organization; 2) Communicate the value of design and innovation - Develop a comprehensive website containing industry research, current news, best practices, and success stories & Organize design industry conferences and workshops; 3) Increase the use of design in business - Promote ADIES in-front of business associations and professional organizations, regional and international Chambers of Commerce, and various media outlets & Provide a searchable on-line directory of ADIES designers in order that businesses can, on their own, contract designers for use in increasing their company's competitiveness; 4) Inspire design quality and ethical responsibility - Award design education scholarships & Organize and execute an awards program & Develop industry standards and professional code of conduct. The ADIES website will be launched in May 2005.

- The objective of the Innove Design Team activity is to model the "best practices" of today's leading design firms. The Design Teams will make design and innovation a resource in El Salvador that is available to Salvadoran manufacturers. The essence of the resource will be innovators streamed from the already existing Salvadoran Design Cluster, recently renamed ADIES, which the consultant has trained and coached into design teams so they encompass the ability to solve complex design and marketing problems. The activity will contribute to a new body of knowledge on understanding the economic impact of design and innovation for developing countries. During the international design consultant's monthly visits to El Salvador during the quarter, she completed the training of the 16 Design consultants (Business Service Providers) and established 7 design teams who are now implementing the Innove methodology for projects in the areas of Bourbon coffee, high-end clothing designs, textiles and natural dyes, stationary, outdoor house wares, aprons, and furniture.
- USAID-EXPRO is collaborating and increasing the capacity of 5 different private sector associations: FUSADES (development of international commercial alliances for 15 SMEs currently being assisted by PROPEMI), ASI (development of linkages for exports between large Salvadoran exporters and potential SME-suppliers), FUNDAPYME (export-competitiveness training for Salvadoran SMEs), COEXPORT (joint-implementation of a program of buyer – and distributor –

missions to El Salvador, commencing with the Central American Trade Fair in October), Camara de Comercio (new round of AFIS training for 40 companies, culminating in participation in trade fairs or commercial missions utilizing the USAID-EXPRO Fast Track facility).

- USAID-EXPRO designed for the “Asociacion de Cafes Especiales de El Salvador” a certification scheme for certifying “100% Bourbon Coffee”. The Bourbon coffee will be the main ingredient in the strategy for differentiating Salvadoran coffee. This scheme involves Latincert –BCS as the certifying agency, Procafe as the national certifying agency and also a genetics lab in Germany, which will run the samples. The following procedure has been established: 1) Protocols are to be worked out by Procafe, USAID-EXPRO and the Asociacion de Cafes Especiales de El Salvador, 2) On site inspections are to be carried out by Procafe, based on morphology traits, 3) Procafe will issue jointly with the association a pre-certificate of bourbon coffee, 4) Latincert-BCS will inspect farms on a random basis, based upon the pre-certificate issued previously by Procafe, and will take tissue samples, 5) Tissue samples are to be sent by BCS to a German genetics lab, and 6) Latincert-BCS, based upon the lab. Results will issue the certificate of 100% bourbon coffee. This certification will be the umbrella under which coffees of El Salvador will be marketed in the future. In September 2004 the internal control procedures were defined, which means a portion of the incoming 2004/2005 coffee crop will bear the new certification. In December, USAID-EXPRO supported the certifying inspector training courses from ProCafe and other institutions. Inspection of farms was initiated in January 2005 of the more than 60 coffee farms which have applied to be certified so far. However, due to the late cropping of high altitude farms, only 8 have qualified for the seal. In May we expect that at least 30 more farms will be certified. A presentation on the seal was given in January in San Salvador and during the March SCAA show in Seattle. The SCAA presentation was prepared by our Innove Bourbon Design Team.
- Last quarter the organization of three conferences and showcases were executed in order to host one of the three following distributors: Marquez Brothers from Los Angeles, Mainland from Jamaica, and R&A Distributors from Las Vegas. Already R&A has received 3 containers of products which are being sold at the supermarket level. An evaluation of future orders was conducted together by EXPRO’s Claudia Geissmann and Lucy Mena (EXPORTA) in February 2005. In May 2005 R&A will come again to El Salvador to process new orders on new products and also place an additional purchase order on products they are already distributing. During the quarter Marquez Brothers placed orders with two different Salvadoran companies; the products are to be dispatched in May.
- USAID EXPRO organized the participation of five Salvadoran companies in the San Francisco Fancy Food. Gourmet food and beverages were exhibited during the show and the El Salvador Stand was visited by renowned companies such as William Sonoma.

- Eight Salvadoran producers of organic products were supported to participate in a Central American stand in the Biofach fair, one of the largest organic fairs in the world that took place in Nuremberg, Germany.
- One company from the Gift and Decorative industry was supported to participate in The Canadian Toy and Hobby Fair, which took place in Toronto, Canada, in the month of January.
- USAID-EXPRO, in conjunction with Aid to Artisans program (ATA), organized the participation of six Salvadoran companies in AMBIENTE, one of the largest trade shows of this industry, which took place in Frankfurt. Under a new methodology, companies didn't attend personally, but instead sent samples of their products which were promoted by EXPRO and ATA representatives during the show.
- EXPRO in conjunction with EXPORTA organized the participation of six Salvadoran companies in FRUIT LOGISTIC, an important show of the fresh fruit industry, which took place in Berlin, Germany. Under a new methodology, companies didn't attend personally, but instead sent samples of their products which were promoted by EXPRO and EXPORTA representatives during the show.
- The American International Toy Fair in New York was attended by one Salvadoran exhibitor with the support of USAID-EXPRO. This producer is one of the few Salvadoran exporters of Christmas ornaments that have been successfully active in the international market, despite an immense Chinese competition.
- The Central America market is beginning to be given an important role by USAID-EXPRO, which was demonstrated by the organization of a stand in the EXPOCOMER fair, which took place in Panama City in March. Fifteen companies were assisted with financial aid and technical assistance.
- ENK Children's Club fair was attended by two Salvadoran exhibitors supported by USAID-EXPRO. This important children apparel show took place in New York in the month of March 2005.
- Two shoe manufacturers were supported by USAID-EXPRO to participate in the ANPIC trade show, one of the largest shoe industry fairs in Latin America. This show took place in Guanajuato, Mexico in the month of March.
- A highly-successful launch of Salvadoran guitar sales in Los Angeles was conducted with the assistance of the Salvadoran Consulate General in that city, and the Salvadoran American Business Association (SABA). Future collaborations with SABA are being planned, to promote the introduction of gourmet food products and a line of women's fashions based on the use of naturally-dyed textiles.

Result 4: Business Contracts and Sales Expanded

- USAID-EXPRO is able to report \$15,493,913 in various export products generated by the project's direct assistance to 165 Salvadoran MSMEs. An

additional 153 companies have received competitiveness assistance by USAID-EXPRO and are expected to produce results in future quarters; totaling the number of firms technically assisted by USAID-EXPRO at 318 (This number does not include the number of firms trained. Additionally this number reflects an adjustment to the indicators database which was purged in March of MSME's who applied for assistance and were qualified by EXPRO for different initiatives, but in the end did not execute the proposed and accepted business plan for various reasons).

- Approximately \$10,202,887 of export results is attributable to the attendance at trade fairs and commercial missions through March 31, 2005.
- In total for the project, USAID-EXPRO is able to report the supported attendance of 265 companies at 47 trade fairs and 13 commercial missions and led Salvadoran MSMEs in 2 Central American business rounds. A list of which companies participated and to what trade fair can be found in Annex 2.
- Assistance was provided to the GCM Call Center during the quarter to follow-up on the commercial mission to Chicago and Los Angeles, where its President met with potential clients. The GCM Call Center reported that the encounters had been very productive and now is expecting to close sales within the short term. In addition, one Salvadoran call center was supported to participate in the Contact Center Summit of the Americas, in Miami, Florida. It is expected that through this show, this call center can increase its sales to the US market.
- Through a project that has been coordinated with Agronatura and Camagro a group of 39 companies were certified organic. The certification began in September and was concluded in November 2004. The certification gave the companies the 3 organic seals NOP, JAS and BCS. Only one farm qualified for The Smithsonian Institute bird friendly seal due to the fact that this certification requires the existence of a certain numbers of high canopy trees; most farms have medium and small canopy trees. Four companies from this group attended the Biofach 2005 in Nuremberg Germany. All of them sold their products at the show and once exported will represent more than \$700,000 in exports to the European countries.
- Last quarter the organization of three conferences and showcases were executed in order to host one of the three following distributors: Marquez Brothers from Los Angeles, Mainland from Jamaica, and R&A Distributors from Las Vegas. Already R&A has received 3 containers of products which are being sold at the supermarket level. An evaluation of future orders was conducted together by EXPRO's Claudia Geissmann and Lucy Mena (EXPORTA) in February 2005. In May 2005 R&A will come again to El Salvador to process new orders on new products and also place an additional purchase order on products they are already distributing. During the quarter Marquez Brothers placed orders with two different Salvadoran companies; the products are to be dispatched in May.

