



Private Sector Development Impact Stories

Market Systems and Value Chain Development



DCED

The Donor Committee for Enterprise Development

The [DCED's Impact Stories](#) webpage offers a collection of short stories about private sector development programmes that have created jobs and income for the poor at scale – according to self-reported results. These stories underline the great potential of the private sector to generate economic opportunities and improve the living conditions of the poor.

Impact Story: The Enter-Growth Project in Sri Lanka

Sri Lanka's North Western and North Central provinces are two of the country's poorest areas, and were the ones most severely affected by the civil war. Despite a widespread lack of access to markets and business services for owners of small and medium enterprises (SMEs) and a generally un-conducive policy environment, neither of the provinces had been targeted by market development programmes.

What has been done? ILO's Enterprise for Pro-Poor Growth (Enter-Growth) Project, funded by Sida, sought to tackle obstacles facing SMEs, including facilitating system-wide changes in sectors such as fish farming and floriculture. Among other things, Enter-Growth provided training to SME service providers and established the Tropical Floriculture Association, which represents small-scale growers vis-à-vis the government.

What has been achieved? Between 2005 and 2009, Enter-Growth has tripled the income of 16,400 enterprises and increased employment by 15% in targeted divisions. [Source and more information: ILO/ The Springfield Centre, 2009.](#)

[Click here](#) for more impact stories of Market Systems and Value Chain Development programmes.