



**International Council for Small Business Mexico, A.C.®**  
**Affiliate Development Plan**  
**2015-2017**

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## **Introduction**

The International Council for Small Business Mexico, A.C. has the mission to advance understanding of entrepreneurship and small business performance in Mexico and Latin America, in a way that enlightens policy making and enhances the practice of entrepreneurship and small business management in the region. It was legally constituted as civil association, with recognition of Mexican law on October 24<sup>th</sup>, 2014.

At this early stage work and intent of six researchers and decision makers in the states of Hidalgo, Jalisco and Guanajuato, from five public and private universities in Mexico, with the headquarters of the Universidad Autónoma del Estado de Hidalgo en Pachuca, Hidalgo. In this first stage the participation of 30 founder members have impulsed the creation of this new organization. Administrative expenses are supported by the Officers Board as well as the Universidad Autónoma del Estado de Hidalgo that is hosting the association that is offering facilities such as office and communication infrastructure.

Since this organization was created, it has been launching to promote the affiliation of new members and to prepare the basis to organize the First Conference in which the ICBS presence has been promoted in academic and governmental contexts. This first Conference has been programmed to be held in September 2015 in Puerto Vallarta, Jalisco. The second Conference will be hosted by Universidad Autónoma del Estado de Hidalgo on September, 2016, and the third one will be hosted by Universidad de Guadalajara in 2017. Our intention is that every year a different University will host our Conference.



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**Development Plan 2015-2017**

**I. Membership**

- 2015: 50 members
- 2016: 30 members
- 2017: 20 members

100 members at the end of 2017

**II. Research and Publications**

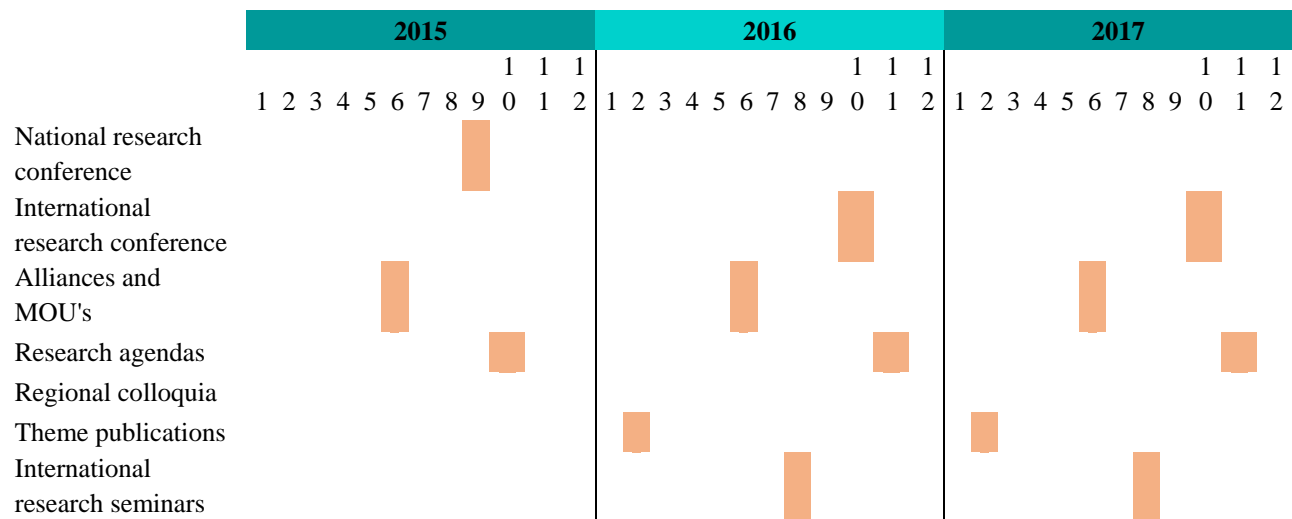
**Objectives:**

1. ICSB position Mexico as scientific association highest in Mexico and Latin America on the subject and as the most important to obtain knowledge relevant to the generation of public policy in the field of small and medium enterprise resource.
2. Establish a Latin American research network in the field of small and medium enterprises.