Result 5: The Salvadoran Export Services Sector Strengthened

- USAID-EXPRO invited seven private sector trade associations and MSME related institutions, to submit proposals for the implementation of export promotion projects among their associates. Under a matching grants methodology, USAID-EXPRO is able to give funds to selected institutions to execute projects oriented to provide technical assistance and market access to companies that want to export or that are currently exporting but want to develop new markets. During the first quarter of the year, FUSADES promoted the export initiative developed by this institution and supported by USAID EXPRO. Under this initiative, fifteen companies will be selected to be trained and taken to Spain in a sales trip. As a result of the promotion phase, fifty companies applied for the program. The export preparation program, AFIS III, developed by Cámara de Comercio and USAID EXPRO, produced during this quarter thirty export projects for an equal number of companies. Eleven of these companies are ready to proceed to the last phase of the program, which is sales trip to a selected market. Asociacion Salvadoreña de Industriales, ASI, started during the first quarter of the year a research study among large exporting companies from El Salvador, oriented to learn their supply needs and promote them among Salvadoran SMEs. The research phase is expected to be terminated in April 2005. FUNDAPYME continues to move forward with their export-competitiveness training for Salvadoran SMEs and COEXPORT continues joint-implementation of a program of buyer – and distributor – missions to El Salvador, commencing with the Central American Trade Fair.
- USAID-EXPRO has trained 10 business consultants to participate with the creation of Joint Units of Export. This activity is launching a pilot project encompassing four Joint Units for export with Salvadoran Micro, Small and Medium Enterprises (MSME's). Each Unit is being directed toward different markets and used as a guideline and reference for future projects of effective platforms for commercialization.
- In conjunction with the project's training program, USAID-EXPRO designed a curriculum to train 52 coffee cuppers who can assist specialty coffee firms in insuring the quality of their value-added roasted coffee beans, which can be exported at a premium. The cuppers can also work with the roasters to design new mixes and blends.
- In December, USAID-EXPRO supported the certifying inspector training courses from ProCafe and other institutions. Theses 36 local Salvadoran inspectors will assist in keeping the cost down for the 100% Certified Bourbon Coffee seal. Inspection of farms was initiated in January 2005.
- Currently, 16 professional Salvadoran designers within various disciplines are being trained to form Design Teams which will make design and innovation a resource in El Salvador that is available to Salvadoran manufacturers. The essence of the resource is innovators streamed from the already existing Salvadoran Design Cluster, newly re-named ADIES. The designers will encompass the ability to solve complex design and marketing problems and be available as service providers for national and international clients.

Result 6: Strategic Business Alliances

- In the third Quarter of 2004, a USAID-EXPRO team visited several cities in Spain and France where presentations were made to the representatives of industry associations, governmental trade development agencies and individual businesses on the opportunities that are emerging with the signing of the US-CAFTA for developing joint production and/or joint marketing agreements between European and Salvadoran firms. The recent strong appreciation of the Euro in relation to the US dollar makes such arrangements particularly attractive to European firms, and the USAID-EXPRO team detected particular interest among manufacturers of furniture, home furnishings, musical instruments, high-quality leather footwear, tailored apparel and processed foodstuffs. As of March 2005, one Spanish shoe company has begun sourcing shoes from Salvadoran ADOC and is preparing a joint venture investment to produce high-quality men's shoes; a second Spanish shoe company visited El Salvador in February and is also negotiating with a local manufacturer to source a line of men's moccasins; and, a Spanish guitar company has confirmed that they will be establishing a plant to produce 1,000 classical guitars per month in El Salvador. EXPRO staff is currently finalizing plans for another promotional mission to Spain in June, to focus particularly on food industries.
- USAID-EXPRO made contact with the Institute of Food and Agricultural Sciences (IFAS) at the University of Florida with the intention of forming a joint research program in El Salvador. Since, a committee has been formed and talks conducted with IICA in order to form a committee that work with the IFAS group, which will visiting El Salvador to conduct meetings and develop an action plan.
- USAID-EXPRO has established strategic business relationships with Design Continuum Boston, Zamorano, the regional CLUSA program, INCAE, UNIDO Paris, IPEX a regional export promotion institute of the Castilla/La Mancha region of Spain, and AIDECA the Center for Innovation and Technology in Spain.
- A highly-successful launch of Salvadoran guitar sales in Los Angeles was conducted with the assistance of the Salvadoran Consulate General in that city, and the Salvadoran American Business Association (SABA). There was a large endorsement from U.S. guitar concert players which will benefit the expected exports of Salvadoran guitars. Future collaborations with SABA are being planned, to promote the introduction of gourmet food products and a line of women's fashions based on the use of naturally-dyed textiles.

Problems Encountered and Solutions Proposed

It is recognized that there are a few result areas that have not met the target expectations. The two areas of biggest concern are: Result #1 "Identification and development of export-oriented projects in 5 different economic sectors" and Result #2 "Intranet/Portal for communicating and disseminating trade information." Each of these areas' targets has not been met due to the previous Presidential elections which lead to the re-organization of the government's export promotion agencies such as EXPORTA.

USAID-EXPRO is pursuing the collaboration of an Intranet/Portal system directed at disseminating trade related information. This quarter, work on the portal is underway with the support of a team that will be contracted from Microsoft El Salvador.

It was mutually agreed that CENTROMYPE would no longer be involved in the FAST TRACK mechanism with USAID-EXPRO. However, CENTROMYPE will concentrate on long-term assistance, continuing to work with the 80 companies which they already have signed agreements with.

Results and Project Performance Targets

During the quarter the activities of the USAID-EXPRO related funds being executed with CENTROMYPE and FOEX as well as directly by USAID-EXPRO have continued. As was the case in the previous quarter, existing MSME export projects continued to be co-financed through the funds. In addition new fast track initiatives as well as new export projects were approved to be co-financed through the EXPRO-FOEX Fund.

It is important to note that USAID-EXPRO with the support of CENTROMYPE and FOEX determined which export projects awarded or which activities within them would not be executed by the selected MSME's. As a result amounts determined as "not to be disbursed" were recycled back to "funds available" during the quarter, in order to continue supporting MSME's export projects and initiatives up to the maximum amount established. Thus, in some instances amounts awarded might be lower than reported during the last quarter since these amounts have been revised and duly adjusted.

As of March 30, 2005, the awards and disbursements presented on the following tables have been made for the USAID-EXPRO related funds.

USAID-EXPRO-FOEX FUND in \$

Area	Total Awarded	Total Disbursed	Fast Track Awarded	Fast Track Disbursed	"Normal Mechanism" Awarded	"Normal Mechanism" Disbursed
Earthquake	346,588	90,648	58,255	50,853	288,334	39,795
Non-Earthquake	218,168	81,052	60,695	54,478	157,472	26,574
Total	564,756	171,700	118,950	105,331	445,806	66,369

CENTROMYPE-USAID-EXPRO FUND in \$

Area	Total Awarded	Total Disbursed	Fast Track Awarded	Fast Track Disbursed	"Normal Mechanism" Awarded	"Normal Mechanism" Disbursed
Earthquake	272,002	240,137	79,744	79,725	192,258	160,412
Non-Earthquake	136,245	102,154	42,126	42,126	94,119	60,028
Total	408,247	342,291	121,870	121,851	286,377	220,440

USAID-EXPRO FUNDS EXECUTED DIRECTLY BY EXPRO in \$

Area	Total Awarded	Total Disbursed	Fast Track Awarded	Fast Track Disbursed	"Normal Mechanism" Awarded	"Normal Mechanism" Disbursed
Earthquake	117,978	117,978	117,978	117,978	0	0
Non-Earthquake	91,413	91,413	91,413	91,413	0	0
Total	209,391	209,391	209,391	209,391	0	0

The following table presents the aggregate values of the execution of the USAID-EXPRO related funds by USAID-EXPRO, CENTROMYPE and FOEX, as presented in the preceding tables.

