Fondo Multilateral de Inversiones
Miembro del Grupo BID

REPORTE DE ESTADO DEL PROYECTO

ENERO 2017 - JUNIO 2017

SECCIÓN 1: SÍNTESIS DEL PROYECTO

NOMBRE DEL PROYECTO: Promocion de Emprendedores Resilientes en El Salvador, Nicaragua and Honduras

Nro. Proyecto: RG-T2903 - Proyecto No.: ATN/ME-15945-RG

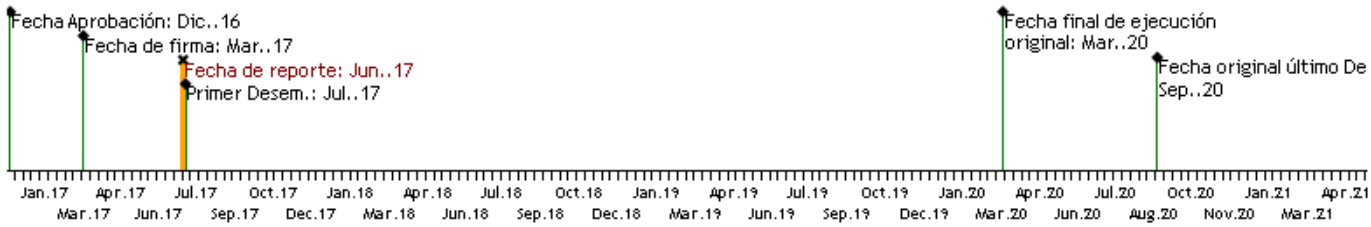
Propósito: Establish co-working spaces and adopt Impact Hub's incubation and acceleration model in El Salvador, Honduras and Nicaragua

País Administrador	País Beneficiario
EL SALVADOR	EL SALVADOR

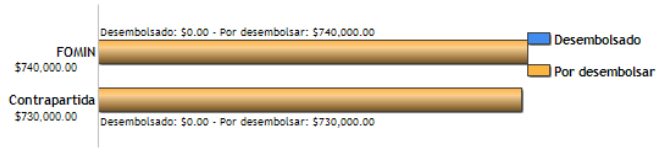
Agencia Ejecutora: Impact Hub Seattle

Líder equipo de diseño: GLADYS GÓMEZ
Líder equipo de supervisión: GLADYS GÓMEZ

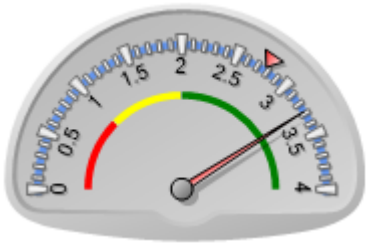
CICLO DEL PROYECTO



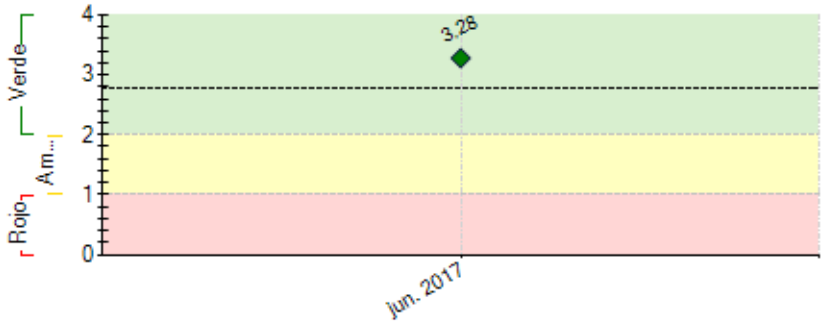
RECURSOS



PUNTAJE DE DESEMPEÑO

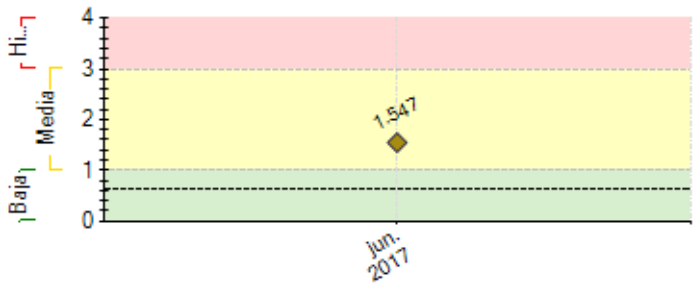


Puntaje actual: Satisfactorio: 3.28
Promedio FOMIN: 2.773



----- Promedio desempeño FOMIN

RIESGOS EXTERNOS



---- Promedio de riesgo FOMIN: 0.622

CAPACIDAD INSTITUCIONAL

	Riesgo
Administración Financiera:	
Adquisiciones:	
Capacidad Técnica:	

SECCIÓN 2: DESEMPEÑO

Resumen del desempeño del proyecto en los últimos seis meses

1. In February, the cooperation agreement was signed. The operating regulations were approved in April. The project manager was hired in March. Fulfilling these three requirements allowed for the first disbursement to me awarded.

