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Page 5: ABOUT YOU

**Q1** Respondent

EL  
SALVADOR

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**Q2** About you

Name	Edwin Alexander Zelada Uceda
Position	Negotiator
Ministry	Economy
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Page 7: SECTION 1: AID-FOR-TRADE PRIORITIES (YOUR GOVERNMENT'S AID-FOR-TRADE PRIORITIES)

**Q3** Does your national development strategy include trade priorities ? (i.e. Aid-for-Trade priorities) **Yes**

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**Q4** If yes, please indicate your Aid-for-Trade priorities:Below are listed the most common priority areas grouped according to broad Aid-for-Trade categories. Please rank the top 5 priority areas among the ones listed below.(1 being the most important)

Export diversification	5
Regional integration	2
Trade facilitation	1
Trade policy analysis, negotiations and implementation	4
Transport infrastructure (airport, roads, rail, port)	3
Please specify further the priorities that you selected above as well as the main problems/obstacles encountered in furthering them and provide a weblink to the relevant strategy.	<p><b>The priorities of 2016 are maintained, but if the order of the same changes. El Salvador continues with the implementation of the Trade Facilitation Agreement and the Regional Strategy for trade facilitation and competitiveness, as well as advancing the process of regional integration, all with the purpose of increasing the capacities of Micro, Small and Medium-sized companies for their insertion in international trade and take advantage of the commercial opening derived from the Free Trade Agreements. The investment in infrastructure has increased, both border posts, port and airport, roads, with the purpose of improving the circulation of goods. The above is included in the axes and lines of action of the Quinquennial Development Plan 2014-2019.</b></p> <p><a href="http://infotrade.minec.gob.sv/facilitacion-de-comercio/estrategia-centroamericana-de-facilitacion-de-comercio-y-competitividad/">http://infotrade.minec.gob.sv/facilitacion-de-comercio/estrategia-centroamericana-de-facilitacion-de-comercio-y-competitividad/</a></p> <p><a href="http://infotrade.minec.gob.sv/ca/">http://infotrade.minec.gob.sv/ca/</a></p> <p><a href="http://www.presidencia.gob.sv/wp-content/uploads/2015/01/Plan-Quinquenal-de-Desarrollo.pdf">http://www.presidencia.gob.sv/wp-content/uploads/2015/01/Plan-Quinquenal-de-Desarrollo.pdf</a></p>

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## Page 9: SECTION 1: AID-FOR-TRADE PRIORITIES

**Q5** Have your Aid-for-Trade priorities changed since 2016?

**No,**

Please specify further the priorities that you selected above, as well as the main problems/obstacles encountered in furthering them. Please include a weblink to the relevant strategy.:

<http://infotrade.minec.gob.sv/facilitacion-de-comercio/estrategia-centroamericana-de-facilitacion-de-comercio-y-competitividad/>

<http://infotrade.minec.gob.sv/ca/>

<http://www.presidencia.gob.sv/wp-content/uploads/2015/01/Plan-Quinquenal-de-Desarrollo.pdf>

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## Page 10: SECTION 1 : AID-FOR-TRADE PRIORITIES

**Q6** If yes, please rank the top 3 drivers of these changes :(Please choose no more than 3 options)

**Respondent skipped this question**

**Q7** Have these changes been reflected in your dialogue with development partners?

Respondent skipped this question

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**Q8** Please provide names, titles, references or weblinks to policy documents relevant to Aid for Trade in your country.

<http://infotrade.minec.gob.sv/facilitacion-de-comercio/estrategia-centroamericana-de-facilitacion-de-comercio-y-competitividad/>

<http://infotrade.minec.gob.sv/ca/>

<http://www.presidencia.gob.sv/wp-content/uploads/2015/01/Plan-Quinquenal-de-Desarrollo.pdf>

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Page 13: SECTION 2: AID FOR TRADE IN SUPPORT OF ECONOMIC DIVERSIFICATION

**Q9** Is economic diversification a priority in your national or regional development strategy?

**Yes,**

If yes, please provide additional information (including as to how economic diversification is defined and measured):

Diversification is an essential component of the Government's strategies to reverse the trap of low economic growth shown in El Salvador for several decades and to influence the structural deficiencies of the labor market, through an integrated set of actions defined and prioritized in a process of participative planning that has opened spaces of sectoral dialogue with employers, workers and academia, with the purpose of contributing significantly to raising the quality of human resources and their capacity to be absorbed in quality jobs, as well as to lay the foundations of a diversified economy with high added value, both in the domestic and foreign markets, through strategic support to the productive sector leading to the renewal of the production capacities of companies

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**Q10** What are the main constraints to economic diversification identified in your national or regional development strategy?(You may tick more than 1 box)