TOTAL USAID-EXPRO RELATED FUNDS IN \$

Area	Total Awarded	Total Disbursed	Fast Track Awarded	Fast Track Disbursed	"Normal Mechanism" Awarded	"Normal Mechanism" Disbursed
Earthquake	736,568	448,763	255,977	248,556	480,592	200,207
Non-Earthquake	445,826	274,619	194,234	188,017	251,591	86,602
Total	1,182,394	723,382	450,211	436,573	732,183	286,809

As of March 30, 2005, 127 initiatives by MSME's have been awarded by the USAID-EXPRO-FOEX Fund (70 earthquake and 57 non-earthquake). These initiatives related to the USAID-EXPRO-FOEX fund have been executed by 86 different MSME's. Additionally, 200 initiatives by MSME's have been awarded by the USAID-EXPRO-CENTROMYPE Fund (119 earthquake and 81 non-earthquake). These initiatives related to the USAID-EXPRO-CENTROMYPE Fund have been executed by 155 different MSME's. Also 77 initiatives by MSME's have been awarded by the EXPRO (43 earthquake and 34 non-earthquake). These initiatives executed directly by USAID-EXPRO have been executed by 70 different MSME's.

Through the USAID-EXPRO related funds (Fast-Track and normal mechanism vehicles) and other activities within the USAID-EXPRO portfolio, the project has been able to exceed the number of firms that are to receive assistance.

To demonstrate USAID-EXPRO's initiatives and deliverables in regards to new generated exports by individual MSMEs please see Annex 1 & 2. Annex 2 also presents companies who have received some form of technical assistance by either USAID-EXPRO staff or USAID-EXPRO technical consultants and are forecasted to receive funds from either FOEX or CENTROMYPE or directly by EXPRO; later producing export results. The same annex lists each firm who has received assistance from USAID-EXPRO and if the firm has begun to export.

Please note, costs associated with earthquake and non-earthquake areas have at times been estimated.

MANAGEMENT INFORMATION

Project Startup

The USAID-EXPRO office is fully operational.

Staffing

During the 1st quarter of 2005 Hector Rafael Renderos left the USAID-EXPRO project. Newly appointed Oscar Ramirez has taken over his duties of managing the CENTROMYPE grant funds. Below lists the USAID-EXPRO long-term employee roster:

Long-Term Technical Experts

Phil Rourk – Chief of Party, Expat
Gerardo Tablas – Trade and Marketing Specialist, Local
Federico Aguilar – Business and Finance Specialist, Local
Vicente Rivas - Business and Finance Specialist, Local
Lisa Alley – Trade Specialist, Expat
Luis Alfaro – Grants Manager and Finance Specialist, Local
Oscar Ramirez – Grants Manager and Finance Specialist, Local

Long-Term Local Support Staff

Ana Ruth Cruz – Information Technology Specialist
Guillermina Barrios – Administrative Assistant
Ana Silvia Ayala – Accountant
Gilberto Garcia Vásquez – Driver
Jose Gómez Gonzales – Driver
Maria Nathalia Torres - Housekeeper

Management Visits

In March 2005 Paola Roman Luther, the Nathan Associates Project Coordinator for USAID-EXPRO, visited El Salvador in order to meet with the staff, clarify and resolve administrative issues, and design a technical scope of work focused on assisting the Marketing Advisors Network as a Washington, DC based advisor.

Priorities for 2005

1. To be able to work with the trading companies and to also continue their process of development.
2. To consolidate the external marketing network, converting the network into an independent institution which is able to generate it's own resources
3. To be able to work with the design cluster and the commercial design teams
4. Establish an assistance scheme for improving export logistics of MSMEs.
5. Develop a scheme to be able to able obtain resources for financing MSME exports
6. Extend the program of visits to headquarters of important distributors/retailers in the United States and Europe and also continue a program which brings the distributors and retailers to visit El Salvador
7. Develop new distribution schemes for Salvadoran privately labeled products
8. Extend the European-Salvadoran collaboration program
9. Initiate the commercial representation program in fairs
10. Structure and implement the external trade portal for El Salvador

Progress on Alliance Formation

There are no new activities to report during this quarter.

LEVEL OF EFFORT

Although quarterly level-of-effort projections were not prepared as part of the USAID-EXPRO project budgeting process, it has been concluded that the expenditure of consulting resources are on target. This is due to the fact that USAID-EXPRO staff is fully operational and the majority of goals to be reached are on schedule. In addition, to monitor and track all Expat, CCN, and TCN levels of effort a consultant LOE matrix has been designed. This tracking system records all allocated and dissolved LOE, and is updated by USAID-EXPRO and submitted to USAID/EI Salvador on a regular basis.

LESSONS LEARNED AND RECOMMENDATIONS

USAID-EXPRO was able to consolidate and continue excellent working relations with most counterpart agencies and client groups during this quarter, and further strengthen its internal organization and systems. We believe the project's fifth full quarter with all grant funds active was largely successful.

Date Initiated	Activity	Initiative Supported
Mar-04	Analysis of Sugarcane Candy Nutritional Properties	Assessment of export capacity
Mar-04	Support for Indigo Growers Association	Assessment of export capacity
Oct-03	U.S. & European based Marketing Advisor Network	Business contracts and sales expanded
Apr-04	European Joint Venture and Co-Production Program	Business contracts and sales expanded
Sep-04	Business Relationships Established with Distribution Companies	Business contracts and sales expanded
Nov-04	Reverse Buyer/Distributor Missions to El Salvador	Business contracts and sales expanded
Jun-04	Training of Consultants for Joint Units of Export for Salvadoran SME's (10)	Business Development Services Increased
Dec-04	Training Coffee Cuppers (52)	Business Development Services Increased
Dec-04	Training of Bourbon Coffee Seal Inspectors (36)	Business Development Services Increased
Jan-05	Training of Salvadoran Designers in Innove Methodology (16)	Business Development Services Increased
Oct-03	FOEX and CENTROMYPE Grant Manuals	Design of operation and management plan
Nov-03	Support for cooperation between Uruguayan and Salvadoran Software Exporters	Increasing MSME competitiveness
Dec-03	Organic Certification of 16 Agro Industry Companies	Increasing MSME competitiveness
Mar-04	Quality and Production Improvement for Salvadoran Guitar Makers	Increasing MSME competitiveness
Mar-04	Support for testing alternative preservation methods for loroco	Increasing MSME competitiveness
Apr-04	Joint Units of Export for Salvadoran SME's	Increasing MSME competitiveness
Apr-04	Packaging Re-Design for 16 Enterprises' Products	Increasing MSME competitiveness
May-04	Wal-Mart Conference on Competing in the US Latin Food Markets	Increasing MSME competitiveness
Aug-04	Japan, U.S., & Europe Organic Certification of 39 additional Agro Industry Companies	Increasing MSME competitiveness
Aug-04	Presentation and Reception dedicated to Design: A Key for Exporting	Increasing MSME competitiveness
Sep-04	HACCP Seminars (2)	Increasing MSME competitiveness
Oct-04	Packaging Re-Design for 10 Natural EXPO East Enterprises' Products	Increasing MSME competitiveness
Dec-04	Development of 100% Certified Bourbon Coffee Trademark	Increasing MSME competitiveness
Nov-05	Implementation of Innove Design Team Methodology	Increasing MSME competitiveness
Oct-03	Electrical and Civil Engineer Cluster	Increasing MSME competitiveness & Private sector association support
Oct-03	Software Development Cluster	Increasing MSME competitiveness & Private sector association support
Dec-03	Strengthening Salvadoran Design Capabilities & Cluster Formation (ADIES)	Increasing MSME competitiveness & Private sector association support
Feb-04	Increasing the Capacity of the Specialty Coffee Association of El Salvador	Increasing MSME competitiveness & Private sector association support
Feb-04	Launch of www.expro.org	Information Dissemination
Feb-04	Development of Marketing and Public Relations Strategic Plan	Information Dissemination
Jun-04	EXPRO Monthly Newsletters (9)	Information Dissemination
Nov-03	Promotion Support for CENTROMYPE Export Promotion Fund	Institutional capacity building
Dec-03	Launch of FOEX and CENTROMYPE co-financing funds & Expedited "Fast-Track" mechanism	Institutional capacity building
Dec-03	Re-Design of FOEX website	Institutional capacity building
Dec-03	Assistance for Trade Point Catalog	Institutional capacity building
Dec-03	Completion of FOEX and CENTROMYPE grant manuals	Institutional capacity building
Jan-04	Trade Training of GOES Officials (219)	Institutional capacity building