**Strategies:**

- Establish a minimum of three alliances or MOU's with local, regional and national organizations (public or private) to ensure the relevance of the research endeavor carried out by our members in favor of SME's in the country-
- Develop one or several research agendas relevant for the promotion of the development of SME's that guide our collective research efforts.
- Develop collaboration agreements with academic journals in fields related to SME development, in order to generate higher standard scientific publications.

- Carry out a national research conference in our field in 2015 and two international research conferences in the same, with the participation of researchers from other Latin American countries.
- To promote the use of TIC's in order to develop a greater degree of exchange and collaboration in international research efforts, and with policy makers and practitioners.



### III Programs

ICSB Annual conference:

2015 Puerto Vallarta, Jalisco. September.

2016 Pachuca, Hidalgo. October.

2017. Guadalajara, Jalisco. October.

The Table 1 summarizes ICSB Mexico's programmed activities:

**Table 1 Academic program**

Activity	2015	2016	2017
1.1 Academic activities in universities			
Thesis co-direction		1	2
Courses and conferences		1	2
1.2 Publications			
1.3.1. Book edition		1	1
1.3.2. Academic Journals		1	1
<b>2.-Academic networks</b>			
2.1. Regional networks		1	1
2.2 International networks		1	1
<b>3.-Academic support to society</b>			
3.1 Municipal, regional and /or national program support to public organizations		1	2
3.2. Academic support to private organization			
3.2.1. SME Training and advisory activities	1	1	2
3.2.2 Entrepreneurship	1	1	2
3.2.3 Fiscal and administrative support	1	1	1

## II.1 Financial projection 2015 - 2

### Incomes:

1. From Membership	
Founder members	USD\$67 x 50 Members USD \$3,350.00
2. Targeted Additional	
ICSB Mexico's members (2014)	USD\$34 x 10 Members
additional fee for Conference	USD\$340

Total incomes second semester 2015-2	USD\$3,690
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### Expenses:

Initial ICSB Membership	USD\$12.50 x 50 individual USD\$625
Membership Dues to ICSB	USD\$1000.00
Administrative expenses per year (2015-2)	
(Communication, accounting, WEB page, others)	USD\$ 1,530.00

Total Expenditure 2015-2	
	USD\$3,155.00
Surplus	USD\$535.00

## II.2 Financial projection 2016

### Incomes:

From Membership	
Founder members	USD\$40 x 50 Members USD \$2000.00
Targeted Additional	USD\$80 x 30 Members
New members	USD\$2,400.00

<b>Total Incomes: 2016</b>	<b>USD\$4,400</b>
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### Expenses:

Initial ICSB Membership	USD\$12.50 x 70 individual USD\$875
Membership Dues to ICSB	USD\$1000.00 USD
Administrative expenses per year (2015-2) (Communication, accounting, WEB page, others)	USD\$ 2,477.67

<b>Total Expenditure 2016</b>	
	<b>USD\$4,352.67</b>

<b>Surplus</b>	<b>USD\$47.33</b>
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### III.3. Financial projection 2017

#### Incomes:

From Membership	
Founder members	USD\$40 x 70 Members USD \$2,800.00
Targeted Additional	USD\$80 x 20 Members
New members	USD\$1,600.00

<b>Total Incomes: 2017</b>	<b>USD\$4,400</b>
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#### Expenses:

Initial ICSB Membership	USD\$12.50 x 100 individual USD\$1250.00
Administrative expenses per year (2015-2) (Communication, accounting, WEB page, others)	USD\$ 2,677.67

<b>Total Expenditure 2017</b>	
	<b>USD\$3,927.67</b>

<b>SURPLUS</b>	<b>USD\$472.45</b>
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