

**MEMORANDUM OF UNDERSTANDING BETWEEN THE GOVERNMENT OF  
THE UNITED STATES OF AMERICA AND THE GOVERNMENT OF THE  
REPUBLIC OF PERU ON PROMOTING GROWTH OF MICRO, SMALL AND  
MEDIUM ENTERPRISES**

**The Government of the United States of America and the Government of the Republic of Peru (hereafter referred to as “the Participants”),**

DETERMINED to enhance their partnership and friendly relations for the mutual benefit of their peoples;

RECOGNIZING the importance of micro, small, and medium enterprises (“MSMEs”) as creators of employment and drivers of economic prosperity;

ACKNOWLEDGING the critical need to promote and support women entrepreneurs and ethnic minority entrepreneurs to ensure equal access to economic opportunities;

WELCOMING new opportunities for MSMEs to grow, prosper and support jobs through increased trade opportunities under the United States-Peru Trade Promotion Agreement, signed at Washington D.C. on April 12, 2006;

REAFFIRMING the commitment of the Heads of State and Government of the Western Hemisphere assembled in Cartagena, Colombia for the Sixth Summit of the Americas to promote economic growth with equity and social inclusion by strengthening cooperatives, and MSMEs through, *inter alia*, innovation, and competitiveness in the countries of the Americas;

RECALLING the commitment of the Heads of State and Government of the Western Hemisphere assembled in Cartagena, Colombia for the Sixth Summit of the Americas to promote and support, as appropriate, initiatives that expand the contribution of information and communication technologies to innovation, entrepreneurship, productivity, competitiveness, the emergence of MSMEs, and economic growth, within the framework of sustainable development;

Have reached the following understandings:

**Section I – General Principles and Activities**

1. The Participants intend to strengthen their partnership and collaboration on activities to promote growth among MSMEs through support for: i) the Small Business

Network of the Americas; ii) the Women’s Entrepreneurship in the Americas Initiative; and; iii) other relevant programs and initiatives.

2. The Participants intend to promote the goals of the Small Business Network of the Americas by:

a. Facilitating the creation of small business development centers and other MSME support centers that provide entrepreneurs and MSME owners with information, tools, and counseling to develop and grow their businesses (“centers”) through the provision of technical assistance, training, exchange of best practices, and funding as appropriate.

b. Supporting the integration of centers into a national network.

c. Ensuring that centers are inclusive and accessible to a diverse group of entrepreneurs.

d. Promoting the integration of national networks of centers to form the hemisphere-wide Small Business Network of the Americas.

e. Using the Small Business Network of the Americas, as appropriate and to the extent possible, as the primary channel through which to deliver services and programming aimed at promoting the development of MSMEs.

f. Promoting partnerships between selected small business development centers in their respective countries.

g. Encouraging participation in web-based platforms for business counselors to share best practices and clients to make linkages to international suppliers, buyers, and other potential business partners.

h. Promoting partnerships between Peruvian businesses and entrepreneurs among the Peruvian diaspora in the United States.

i. Exploring opportunities to evaluate the impact of small business development centers and the Small Business Network of the Americas on spurring growth of MSMEs, increased employment, greater productivity, and increased participation in international trade.

j. Exploring new opportunities for the growth of MSMEs, in terms of employment and productivity, by increasing their participation in international trade.

3. The Participants also share the view that improving access to capital for MSMEs is a critical ingredient to promoting entrepreneurship and enabling broad and inclusive growth. To that end, the Participants intend to explore possibilities for expanding MSMEs access to capital by working together to identify and address the major impediments to MSME access to credit.
4. The Participants intend to promote the goals of the Women's Entrepreneurship in the Americas Initiative ("WEAmericas") by:
  - a. Working with the private sector to develop and promote training opportunities for women entrepreneurs and business owners to build the skills and capacity to start and expand their businesses.
  - b. Promoting the participation of women entrepreneurs in training and mentorship opportunities to be made available through small business development centers, WEAmericas, and other initiatives.
  - c. Convening women entrepreneurs in fora through which they can promote their businesses to domestic and international markets.
  - d. Providing technical and financial assistance to WEAmericas training participants to strengthen their efforts to support networks of Peruvian women entrepreneurs.
5. The Participants intend to further enhance their cooperation in areas including, but not limited to, i) MSME participation in government procurement opportunities, ii) helping MSMEs recover from natural disasters.
6. The Participants intend these measures to supplement the assistance programs of the United States Agency for International Development ("USAID"), which as outlined in "USAID/Peru Country Development Cooperation Strategy 2012-2016" is closing out assistance in the area of Economic Growth, including MSME assistance.

## Section II – General Terms

1. All activities covered by this Memorandum of Understanding are to take place in a manner consistent with the respective national laws and regulations of the Participants.

2. This Memorandum of Understanding does not create rights or obligations under international or domestic law. All activities covered by this Memorandum of Understanding are subject to the availability of appropriated funds.
3. Activities covered by this Memorandum of Understanding are to be coordinated by the United States Department of State, on behalf of the United States, and the Ministry of Production on behalf of Peru.
4. The Participants intend to commence activities covered by this Memorandum of Understanding upon signature. Either Participant may discontinue activities covered by this Memorandum of Understanding at any time. A Participant should endeavor to provide a three-month advance notice of its intent to discontinue such activities.
5. This Memorandum of Understanding may be modified by the Participants in writing by mutual consent.
6. The Participants intend to address through direct consultations any difference of views regarding the interpretation of this Memorandum of Understanding.

Signed at Lima, Peru on the twenty-third day of April, 2013, in duplicate, in the English and Spanish languages.

**For the Government of the  
the United States of America:**

---

Roberta Jacobson  
Assistant Secretary of State for  
Western Hemisphere Affairs

**For the Government of  
Republic of Peru:**

---

Eda Rivas Franchini  
Minister of Foreign Affairs