Feb-04	Sponsored Trade Fair Participation of 5 EXPORTA Staff Members	Institutional capacity building
Feb-04	Sponsored Trade Fair Participation of 4 CENTROMYPE Staff Members	Institutional capacity building
Aug-04	Sponsored Participation of 2 EXPORTA executives at Las Vegas MAGICICKIDS tradeshow	Institutional capacity building
Sep-04	Sponsored 1 Executive of EXPORTA in Executive Forum on Public-Private Partnerships	Institutional capacity building
Sep-04	Support to EXPORTA: Development of Salvadoran Commercial Officers Trade Training Seminar (15)	Institutional capacity building
Sep-04	Support to MINEC: Participation in Global Competitiveness Seminar (1)	Institutional capacity building
Dec-04	Support to EXPORTA for the Primer Encuentro Exportador training	Institutional capacity building
Feb-04	Increasing the Capacity of Camara de Comercio	Private sector association support
Feb-04	Increasing the Capacity of COEXPORT	Private sector association support
Feb-04	Increasing the Capacity of ASI	Private sector association support
Feb-04	Increasing the Capacity of CENDEPESCA	Private sector association support
Feb-04	Increasing the Capacity of FUNDAPYME	Private sector association support
Feb-04	Increasing the Capacity of CAMAGRO	Private sector association support
Feb-04	Increasing the Capacity of FUSADES	Private sector association support
Sep-04	Action Plan to Increase Salvadoran/Los Angeles Chamber of Commerce Membership	Private sector association support
Aug-03	Design Continuum	Strategic Business Alliance
Sep-03	Zomorano	Strategic Business Alliance
Nov-03	CLUSA	Strategic Business Alliance
Nov-03	INCAE	Strategic Business Alliance
Dec-03	UNIDO	Strategic Business Alliance
Feb-04	IPEX	Strategic Business Alliance
Mar-04	AIDECA	Strategic Business Alliance
Mar-04	California Chamber of Commerce	Strategic Business Alliance
Jun-04	Salvadoran American Business Association	Strategic Business Alliance
Oct-03	Export Promotion Best Practices Comparative Study	Study
Dec-03	Labor Standards-WRAP Certification Program for El Salvador	Study
Dec-03	Fruit Juice and Concentrate Study (5)	Study
Dec-03	Furniture Market Study (3)	Study
Jan-04	Support Strategies for the Specialty Coffee Sector	Study
Feb-04	Technical Feasibility of Trout Farming in Chalatenango	Study
Mar-04	Salvadoran MSME Current Financial Status	Study
Apr-04	Design Center Feasibility Study	Study
Sep-04	Product Guide for Developing New Edible Products	Study
Sep-04	Supply and Demand of Medical Services Provided in El Salvador to the Foreign Community	Study
Sep-04	Business Opportunities in Nicaraguan Market	Study
Sep-04	Entry into European Market at Distribution Level Methodology	Study
Dec-04	Data Analysis on EXPRO Generated Export Results	Study
Feb-03	Seminar on Trade Show Selling Techniques for the European Organic Product Market	Training

Annex 1

Activity Deliverables as of March 31, 2005

Oct-03	Implementation of IICA Export Platform to FMI Trade Show	Training
Oct-03	Sponsorship of 26 Students to ISEADE	Training
Dec-03	Seminar for Exporters on Alternative Financing Mechanisms	Training
Dec-03	Expo Comida Latina SME Debriefing and Trade Fair Training	Training
Jan-04	Design of Training Program and Course Curriculum for 1000 Micro and Small Enterprises	Training
Mar-04	Training class on natural dye techniques of gourds	Training
Mar-04	Seminar on trade show selling techniques for Specialty Coffee Growers	Training
May-04	Implementation of Micro and Small Enterprise Training Program (984)	Training
May-04	Implementation of seminar for CENTROMYPE on USAID policies and procedures	Training
Aug-04	Organization of Design as a Competitiveness Tool Workshop for over 60 Salvadoran Designers	Training
Sep-04	Implementation of Trade Fair Preparation Methodology for 15 Firms Attending Natural EXPO East	Training
Sep-04	Sponsorship of International Congress for Indigo and Other Natural Colorants (EXTRAIE)	Training
Sep-04	Sponsorship of 2 University Student Internships at FOEX	Training

**Note this chart does not include trade fairs or commercial missions which are reported in Annex 2*

FIRM	Start-Up Date	Product Type	Initiative Supported	General Guidance by EXPRO Staff	Technical Consultant	Trade Show	Trade Mission	Mkt Compt. (w/o consultancy)	MSME Training	\$ Awarded (Earthquake)	\$ Awarded (Non- Earthq.)	\$ in Exports (Earthquake)	\$ in Exports (Non-Earthq.)
1	Don Alvaro	Mar-04	Agricultural Products	1		x				6,936	0	376,801	0
2	Asociacion de Añileros Oriente	Apr-04	Agricultural Products	5	x					1,104	0	0	44,970
3	Agropecuaria La Laguna	Apr-04	Agricultural Products	1		x				0	1,347	0	0
4	Zelosa S.A. de C.V.	Nov-03	Agricultural Products	4		x				1,087	0	0	0
5	Atlatcatl Foods	Nov-03	Agricultural Products	1,4		x				8,023	0	668,300	0
6	SCAES	Mar-04	Agricultural Products	3		x				1,000	0	985,728	0
7	ISMARSA	Mar-04	Agricultural Products	6,16	x	x				900	0	312,808	0
8	FORMOSA	Mar-04	Agricultural Products	6,16	x	x				900	0	79,293	0
9	VAPE	Feb-04	Agricultural Products	15		x				2,979	0	152,000	0
10	Ideas Promocionales	Feb-04	Agricultural Products	20		x				1,308	0	0	0
11	Cerro De flores	Mar-04	Agricultural Products	19, 59		x				4,212	0	30,722	0
12	CAPOSA	Mar-04	Agricultural Products	19, 59		x				4,212	0	120,224	0
13	INVERPLAN	Mar-04	Agricultural Products	19, 59		x				4,212	0	0	0
14	Granja Jovels	Dec-03	Agricultural Products	6,8	x					0	0	0	47,500
15	Apiarios San Luis	Dec-03	Agricultural Products	6,8	x					0	0	0	11,649
16	Apiarios Fernandos	Dec-03	Agricultural Products	6,8	x					0	0	0	20,823
17	Apiarios Menjivar	Dec-03	Agricultural Products	6,8	x					0	0	0	16,185
18	Apiarios Pedro Arnoldo Gonzales	Dec-03	Agricultural Products	6,8	x					0	0	0	10,500
19	Apiarios Montoya	Dec-03	Agricultural Products	6,8	x					0	0	0	33,830
20	AGROTEC	Dec-03	Agricultural Products	6	x	x				0	0	75,000	0
21	LOROCOSAL	Oct-03	Agricultural Products	4,6,8	x					0	3,000	0	0