2. There is no team formed in Nicaragua yet. The main problem is the small entrepreneurial ecosystem and competence from a similar local service provider.

3. Forming an Impact Hub in Nicaragua. Completing the workshop for Honduras and El Salvador and in December making a similar workshop for Nicaragua.

Comentarios del líder de Equipo de Supervisión

Parcialmente de acuerdo con los comentarios de la Agencia Ejecutora

The Agreement was signed on March 3, 2017, and the project's planning documents such as the Operating Regulations, Annual Operating Plan (timeline and budget) and milestones were finalized in April. Conditions prior were duly fulfilled in June, and the first advance of funds was received by Impact Hub in July.

The project manager, hired in March, was able to accelerate some local activities, and the Impact Hub co-working space in El Salvador was inaugurated in May, thus, achieving one of the major milestones of the project in record time. Likewise, the Workshop to train Impact Hub teams was completed in August with the participation of the teams of El Salvador and Honduras.

The risk to be managed by the Impact Hub team in the coming weeks relates to the conformation of the team in Nicaragua. The onboarding has failed in two occasions due to local incentives, so a more strategic analysis needs to be conducted by Impact Hub and an Action Plan with clear deadlines needs to be developed and presented to MIF to address this issue.

SECCIÓN 3: INDICADORES E HITOS

		Indicadores	Línea de base	Intermedio 1	Intermedio 2	Intermedio 3	Planificado	Logrado	Estado
Fin: Contribute to increasing the long-term economic growth of early-stage social entrepreneurs in Honduras, El Salvador and Nicaragua.	I.1	Number of ventures with 15% or higher average annual sales growth (CRF 330100)	0				30	0	
							Ene. 2023		
	I.2	Number of net jobs created by new ventures supported by Impact Hub program (CRF 330301)	0				210	0	
							Ene. 2023		
Propósito: Establish co-working spaces and adopt Impact Hub's incubation and acceleration model in El Salvador, Honduras and Nicaragua	R.1	Number of entrepreneurs (ventures) developed through pre-acceleration services, pitch and investors-matching sessions (CRF 230300)	0	15			30	0	
			Ene. 2018	Mar. 2019			Ene. 2021		
	R.2	Number of entrepreneurs linked to new strategic partners or investors (CRF 230200)	0				120	0	
							Ene. 2020		
Componente 1: Component I: Structuring the Innovation Hubs **Peso:** 35% **Clasificación:** Satisfactorio	**C1.I1**	Number of Impact Hubs (co-working spaces) established and running according to Impact Hub's requirements	0	2			3	1	En curso
				Abr. 2019			Ene. 2021	Abr. 2017	
	C1.I2	Number of Impact Hub local founding members trained in Impact Hub methodology, including entrepreneurial support, local strategic planning and development of entrepreneurial communities, among others (CRF 110100)	0				12		
							Ene. 2019		
	C1.I3	Number of Impact Hub local founding members receiving on-going coaching and in -person support on Impact Hub methodology	0				12		
							Ene. 2019		
	C1.I4	Number of manuals developed on "incubation and community building" adapted to the local realities of the three target countries	0				2		
							Ene. 2019		
Componente 2: Entrepreneurial Development and Pre-Acceleration Program **Peso:** 40% **Clasificación:** Satisfactorio	**C2.I1**	Number of entrepreneurs receiving 6-month Peer to Peer Incubation support with IH associated benefits	0				160		
							Ene. 2021		
	C2.I2	Number of early-stage entrepreneurs (ventures) trained in design thinking, business modelling, lean canvas and receiving on-going mentoring (CRF 130100)	0				160		
							Ene. 2021		
	C2.I3	Number of entrepreneurs with direct access to a matching investor (after presenting in Demo Day)	0				60		
							Ene. 2021		
	C2.I4	Number of social entrepreneurs selected for the Scholarships Program	0	9	9	9	27		
				Ene. 2019	Ene. 2020	Ene. 2021	Ene. 2021		
Componente 3: Networking to Scale **Peso:** 25% **Clasificación:** Satisfactorio	**C3.I1**	Number of entrepreneurs trained on the right strategies to scale their ventures	0				15		
							Ene. 2021		
	C3.I2	Number of dissemination events with local ecosystem players to reflect on the role as influencers of the local ecosystem	0				3		
							Ene. 2021		
	C3.I3	Number of partnerships developed with key public and private ecosystem players participating regularly in "networking for entrepreneurial resilience" events	0				15		
							Ene. 2021		
	C3.I4	Case study developed as part of a larger strategic thematic study to compare and contrast social impact acceleration models that serve the LAC region	0				1		
							Ene. 2021		