**Limited access to trade finance** ,

**Limited agricultural production capacity** ,

**Limited e-trade readiness,**

**Small domestic market** ,

**Unsure**

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**Q11** Please indicate in which of category(ies) of aid-for-trade financing you receive aid-for-trade support for economic diversification.(You may tick more than 1 box and/or leave boxes unticked if you do not receive support)

Trade policy and administrative management ,  
 Trade facilitation,  
 Regional trade agreements (RTAs) ,  
 Trade education/training,  
 Transport and storage infrastructure ,  
 Energy supply and generation infrastructure ,  
 Industry,  
 Travel and tourism

**Q12** Does the aid-for-trade support you receive for economic diversification align with the priorities established in your national or regional trade and development strategy(ies)?

Yes

**Q13** Has your government recorded progress in economic diversification since the launch of the Aid-for-Trade initiative in 2006?

Yes

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**Q14** If yes, please specify in which area(s):(You may tick more than 1 box)

Export diversification

**Q15** If yes, please also indicate in which sector(s): (You may tick more than 1 box)

Agriculture,  
 Industry,  
 Services,  
 Fisheries

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**Q16** In which category(ies) of Aid for Trade is the support you receive impactful for economic diversification?(You may tick more than 1 box and/or leave boxes unticked if you do not receive support)

- Trade facilitation,
- Regional trade agreements (RTAs) ,
- Trade education/training,
- Transport and storage infrastructure ,
- Energy supply and generation infrastructure ,
- Travel and tourism

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**Q17** What factors contribute to the success of the aid-for-trade support you receive for economic diversification?(You may tick more than 1 box. Please limit your answer to the top five factors)

- Alignment of aid-for-trade support with national/regional priorities ,
- Coordination among donors ,
- Institutional capacity to implement projects ,
- National/regional coordination

**Q18** What factors may limit the success of the aid-for-trade support you receive for economic diversification?(You may tick more than 1 box. Please limit your answer to the top five factors.)

- Diverging priorities between partner and donor ,
- Inadequate infrastructure,
- Failure to mobilize domestic private investment ,
- Limited financing for the private sector ,
- Poor coordination among donors ,
- Poor national/regional coordination,
- Resources dedicated to the project or programme too low

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**Q19** Does the Aid for Trade you receive help mobilize other forms of development finance for economic diversification (i.e. non-concessional financing, foreign direct investment, remittances, trade finance, etc.).

- Unsure

**Q20** Which development partner(s) are the most important source of aid-for-trade financing for economic diversification?(You may tick more than 1 box)

European Union,  
Inter-America Development Bank (IDB)

**Q21** Which South-South partner(s) are the most important source of financing for your economic diversification?(You may tick more than 1 box)

Respondent skipped this question

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**Q22** Looking ahead, in which sector(s) will future support for economic diversification be most required? (You may tick more than 1 box)

Agriculture,  
Industry,  
Services,  
Fisheries,  
Forestry,  
Unsure

**Q23** Looking ahead, in which category of aid-for-trade financing do you think that your government will require aid-for-trade support for economic diversification.(You may tick more than 1 box and/or leave boxes unticked if you do not receive support)

Trade policy and regulations (Including training of trade officials, analysis of proposals and positions and their impact, support for national stakeholders to articulate commercial interest and identify trade-offs, dispute issues, institutional and technical support to facilitate implementation of trade agreements and to adapt to and comply with rules and standards)  
,  
Trade-related infrastructure (Including physical infrastructure)  
,  
Business support services,  
Banking and financial services ,  
Agriculture,  
Forestry,  
Fishing,  
Industry,  
Travel and tourism ,  
Unsure

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**Q24** Is there any Aid-for-Trade project or programme for economic diversification that you would like to showcase as an example of best practice?(Please provide additional information and include weblinks as relevant)

In 2009, the experience and work methodology that Japanese communities implement to boost their territorial economies was known; In January 2010, CONAMYPE decided to incorporate the methodology into its strategic projection of support to micro and small enterprises, considering it could be adapted to the reality of El Salvador; fundamentally, because the endogenous development approach of the territories from existing local resources in abundance, the possibility of transforming them, adding value, as well as the skills and knowledge of their inhabitants and the identity of these resources is very similar and could develop this valuable experience called: Movement One People One Product.