FIRM	Start-Up Date	Product Type		Initiative Supported	General Guidance by EXPRO	Technical Consultant	Trade Show	Trade Mission	Mkt Compt. (w/o consultant)	MSME Training	\$ Awarded (Earthquake)	\$ Awarded (Non- Earthq.)	\$ in Exports (Earthquake)	\$ in Exports (Non-Earthq.)
22	GEMUSE S.A. de C.V.	Dec-03	Agricultural Products	6	x	x					0	0	9,200	0
23	Arbel Imports	Jul-04	Agricultural Products	21, 59		x	x				4,466	0	0	0
24	Vivero Xochicalli	Aug-04	Agricultural Products	59			x				3,362	0	12,208	0
25	Cafecoyo	Aug-04	Agricultural Products	59			x				3,362	0	186,578	0
26	Bismarkia	Aug-04	Agricultural Products	33,59		x	x				16,399	0	0	0
27	Vivero Casa Verde	Aug-04	Agricultural Products	59			x				3,362	0	0	0
28	Vivero Santa maria	Aug-04	Agricultural Products	59			x				3,362	0	0	0
29	Vivero Montecristo	Sep-04	Agricultural Products	59			x				3,362	0	0	0
30	Ornamentales	Sep-04	Agricultural Products	59			x				3,362	0	0	0
31	Agroindustrias Moreno	Aug-04	Agricultural Products	8,21, 50		x	x				8,315	0	97,000	0
32	Ana Isabel Alvarez de Pacas	Jan-05	Agricultural Products	65			x				1,625	0	0	0
33	Drogueria Hermel	Mar-04	Cosmetics & Pharmaceutical	1,4,35, 63,65			x				16,065	0	280,878	0
34	Laboratorios ESEBE	May-04	Cosmetics & Pharmaceutical	28			x				1,872	0	1,425	0
35	Pharma Lab.	Oct-03	Cosmetics & Pharmaceutical	10						x	480	0	0	0
36	Laboratorios Farmaceuticos ENMILEM	Oct-03	Cosmetics & Pharmaceutical	10, 21		x				x	1,584	0	0	0
37	Laboratorios Combisa	Feb-04	Cosmetics & Pharmaceutical	2, 41			x	x			0	2,819	0	48,000
38	Farmacéutica RODIM	Dec-03	Cosmetics & Pharmaceutical	6,33	x	x					5,670	0	0	0
39	Drogueria Pro-Medici	Aug-04	Cosmetics & Pharmaceutical	48			x				0	2,990	0	38,390
40	Gevifar	Sep-04	Cosmetics & Pharmaceutical	21		x					0	1,104	0	0
41	Productos Alimenticios Parma	Apr-04	Food Products	1			x				6,936	0	0	0
42	PROESAL	Apr-04	Food Products	1,33,4,49		x	x				27,222	0	57,064	0

FIRM	Start-Up Date	Product Type		Initiative Supported	General Guidance by EXPRO	Technical Consultant	Trade Show	Trade Mission	Mkt Compt. (w/o consultant)	MSME Training	\$ Awarded (Earthquake)	\$ Awarded (Non- Earthq.)	\$ in Ex-ports (Earthquake)	\$ in Exports (Non-Earthq.)
43	Pansal	Mar-04	Food Products	1, 27,4, 69	x		x	x			12,301	0	55,440	0
44	Promotora Multiple	Mar-04	Food Products	1			x				6,936	0	0	0
45	COEXA	Feb-04	Food Products	1			x				6,936	0	29,000	0
46	Cuellar	Dec-03	Food Products	21,26, 41		x		x			5,081	0	37,780	0
47	Panificadora La Merced	Apr-04	Food Products	21		x					0	6,784	0	3,000
48	PROEXAL	May-04	Food Products	27			x				1,750	0	0	0
49	Industrial de Alimentos y Postres	Apr-04	Food Products	1,35, 37, 33, 49		x	x				35,706	0	105,289	0
50	Representaciones Diversas	Apr-04	Food Products	1			x				1,347	0	0	0
51	Panadería SINAI	Apr-04	Food Products	1			x				0	1,347	0	32,920
52	Santa Eduvigis	Oct-03	Food Products	33		x		x			0	10,818	0	155,716
53	G. y G. Factible	Nov-03	Food Products	1,4			x				0	8,023	0	0
54	Corporacion Primavera (Pasteleria Lorena)	Nov-03	Food Products	4, 9, 37			x				0	7,087	0	37,071
55	Pasteleria Fortuna de Pan	Nov-03	Food Products	4			x				1,087	0	0	0
56	Pan Miga	Nov-03	Food Products	4			x				1,087	0	0	0
57	Biscuit Factory	Nov-03	Food Products	4			x				1,087	0	0	0
58	Exportadora Canales Rodriguez	Nov-03	Food Products	4			x				1,087	0	150,000	0
59	Ferelis S.A. de C.V.	Nov-03	Food Products	4,21, 61		x	x				6,191	0	21,654	0
60	Tropix S.A. de C.V.	Nov-03	Food Products	4,35			x				7,887	0	86,700	0
61	Asci S.A. de C.V.	Nov-03	Food Products	4			x				0	1,087	0	0
62	Samaritana S.A. de C.V.	Nov-03	Food Products	4,27			x				0	2,837	0	110,733
63	Alimentos Cuscatlan	Nov-03	Food Products	4			x				0	1,087	0	88,068

FIRM	Start-Up Date	Product Type		Initiative Supported	General Guidance by EXPRO	Technical Consultant	Trade Show	Trade Mission	Mkt Compt. (w/o consultant)	MSME Training	\$ Awarded (Earthquake)	\$ Awarded (Non- Earthq.)	\$ in Exports (Earthquake)	\$ in Exports (Non-Earthq.)
64	Toty's Gourmet	Nov-03	Food Products	4, 21	x	x					2,191	0	0	0
65	Lacteos Metapan	Nov-03	Food Products	4,33	x	x					0	21,955	0	48,200
66	Cakes Carrousel	Nov-03	Food Products	4		x					0	1,087	0	0
67	Casa Bazzini	Nov-03	Food Products	1,2,4,27,33,65	x	x					29,581	0	396,248	0
68	Garmol	Nov-03	Food Products	4,10		x			x		1,567	0	54,200	0
69	La Fuente	Nov-03	Food Products	4		x					1,087	0	0	0
70	La Negrita	Nov-03	Food Products	4		x					1,087	0	30,000	0
71	Pasteles de El Salvador	Nov-03	Food Products	4, 41, 35		x	x				9,605	0	93,414	0
72	B y M Importaciones	Nov-03	Food Products	4		x					1,087	0	0	0
73	Pahnas	Oct-03	Food Products	10				x	x		480	0	223,660	0
74	La Canasta	Oct-03	Food Products	4,9,10			x		x		647	0	53,814	0
75	Proinca S.A.	Oct-03	Food Products	8,9, 50	x		x				0	7,733	0	0
76	Racor	Oct-03	Food Products	1,9		x	x				0	1,514	0	526,251
77	Cia. Industrial Alimentaria	Oct-03	Food Products	9			x				0	167	0	800
78	Healthco	Jan-04	Food Products	1,2,15,26,50,63		x	x				20,054	0	14,867	0
79	Panadería Celsita	Jan-04	Food Products	21	x						1,104	0	0	0
80	Panadería Chavez	Jan-04	Food Products	21	x						1,104	0	3	0
81	Biocología de El Salvador	Feb-04	Food Products	3,21,41,57,63	x	x	x				7,978	0	7,000	0
82	Frutos del Sol	Feb-04	Food Products	1,3, 49		x					8,661	0	1,100	0
83	Palacio	Feb-04	Food Products	33,2,20,1,55, 49, 69	x		x	x	x		0	22,835	0	75,780
84	COMEL	Feb-04	Food Products	4,20,32,33,34	x	x	x				0	13,623	0	660,559

FIRM	Start-Up Date	Product Type		Initiative Supported	General Guidance by EXPRO	Technical Consultant	Trade Show	Trade Mission	Mkt Compt. (w/o consultant)	MSME Training	\$ Awarded (Earthquake)	\$ Awarded (Non- Earthq.)	\$ in Exports (Earthquake)	\$ in Exports (Non-Earthq.)
85	ALIESCO	Dec-03	Food Products	6,33	x	x					19,006	0	0	0
86	PROLACSA	Nov-03	Food Products	6,33	x	x					24,970	0	0	0
87	Don Ramon	Dec-03	Food Products	6	x	x					0	0	0	0
88	Cadesal	Dec-03	Food Products	6	x						0	0	56,349	0
89	Sabores Instantaneos Salvadoreños	Dec-03	Food Products	6	x						0	0	0	75,000
90	Crio Inversiones	Nov-03	Food Products	1,4,6	x		x				0	8,311	0	139,116
91	FACOPADES	Nov-03	Food Products	6	x						0	0	0	0
92	Kreef	Dec-03	Food Products	6	x	x					0	0	0	0
93	CANADES	Dec-03	Food Products	6,33,37	x	x		x			6,280	0	0	0
94	Dulceria Magdalena	Jul-04	Food Products	35			x				0	6,800	0	0
95	Super Marino	Jul-04	Food Products	4,6,16,35				x			15,938	0	28,946	0
96	Asociacion Coop. Sarahem	Jun-04	Food Products	35,65				x			8,425	0	443	0
97	Coindustria Gigante	Jun-04	Food Products	41,49,63				x	x		3,607	0	0	0
98	Reamerica	Jun-04	Food Products	35				x			6,800	0	0	0
99	Productos Lacteos de Santa Ana	Jul-04	Food Products	21				x			0	1,104	0	0
100	No-AI . S.A.	Aug-04	Food Products	4					x		0	3,000	0	49,520
101	Equal Latin American	Oct-04	Food Products	49					x		434	0	0	0
102	Distribuidora Cuscatlan	Oct-04	Food Products	49					x		434	0	92,900	0
103	Jainsa	Nov-04	Food Products	33,64					x		0	10,334	0	0
104	Muebles e Inmuebles	Nov-04	Food Products	4,6,33					x	x	0	30,065	0	0
105	Promotora Cinco	Aug-04	Food Products	4						x	0	3,000	0	35,000