Hitos		Planificado	Fecha Vencimiento	Logrado	Fecha en que se logró	Estado
H1	Conditions Prior	1	Ago. 2017			
H1	Facilitators hired for 7-day workshop	3	Sep. 2017			
H2	Coaches engaged for 40 days of in-person support	3	Dic. 2017			
H3	Webinars designed and delivered	2	Mar. 2018			
H4	Marketing campaign executed	1	Dic. 2018			
H5	At least 75 entrepreneurs (25 per country) selected for the first cohort; targeting 150 in two cohorts and 160 by year 3	75	Mar. 2019			
H6	At least 2 Impact Hub offices (co-working spaces) established in two target countries	2	Mar. 2019			
H7	At least 16 scholarship awardees selected (for the first two years). Target: 27 in 3 years	16	Jun. 2019			
H8	At least 12 entrepreneurs trained on right strategies to scale their ventures	12	Dic. 2019			
H9	At least 9 partnerships developed with key public and private ecosystem players in each country as a results of networking events	9	Dic. 2019			
H10	Entrepreneurs pitch to investors (Demo Day)	40	Ene. 2020			
H11	At least 120 entrepreneurs receiving peer-to-peer incubation support	120	Mar. 2020			

FACTORES CRÍTICOS QUE HAN AFECTADO EL DESEMPEÑO
[No se reportaron factores para este período]

SECCIÓN 4: RIESGOS

RIESGOS MÁS RELEVANTES QUE PUEDEN AFECTAR EL DESEMPEÑO FUTURO

	Nivel	Acción de mitigación	Responsable
1. Attrition of Impact Hub makers	High	Establish a mechanism to engage and commit these makers, at least for program duration	Project Coordinator
2. The risk is that the IH teams revoke their decision to be in the project after they receive the grant money and training.	Media	Include a clause in the grant agreement: The Contribution shall be non-reimbursable, except that, upon the IH Global's request, the Grant Recipient shall reimburse the Contribution, if in IH Global's opinion (a) the timely attainment of the Project objectives is unlikely because any representation and warranty, any Disbursement Request, any information/statement given within a disbursement order, or any certification required hereunder, is found to have been incorrect or misleading when made; or (b) if any portion of the Contribution disbursed has not been utilized as required under this Agreement.	Project Coordinator
3. Lack of interest from local entrepreneurs in maintaining the membership and the sustainability of the model itself	Media	Develop strong communication and marketing campaign	Project Coordinator

NIVEL DE RIESGO DEL PROYECTO: Media **NÚMERO TOTAL DE RIESGOS:** 3 **RIESGOS VIGENTES:** 3 **RIESGOS NO VIGENTES:** 0 **RIESGOS MITIGADOS:** 0

SECCIÓN 5: SOSTENIBILIDAD

Probabilidad de que exista sostenibilidad después de terminado el proyecto: P - Probable

FACTORES CRÍTICOS QUE PUEDEN AFECTAR LA SOSTENIBILIDAD DEL PROYECTO

Factor	Comentarios
[X] Ausencia de un **plan de sostenibilidad** o inadecuada implementación del mismo	A sustainability plan needs to be developed by Impact Hub to ensure continuation of Impact Hub activities in the three target countries once MIF resources are depleted.

Acciones realizadas o a ser implementadas relativas a la sostenibilidad:

Assure that the Grant Agreements will be in place as soon as possible with the local IH, so they are more confident in the process and aware of their responsabilities and time frames.

SECCIÓN 6: LECCIONES PRÁCTICAS

	Relativo a	Autor
1. 3. The program manager of the grant should be a part of the team that designs the project in order to advise on possible risk and contribute to the planning.	Design	Henriquez, Ana
2. 2. Grant Agreements have to be signed with candidate IH have to be in place before inviting them to the project, so as they are aware of their responsibilities and benefits.	Implementation	Henriquez, Ana
3. 1. In the case when a country´s candidates fail to complete their candidacy, contingency plans have to be in place to remedy the situation as soon as possible.	Implementation	Henriquez, Ana