<https://www.conamype.gob.sv/temas-2/movimiento-un-pueblo-un-producto-ilobasco/>

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## Page 21: SECTION 3 : AID FOR TRADE IN SUPPORT OF ECONOMIC EMPOWERMENT

**Q25** Is economic empowerment a priority in your national or regional development strategy?

**Yes,**

If yes, please provide additional information on how economic empowerment is prioritized in your national or regional strategy.:

Within the Quinquennial Development Plan 2014-2019 is recognized the potential to empower people in their search for personal growth and collective improvement. For its part, the National Policy for the Development of Micro and Small Enterprises, establishes the Design and implementation of a particular vision and a support system for women for the creation of women entrepreneurship and entrepreneurship, which combines the purposes of development business, empowerment and strengthening of women's economic autonomy; In addition, it establishes a transverse axis of gender equality and equity, explicitly contributing to correct or transform this situation of inequality, through promoting the participation of women in decision making and the creation of tools that promote their autonomy and personal and business empowerment, as well as the increase in access and control of assets and productive and business benefits. The foregoing in order to stimulate and empower micro-enterprises, especially those with high potential and strategic importance for the country's economy, which are aimed at by women, young people and innovative enterprises.

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**Q26** For which groups does your national or regional development strategy seek to promote economic empowerment?(You may tick more than 1 box)

**Women's economic empowerment** ,

**Micro, Small and Medium Sized Enterprises** ,

**Youth economic empowerment** ,

**Unsure,**

Additional information on the groups for which your national or regional developing strategy is seeking to promote economic empowerment.:

microenterprises, especially those with high potential and strategic importance for the economy of the country, which are headed by women, young people and innovative ventures.

**Q27** Does the national or regional development strategy propose any indicators to track economic empowerment or include any targets to achieve?

**Yes,**

If yes, please provide additional information on the indicators, or targets, on economic empowerment that are included in your national or regional development strategy.:

A system of indicators for measuring impact is established within the National Policy for the Development of Micro and Small Enterprises

**Q28** Does the national or regional development strategy link economic empowerment to participation in international trade?

**Yes,**

If yes please provide additional information on how your national or regional development strategy links economic empowerment to participation in international trade. :  
Improvement of the competitiveness of MSMEs in the national and international markets is envisaged Likewise, developing strategies in this regard is very important, particularly given that in most cases women are the recipients of this income. In this regard, the Law for the Promotion, Protection and Development of Micro and Small Enterprises states that strategic alliances between the MSEs and the Salvadoran population residing abroad will be promoted, with the purpose of creating an intermediation system and investments that articulate the offer of this business sector, with international markets.



**Q29** Please indicate in which category(ies) of aid-for-trade financing you receive aid-for-trade support for economic empowerment.(You may tick more than 1 box and/or leave all boxes unticked if you do not receive support)

- Trade facilitation,
- Regional trade agreements (RTAs) ,
- Trade education/training,
- Agriculture,
- Travel and tourism

**Q30** Does the aid-for-trade support you receive for economic empowerment align with the empowerment priorities established in your national or regional trade and development strategy(ies)?

Yes

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**Q31** How best can Aid for Trade make a contribution to women's economic empowerment?(You may tick more than 1 box. Please limit your answer to the top five factors)

- Improving access to information ,
- Improving access to global value chains ,
- Improving digital connectivity ,
- Improving the flow of goods at borders (Trade Facilitation) ,
- Supporting the growth and economic development of women ,
- Supporting rural trade ,
- Supporting the elaboration of gender-sensitive policies ,
- Supporting the growth and economic development of Youth

**Q32** What forms of aid-for-trade financing, in your view, best support women's economic empowerment? (You may tick more than 1 box and/or leave all boxes unticked if you do not receive support)

- Trade policy and administrative management
- Trade facilitation,
- Regional trade agreements (RTAs)
- Trade education/training,
- Communications infrastructure,
- Business support services,
- Banking and financial services
- Agriculture,
- Fishing,
- Industry,
- Travel and tourism
- Unsure

**Q33** What factors contribute to the success of Aid for Trade in promoting women's economic empowerment? (You may tick more than 1 box. Please limit your answer to the top five factors)

- Capacity to draft funding applications
- Coordination among donors
- Donor interest in specific projects/programmes
- Mobilization of domestic private investment
- Sufficient funding and appropriate implementation timelines

**Q34** How best can Aid for Trade make a contribution to the economic empowerment of MSMEs?(You may tick more than 1 box. Please limit your answer to the top five factors)

**Improving the flow of goods at borders (Trade Facilitation)**

,

**Providing access to finance**

**Supporting the growth and economic development of women**

,

**Supporting rural trade**

**Supporting the elaboration of gender-sensitive policies**

,

**Supporting the growth and economic development of Youth**

,

**Upgrading ICT skills**

**Upgrading the transport infrastructure,**

**Improving access to information**

**Improving access to foreign markets**

**Improving access to global value chains**

**Improving digital connectivity**

**Improving the provision of services**

**Q35** What forms of aid-for-trade financing, in your view, best support the economic empowerment of MSMEs? (You may tick more than 1 box and/or leave all boxes unticked if you do not receive support)