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106	Uniconsa	Aug-04	Food Products	4		x					0	3,000	0	0
107	Delights	Jan-05	Food Products	61		x					4,000	0	0	0
108	Fatima Caceres de Hernandez	Jan-05	Food Products	61		x					4,000	75	0	0
109	Candy Cakes	Jan-05	Food Products	61		x					4,000	0	0	0
110	Don Alfajor	Feb-05	Food Products	64		x					3,500	0	0	0
111	Rikopan	Jan-05	Food Products	64		x					3,500	0	0	0
112	La Nueva Espiga	Mar-05	Food Products	64		x					3,500	0	0	0
113	Biocientifica	Apr-04	Manufacture	1		x					0	6,936	0	0
114	Klean Chemical	Feb-04	Manufacture	1		x					6,936	0	0	0
115	CODIPA	Apr-04	Manufacture	26,27		x	x				0	4,250	0	92,140
116	Industrias UMABER	Mar-04	Manufacture	21, 50, 8		x	x				0	13,536	0	0
117	Velasquez Soto	Feb-05	Manufacture	63		x					0	1,504	0	15,330
118	Ricarfelli	Apr-04	Manufacture	6,21	x	x	x				0	7,076	0	0
119	Calzado Tagat	Feb-04	Manufacture	21, 40, 8		x	x				0	4,616	0	4,284
120	Industrias wendy	Mar-04	Manufacture	21, 8, 63		x	x				0	11,429	0	38,579
121	Mobiliaria Tubular	Apr-04	Manufacture	21		x					0	3,744	0	0
122	Quindeca	May-04	Manufacture	21,31		x	x				3,340	0	13,071	0
123	Mayprod S.A. de C.V.	Feb-04	Manufacture	25, 51		x					0	4,085	0	7,680
124	Cherry S.A. de C.V.	Apr-04	Manufacture	1		x					5,311	0	10,953	0
125	Exporsal	Jun-04	Manufacture	33		x	x				24,993	0	85,200	0
126	Inversiones Carrousel	May-04	Manufacture	33, 68		x	x				0	4,564	0	120,000

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127	Gina Palmera	Jun-04	Manufacture	30	x		x				958	0	0	0
128	Industrias Bengala	Jun-04	Manufacture	33			x	x			6,138	0	0	6,475
129	INTEMAQ	Oct-03	Manufacture	10						x	480	0	0	0
130	Kalish World	Oct-03	Manufacture	10						x	480	0	0	0
131	Recitex S.A. de C.V.	Oct-03	Manufacture	10						x	480	0	199,542	0
132	TOROGOZ S.A. de C.V.	Oct-03	Manufacture	10, 63,66				x		x	4,184	0	0	22,298
133	Tejemet S.A de C.V.	Oct-03	Manufacture	10						x	480	0	0	0
134	DIMELCA S.A. de C.V.	Oct-03	Manufacture	10						x	0	480	0	0
135	Maderas y Metales S.A. de C.V.	Oct-03	Manufacture	2,10,33, 49, 54, 63,66			x	x	x	x	0	36,024	0	170,805
136	RIDI S.A. de C.V.	Oct-03	Manufacture	10						x	480	0	0	0
137	Latin Kraft Artesanias	Oct-03	Manufacture	8, 10, 21						x	2,592	0	39,900	0
138	DICAME	Oct-03	Manufacture	10,21, 8, 40	x	x	x			x	0	10,338	0	126,614
139	Borboletas	Oct-03	Manufacture	9				x			167	0	0	0
140	Creaciones Infantiles	Oct-03	Manufacture	9				x			167	0	5,000	0
141	Industrias Americanas	Oct-03	Manufacture	9				x			0	167	0	0
142	Fapmosa	Oct-03	Manufacture	9				x			0	167	0	0
143	Salva Mex Designs	Oct-03	Manufacture	9				x			167	0	4,840	0
144	Lovina S.A. de C.V.	Oct-03	Manufacture	9				x			0	167	0	0
145	Editorial Lis	Oct-03	Manufacture	9				x			167	0	16,000	0
146	Arte Focal	Oct-03	Manufacture	9				x			0	167	0	5,637
147	Multicolor Diseño Grafico	Jan-04	Manufacture	12				x			245	0	0	0

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148	RED ART	Jan-04	Manufacture	14, 42, 66		x	x			10,000	0	88,497	0
149	Dismatel	Feb-04	Manufacture	2		x				1,150	0	0	0
150	Artesanias el Bambu	Feb-04	Manufacture	6,21		x				0	6,224	0	10,323
151	Indisa	Mar-04	Manufacture	1,17	x		x			7,831	0	100,000	0
152	Industrias Chequen	Feb-04	Manufacture	6,21, 40	x	x	x			0	2,504	0	8,866
153	Artesanias Moje	Feb-04	Manufacture	21,41, 43		x	x	x		0	9,415	0	5,383
154	Arquitectura Tranzo	Feb-04	Manufacture	21,26,41		x	x			9,373	0	0	0
155	Industrias Laford	Feb-04	Manufacture	3,33,31,41, 49, 63		x	x	x		0	24,721	0	13,592
156	PROTECNO	Feb-04	Manufacture	2,3,6,26,33 ,58,63	x	x	x	x		16,556	0	945,521	0
157	PINSAL	Feb-04	Manufacture	2,26,31			x	x		0	5,886	0	344,026
158	Moldymet	Apr-04	Manufacture	25, 51			x			3,750	0	0	0
159	Promein	Mar-04	Manufacture	25			x			0	1,750	0	3,500
160	Industria Mecanicas RAF	Apr-04	Manufacture	25, 41			x			0	3,750	0	0
161	Artesanos del Rey	Dec-03	Manufacture	6, 8, 21,26	x		x			5,815	0	10,000	0
162	Molina Hermanos	Dec-03	Manufacture	6	x	x				0	0	0	0
163	Carozzi	Oct-03	Manufacture	6, 8	x					0	4,258	0	0
164	Industrias Caricia	May-04	Manufacture	6,7	x	x				0	0	0	50,000
165	Borex	Jul-04	Manufacture	46			x			2,950	0	0	0
166	Iluminacion Tecnica	Jul-04	Manufacture	44			x			0	2,999	0	12,000
167	Chemi Marketing	Jun-04	Manufacture	42			x			0	3,000	0	44,083
168	El Madero de Jesus	Jun-04	Manufacture	42, 8			x			0	5,112	0	50,000

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169	Asociacion manos Amigas	Jun-04	Manufacture	8,21, 42	x	x				3,840	0	1,126	0
170	Comercialza	Jun-04	Manufacture	40		x				0	1,400	0	743
171	Industrias Fenix	Jun-04	Manufacture	8, 40		x				0	3,512	0	484
172	Orbita	Jun-04	Manufacture	21,42		x				0	5,362	0	13,705
173	Lemag	Jul-04	Manufacture	47, 46		x				0	5,864	0	10,000
174	Industrias Argueta	Jul-04	Manufacture	46		x				0	2,950	0	16,474
175	Almacen Victoria	Jul-04	Manufacture	46		x				0	2,950	0	0
176	Jacabi	Jul-04	Manufacture	46, 63,67		x				0	7,454	0	190,318
177	Acogripi	Jul-04	Manufacture	42		x				0	3,000	0	5,000
178	Industrias Merida	Aug-04	Manufacture	48		x				0	2,990	0	0
179	Mario Castro Tablas	Aug-04	Manufacture	48		x				0	2,990	0	0
180	Lucia Hernandez Cardosa	Aug-04	Manufacture	48		x				2,990	0	950	0
181	Taller San Antonio	Aug-04	Manufacture	48		x				0	2,990	0	15,000
182	Industrias Loren	Aug-04	Manufacture	48		x				2,990	0	1,000,000	0
183	La Casa de La Vela	Aug-04	Manufacture	48		x				2,990	0	0	0
184	Ceramica Huellas	Aug-04	Manufacture	48		x				2,990	0	0	0
185	Creaciones Alejandrina	Aug-04	Manufacture	48		x				2,990	0	39,000	0
186	Creaciones Matices	Aug-04	Manufacture	48			x			0	2,990	0	0
187	Maya Gift Artesanias	Sep-04	Manufacture	37			x			3,000	0	0	0
188	Fuentes de Bordados	Sep-04	Manufacture	37			x			0	3,000	0	0
189	Monrey	Sep-04	Manufacture	37			x			3,000	0	0	0

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190	Casa Miriam	Sep-04	Manufacture	37			x				0	3,000	0	0
191	Pali Diseño	Jun-04	Manufacture	8,21,41, 44, 49			x				10,084	0	8,965	0
192	Texsal	Jun-04	Manufacture	41			x				1,669	0	0	0
193	Grabatodo	Jun-04	Manufacture	21		x					0	1,104	0	0
194	Tenería El Bufalo	Jun-04	Manufacture	33, 39,40		x	x	x			0	8,217	0	83,448
195	Metalurgica Sarti	Jun-04	Manufacture	41			x				0	1,300	0	361,544
196	Arte Maya Pipil	Jun-04	Manufacture	33		x					11,625	0	7,917	0
197	Eco Eco	Jul-04	Manufacture	8, 42, 66			x				7,312	0	17,629	0
198	Autoproducts	Dec-03	Manufacture	6	x						n/a	n/a	0	0
199	Pichinte	Sep-04	Manufacture	50			x				5,000	0	60,380	0
200	Distribuidora Soluciones	Sep-04	Manufacture	50			x				0	5,000	0	0
201	Dilisa	Aug-04	Manufacture	21		x					1,104	0	180	0
202	Retze	Aug-04	Manufacture	21		x					0	1,104	0	0
203	Diseños y confecciones Tommy	Aug-04	Manufacture	21		x					1,104	1,104	0	0
204	J. Raul Rivera	Aug-04	Manufacture	21		x					1,104	0	0	0
205	Tornolara	Sep-04	Manufacture	21		x					0	1,104	0	0
206	Undesa	Jun-04	Manufacture	21		x					1,104	0	0	0
207	Industrias Jorven	Apr-04	Manufacture	21		x					1,104	0	0	0
208	Amali	Jul-04	Manufacture	21		x					1,104	0	0	0
209	Inversiones Merlet	Oct-04	Manufacture	49			x				434	0	125,000	0
210	Multiplast	Oct-04	Manufacture	49			x				434	0	0	0

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211	Matco	Oct-04	Manufacture	49		x					434	0	0	0
212	Ainsa	Oct-04	Manufacture	49		x					0	434	0	25,000
213	Acoproarte	Dec-04	Manufacture	8		x					0	2,211	0	22,000
214	El Zarzo	Dec-04	Manufacture	8		x					2,211	0	0	0
215	Palma City	Dec-04	Manufacture	8		x					2,211	0	0	0
216	Acooprac	Dec-04	Manufacture	8		x					0	2,211	0	3,900
217	Alejandros Ceramica	Dec-04	Manufacture	8		x					0	2,211	0	5,000
218	Industrias Ready	Nov-04	Manufacture	51			x				0	2,000	0	0
219	Taller de Servicios Diversificados	Nov-04	Manufacture	51			x				0	2,000	0	0
220	Grupo Industrial Diversificado	Jan-05	Manufacture	63			x				0	1,504	60,000	0
221	Tecniforms	Mar-05	Manufacture	6			x					1,033	0	0
222	Carbon Chaparral	Mar-05	Manufacture	64		x					3,500		0	0
223	Empacadora de Alimentos y Bebidas	Feb-05	Manufacture	64		x					3,500		0	0
224	Industrias Bolivar	Jan-05	Manufacture	64		x					3,500		0	0
225	Industria de Calzado Morales	Dec-04	Manufacture	8		x					2,566		0	0
226	True Colors	Jan-05	Manufacture	64		x					3,500		0	0
227	Grupo Ester	Jan-05	Manufacture	63			x				1,504		0	0
228	Industrias Rowin	May-04	Manufacture	21		x					1,104	0	0	0
229	Aprainores	Oct-03	Other Organic	1,5,3,27,33,50,62		x	x	x	x		19,303	0	117,000	0
230	SUCHIL	Oct-03	Other Organic	3,5,8,11,49,50,62		x	x		x		0	11,189	0	34,998
231	Casa Frida	Oct-03	Other Organic	5		x					0	614	0	0

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232	Zenzontle	Oct-03	Other Organic	5,11		x	x				4,400	0	310,000	0
233	Origenes	Jan-04	Other Organic	3,11,46,50			x		x		0	18,903	0	3,130
234	Azulinas	Oct-04	Other Organic	50			x				0	5,000	0	848
235	Botanikal	Sep-04	Other Organic	8,49,50		x	x				0	7,936	0	0
236	Fucrisan	Sep-04	Other Organic	21,49		x	x				0	1,829	0	0
237	Alma de Añil	Dec-04	Other Organic	62			x				3,000	0	0	0
238	Grupo Gerencial Prime	Apr-04	Service	21		x					5,594	0	5,141	0
239	Espacios Digitales	Mar-04	Service	21		x					5,104	0	1,900	0
240	Seters Ingenieros	Jan-04	Service	25			x				2,085	0	4,000	0
241	Virtual Graphix	May-04	Service	33, 36, 49		x		x			13,659	0	0	0
242	G. Prempier	May-04	Service	14, 33, 36, 38, 52, 53		x	x	x			0	19,032	0	26,300
243	Tecoloco.Com	May-04	Service	33		x		x			20,098	0	49,500	0
244	Web-Informatica S.A. de C.V.	Jun-04	Service	8, 33		x		x			10,687	0	0	1,326
245	Tipicos Margoth	Nov-03	Service	4,33		x	x				1,587	0	0	0
246	FUDEFA	Oct-03	Service	10						x	480	0	0	0
247	Network Travel, S.A. de C.V.	Oct-03	Service	9				x			167	0	0	0
248	Tecnologia del Ambiente	Jan-04	Service	2			x				1,150	0	35,000	0
249	GCM	Mar-04	Service	6,18, 33				x			0	16,492	0	242,000
250	Inversiones Hospitalarias	Nov-04	Service	6,33	x	x		x	x		18,515	0	36,654	0
251	INFOSGROUP	Oct-03	Service	6, 52	x				x		0	3,000	0	65,000
252	NETSTUDIO	Oct-03	Service	6	x				x		n/a	n/a	0	8,000

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253	SOFTTRADING	Oct-03	Service	6	x			x		n/a	n/a	0	0
254	Manuel Gonzales	Oct-03	Service	8	x	x		x		0	1,258	0	0
255	Herrera Industrias	Oct-03	Service	8	x	x		x		0	1,258	0	16,893
256	Ernesto Fiallos	Oct-03	Service	8	x	x		x		0	1,258	0	0
257	Águeda Rivera	Oct-03	Service	8	x	x		x		0	1,258	0	0
258	Patricia Mayorga	Oct-03	Service	8	x	x		x		0	1,258	0	0
259	Ma Luisa Angulo	Oct-03	Service	8	x	x		x		0	1,258	0	0
260	Guillermo Bonilla	May-04	Service	8	x	x				0	1,258	0	0
261	Claudia Colindres	Oct-03	Service	8	x	x		x		0	1,258	0	0
262	Francisco Molina	Oct-03	Service	8	x	x		x		0	1,258	0	0
263	Lourdes Mena	Oct-03	Service	8	x	x		x		0	1,258	0	0
264	ASD Publicidad Grafica	Oct-03	Service	63.8	x	x	x	x		0	4,911	0	0
265	Gabriela Larios	Oct-03	Service	8	x	x		x		0	1,258	0	0
266	Consulteco	Jun-04	Service	45				x		1,303	0	8,000	0
267	Turismo S.A. de C.V.	Jun-04	Service	21		x				3,504	0	0	0
268	Hidraulica y Electricidad	Jun-04	Service	41				x		1,669	0	9,920	0
269	Multiprint	Jun-04	Service	41				x		1,669	0	0	17,417
270	EMSAL	Jun-04	Service	41				x		1,669	0	0	0
271	Palchar	Jul-04	Service	33		x				23,115	0	0	0
272	Soluciones	Sep-04	Service	8, 60		x	x			5,211	0	450	0
273	Impeza	Oct-04	Service	52				x		0	3,000	0	0