**Business support services,**  
**Banking and financial services** ,  
**Agriculture,**  
**Trade policy and administrative management** ,  
**Trade facilitation,**  
**Regional trade agreements (RTAs)** ,  
**Multilateral trade negotiations** ,  
**Trade education/training,**  
**Transport and storage infrastructure** ,  
**Communications infrastructure,**  
**Energy supply and generation infrastructure** ,  
**Fishing,**  
**Industry,**  
**Travel and tourism**

**Q36** What factors contribute to the success of Aid for Trade in promoting the economic empowerment of MSMEs? (You may tick more than 1 box. Please limit your answer to the top five factors)

**Capacity to draft funding applications** ,  
**Coordination among donors** ,  
**Donor interest in specific projects/programmes** ,  
**Mobilization of domestic private investment** ,  
**Institutional capacity to implement projects** ,  
**National/regional coordination,**  
**Services capacity,**  
**Sufficient funding and appropriate implementation timelines**

**Q37** How best can Aid for Trade make a contribution to Youth economic empowerment?(You may tick more than 1 box. Please limit your answer to the top five factors)

Improving the flow of goods at borders (Trade Facilitation) ,

Supporting the elaboration of gender-sensitive policies ,

Improving access to information ,

Improving access to global value chains ,

Improving digital connectivity ,

Improving the provision of services

**Q38** What forms of aid-for-trade financing, in your view, best support to Youth economic empowerment?(You may tick more than 1 box and/or leave all boxes unticked if you do not receive support)

Business support services,

Banking and financial services ,

Agriculture,

Trade policy and administrative management ,

Trade facilitation,

Regional trade agreements (RTAs) ,

Multilateral trade negotiations ,

Trade education/training,

Transport and storage infrastructure ,

Communications infrastructure,

Energy supply and generation infrastructure ,

Forestry,

Fishing,

Industry,

Travel and tourism ,

Unsure

**Q39** What factors contribute to the success of Aid for Trade in promoting to Youth economic empowerment? (You may tick more than 1 box. Please limit your answer to the top five factors)

- Capacity to draft funding applications
- Coordination among donors
- Country ownership,
- Donor interest in specific projects/programmes
- Good digital and ICT connectivity
- Mobilization of domestic private investment
- Institutional capacity to implement projects
- National/regional coordination,
- Services capacity,
- Unsure

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**Q40** In your view, can Aid for Trade make a contribution to the achievement of the 2030 Sustainable Development Agenda ? Yes

**Q41** If yes, please specify which Sustainable Development Goal or Goals (SDGs) Aid for Trade can help to achieve.(You may tick more than 1 box)Sustainable Development Goals:

- 5. Gender equality
- 8. Decent work and economic growth
- 9. Industry, innovation and infrastructure
- 12. Responsible consumption and production

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**Q42** Which donor(s) are now the most important source aid-for-trade financing for your economic empowerment.(You may tick more than 1 box) European Union,  
Inter-America Development Bank (IDB)

**Q43** Which South-South partner(s) are the most important source of financing for your economic empowerment?(You may tick more than 1 box) Respondent skipped this question

**Q44** Looking ahead, in which category(ies) of aid-for-trade financing do you think that further support for economic empowerment will be required. (You may tick more than 1 box and/or leave boxes unticked if you do not receive support)

**Business support services,**  
**Banking and financial services** ,  
**Agriculture,**  
**Trade policy and administrative management** ,  
**Trade facilitation,**  
**Regional trade agreements (RTAs)** ,  
**Multilateral trade negotiations** ,  
**Trade education/training,**  
**Transport and storage infrastructure** ,  
**Communications infrastructure,**  
**Energy supply and generation infrastructure** ,  
**Forestry,**  
**Fishing,**  
**Industry,**  
**Travel and tourism** ,  
**Unsure**

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**Q45** Please provide any additional information that you think may be relevant. (Please references in the form or weblinks, document symbols etc.) **Respondent skipped this question**

**Q46** Is there any Aid for Trade project or programme for economic empowerment you would like to showcase as particularly important for your country or as an example of best practice? (Please provide any relevant additional information and include weblinks as relevant)

In 2009, the experience and work methodology that Japanese communities implement to boost their territorial economies was known; In January 2010, CONAMYPE decided to incorporate the methodology into its strategic projection of support to micro and small enterprises, considering it could be adapted to the reality of El Salvador; fundamentally, because the endogenous development approach of the territories from existing local resources in abundance, the possibility of transforming them, adding value, as well as the skills and knowledge of their inhabitants and the identity of these resources is very similar and could develop this valuable experience called: Movement One People One Product.

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**Q47** CONSULTATION (Other ministries/agencies consulted in preparing this questionnaire reply):

Respondent skipped this question

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