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274	Boa Computer	Sep-04	Service	52			x			0	3,000	0	5,000
275	Cital web solutions	Nov-04	Service	52			x			3,000	0	0	0
276	Servicomulti	Aug-04	Service	21		x				1,140	0	0	0
277	Syscom	Aug-04	Service	21		x				1,104	0	0	0
278	Exposervicios	Sep-04	Service	21		x				0	1,140	0	28,431
279	Aseinfo	Sep-04	Service	33		x				24,860	0	0	0
280	Creativa Consultores	Sep-04	Service	21		x					1,104	0	0
281	Geometrica	Jan-05	Service	64		x					3,500	0	0
282	Alta Tecnologia	Dec-04	Service	8		x					2,566	0	6,000
283	Cuatro M. S.A. de C.V.	May-04	Specialty Coffee	29, 35			x			0	9,632	0	0
284	CASAL S.A. de C.V.	May-04	Specialty Coffee	29, 35			x			0	9,632	0	50,513
285	Cooperativas Las Cruces	Jan-04	Specialty Coffee	23				x		0	1,817	0	0
286	Exportadora el Volcan	Jan-04	Specialty Coffee	23,24			x	x		3,822	0	0	0
287	Multipros	Oct-03	Specialty Coffee	5,10,11, 21,37		x	x	x	x	13,458	0	26,000	0
288	Cooperativa La Union	Oct-03	Specialty Coffee	3,5, 49, 62		x	x		x	5,339	0	6,000	0
289	Tepeyac	Oct-03	Specialty Coffee	5,11, 21		x	x		x	5,854	0	0	21,965
290	El Olvido	Oct-03	Specialty Coffee	5,11		x	x		x	4,400	0	48,274	0
291	Fundación ABA (San Jorge)	Oct-03	Specialty Coffee	5		x				0	614	0	0
292	UPREX	Oct-03	Specialty Coffee	5,50		x	x		x	5,614	0	0	0
293	Ortisaes	Oct-03	Specialty Coffee	5		x			x	614	0	0	0
294	Ortiza S.A. de C.V.	Oct-03	Specialty Coffee	9, 50				x		0	5,167	0	0

FIRM	Start-Up Date	Product Type		Initiative Supported	General Guidance by EXPRO	Technical Consultant	Trade Show	Trade Mission	Mkt Compt. (w/o consultant)	MSME Training	\$ Awarded (Earthquake)	\$ Awarded (Non- Earthq.)	\$ in Exports (Earthquake)	\$ in Exports (Non-Earthq.)
295	APECAFE	Jan-04	Specialty Coffee	11, 50, 62		x					9,518	0	108,338	0
296	El Comienzo	Mar-04	Specialty Coffee	3,24,35, 55, 56		x					11,505	0	0	0
297	Everest S.A.	Apr-04	Specialty Coffee	6,23,24,29	x		x	x			0	6,654	0	9,000
298	Cofinanzas S.A. de C.V.	Apr-04	Specialty Coffee	6,24,29,33, 55, 62	x	x	x				12,508	0	1,270,603	0
299	Francisco S.A.	Apr-04	Specialty Coffee	6,24,56	x		x				0	5,005	0	135,159
300	Proexcafe	Apr-04	Specialty Coffee	6,24	x		x				0	2,005	0	44,023
301	Café Himalaya	Apr-04	Specialty Coffee	6,23,24,29	x		x	x			6,654	0	28,000	0
302	Urrutias State Coffee	Apr-04	Specialty Coffee	6,23,35, 56	x			x			11,617	0	184,194	0
303	Laussane	Apr-04	Specialty Coffee	6,24,29, 56, 56	x		x				10,837	0	55,200	0
304	COEXCA	Apr-04	Specialty Coffee	5,6,23,24	x		x	x			5,303	0	11,250	0
305	ESMAR	Apr-04	Specialty Coffee	6,23,24	x		x	x			0	3,822	0	8,100
306	Bexcafe	May-04	Specialty Coffee	6,55,56	x						0	6,000	0	268,453
307	Café Don Justo	Jul-04	Specialty Coffee	35			x				6,800	0	24,251	0
308	Borbollon	Oct-04	Specialty Coffee	56			x				0	3,000	0	120,000
309	Nedecaza	Sep-05	Specialty Coffee	5,50,56			x	x			9,800	0	0	0
310	Alex Salaverria	Oct-04	Specialty Coffee	56				x			3,000	0	0	0
311	Inversiones Serpas Caceres	Oct-04	Specialty Coffee	21			x				1,104	0	0	0
312	Oromontique	Sep-04	Specialty Coffee	5			x				1,800	0	4,000	0
313	Maria Elena Sol Trujillo	Oct-04	Specialty Coffee	5			x				1,800	0	0	0
314	Marta Caceres Peña Trejo	Sep-04	Specialty Coffee	5			x				1,800	0	90	0
315	Global Commerce	Jan-05	Specialty Coffee	33			x				9,938	0	0	0

FIRM	Start-Up Date	Product Type	Initiative Supported	General Guidance by EXPRO Staff	Technical Consultant	Trade Show	Trade Mission	Mkt Compt. (w/o consultancy)	MSME Training	\$ Awarded (Earthquake)	\$ Awarded (Non- Earthq.)	\$ in Exports (Earthquake)	\$ in Exports (Non-Earthq.)
316	Baltazar Ferreiro	Jan-05	Specialty Coffee	5	x					1,550		0	0
317	Mauricio Cantor Castillo	Nov-04	Specialty Coffee	62		x				3,000		0	0
318	Proserquisa	Dec-04	Specialty Coffee	8	x					2,566		0	0
Total To-Date (March 31, 2005)										\$920,501	\$658,878	\$10,167,547	\$5,326,368
Total for Previous Quarterly Report (Ending December 31, 2004)										\$851,159	\$587,644	\$7,851,271	\$3,970,205

TOTAL Estimated USAID
EXPRO Spending for
Deliverables \$1,579,379

TOTAL Exports
Generated by USAID
EXPRO \$15,493,913

NUMBER	INITIATIVE
1	Export Platform to the USA (FMI - Chicago)
2	Expocomer
3	Agritrade
4	Expo Comida Latina
5	Organic Certification
6	Assesment of Export Capacity & Strengthening
7	Marketing Advisor Network
8	Association and Cluster Support
9	Washington, DC Mission
10	International Commerce Training
11	Bio-Fach Germany
12	C.A Business Round
13	Ambiente
14	European Commercial Mission
15	Foodex
16	Boston Seafood Show
17	ASD-AMD Las Vegas
18	GCM Call Center in Los Angeles
19	C.A. Business Roundtable - Agritrade
20	Alimentaria Spain
21	Export Projects CENTROMYPE (Normal Mechanism)
22	Franchising
23	Providence Coffee Summit
24	SCAA Fair Atlanta (Specialty Coffee)
25	Hannover Messe (Industrial)
26	Commercial Mission Puerto Rico-Jamaica
27	Alimentaria Mexico
28	Latin Pharma Rio de Janeiro
29	Cafeologia Paris Specialty Coffee
30	American Shoe
31	Expoferretera (Costa Rica)
32	Candy EXPO Show (Chicago)
33	Export Projects FOEX (Normal Mechanism)
34	CONFITEXPO
35	Latin Food and Beverage
36	EXPO IMAGEN
37	Commercial Mission Toronto Montreal
38	Commercial Mission to Switzerland
39	Bufalo Comercial Mission to Los Angeles
40	EXPOCALZADO
41	Commercial Mission Honduras and Nicaragua
42	TENDENCE Fair

NUMBER	INITIATIVE
43	EXPO JUNIANA
44	EXPO MUEBLE
45	Consulteco Comercial Mission Caracas
46	MAGIC KIDS
47	CHILDRENS CLUB
48	Vancouver Gift Show
49	International Fair El Salvador
50	Natural EXPO East
51	Commercial Mission to Honduras
52	Commercial Mission to Ireland
53	Liber Fair (Barcelona)
54	Puerto Rico Commercial Mission
55	Coffee Fest
56	Trieste Coffee Fair
57	Swine Congress
58	Commercial Mission to Mexico
59	Hortifair
60	Cited Iberokea
61	Fancy Food Show
62	Bio Fach 2005
63	Expocomer 2005
64	AFIS Program
65	Fruit Logistica
66	Ambientes 2005
67	Magic Kids 2005
68	New York & Canada Toy and Hobby Fair
69	Kassim