

## **The El Salvador 2023 World Bank Enterprise Survey Implementation Report**

### **I. Introduction**

This document provides information on the World Bank Enterprise Surveys (WBES) implemented in El Salvador between January 2023 and July 2023. The WBES collect both objective data based on firms' day-to-day experiences, and perceptions of enterprises regarding the business environment in which they operate. The WBES currently cover over 180,000 firms in 154 countries with a total of 306 surveys since 2006. The WBES are also used to build a panel of enterprise data that will make it possible to track changes in the business environment over time.<sup>1</sup>

This report describes the sampling design of the survey, the data set structure as well as additional information that may be useful when using the data, such as information on survey non-response and the appropriate use of the sampling weights.

### **II. Sampling Structure**

The WBES use stratified random sampling, where the population of establishments is first separated into non-overlapping groups, called strata, and then respondents are selected through simple random sampling from each stratum. The detailed methodology is provided in the Sampling Note.<sup>2</sup> Stratified random sampling has several advantages over simple random sampling. In particular, it:

- produces unbiased estimates of the whole population or universe of inference, as well as at the levels of stratification
- ensures representativeness by including observations in all of those categories
- produces more precise estimates for a given sample size or budget allocation, and
- may reduce implementation costs by splitting the population into convenient subdivisions.

The WBES typically use three levels of stratification: industry classification, establishment size, and subnational region (used in combination). Starting in 2022, the WBES bases the industry classification on ISIC Rev. 4 (with earlier surveys using ISIC Rev. 3.1).<sup>3</sup> For regional coverage within a country, the WBES has national coverage.

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<sup>1</sup> A "panel interview" refers to an interview with a business that was also interviewed in the previous WBES.

<sup>2</sup> The Sampling Note is available at:

[https://www.enterprisesurveys.org/content/dam/enterprisesurveys/documents/methodology/Sampling\\_Note-Consolidated-2-16-22.pdf](https://www.enterprisesurveys.org/content/dam/enterprisesurveys/documents/methodology/Sampling_Note-Consolidated-2-16-22.pdf). For further methodological background see, Richard L. Scheaffer; Mendenhall, W.; Lyman, R., "Elementary Survey Sampling", Fifth Edition, 1996.

<sup>3</sup> The WBES universe includes: all manufacturing (ISIC 4.0 codes 10-32), services (ISIC 4.0 codes 33, 41-43, 45-47, 49-56, 58, 61, 62, 69-75, 79, 95). Details on sectoral coverage and the WBES universe of inference can be found in the *Enterprise Surveys Manual and Guide* (p. 4).

## II.1 Stratification Categories

The El Salvador 2023 WBES uses the following stratification categories:

- **Industry: 6 categories:**
  - Within manufacturing: Food, Textiles & Garments, and Other manufacturing
  - Within services: Construction, Retail, and Other Services
- **Size: 3 categories:** Small (5 to 19 employees), Medium (20 to 99 employees), Large (100 or more employees)
- **Region: 4 categories:** San Salvador; Greater San Salvador; West; and East

Sectoral and size stratifications were determined such that both the manufacturing and the services sector meet the minimum criteria of representativeness at the 7.5% margin of error and 90% confidence interval.

Region strata of the El Salvador 2023 WBES were selected based on administrative divisions, with some territories grouped together to achieve minimum required precision of estimates at the level of each stratification region. In particular, regional stratification was done across four regions: the Greater San Salvador (department of Cabañas, Chalatenango, Cuscatlan, La Libertad, La Paz, San Vicente), San Salvador (the metropolitan area), West (Ahuachapán, Santa Ana, Sonsonate) and East (La Unión, Morazán, San Miguel, and Usulután).

## II.2 Universe

The universe of inference includes all formal (i.e., registered) private sector businesses (with at least 1% private ownership) and with at least five employees. In terms of sectoral criteria, all manufacturing businesses (ISIC Rev 4. codes 10-33) are eligible; for services businesses, those corresponding to the ISIC Rev 4 codes 41-43, 45-47, 49-53, 55-56, 58, 61-62, 69-75, 79, and 95 are included in the Enterprise Surveys. Cooperatives and collectives are excluded from the Enterprise Surveys. All eligible establishments must be registered with the registration agency. In the case of El Salvador, registration was from the Treasury (Ministerio de Hacienda). The universe table is the total number of eligible establishments, and the table is partitioned by the stratification groups (industry classification, establishment size, and subnational region) in a country.

For the El Salvador 2023 WBES, the universe table, shown in Table 1 below, was obtained from the Solvency Registry 2021 (Registro de Solvencia 2021).

## II.3 Sampling Frame

The WBES requires the most complete and up-to-date Sampling Frame, the list of eligible establishments with information on industry classification, size, address and other contact information that will be used to randomly select the sample. In countries where a previous round of the WBES exists, the Sampling Frame also includes the Panel Sampling Frame, which provides information about all the establishments that participated in the previous round of the WBES in the country.

The Sampling Frame for the El Salvador 2023 WBES was constructed from the following sources (see counts of establishments in the frame in Table 2). The Panel Sampling Frame was constructed using information on all the establishments that participated in the El Salvador 2016 WBES. The Fresh Sampling Frame, i.e., list of establishments that are in the WBES universe and that have not participated in the El Salvador 2016 WBES, for the manufacturing sector (ISIC 4.0 codes 10-32), was obtained from the Solvency Registry 2021.

The Fresh Sampling Frame for the services sector (ISIC 4.0 codes 33, 41-43, 45-47, 49-56, 58, 61, 62, 69-75, 79, 95) is from the Solvency Registry 2021.

For every WBES, necessary measures are taken to ensure the quality of the frame; however, the sample frames are not immune to the typical problems found in establishment surveys: positive rates of non-eligibility, repetition, non-existent units, etc. Given the impact that non-eligible units included in the sample universe may have on the results, eligibility adjustments may be needed when computing the appropriate sampling weights for individual observations (if and only if the weights are computed the sampling frame that is also the universe). Table 4 reports response outcomes.

## **II.4 Sample Design**

The WBES sample design, i.e., target number of interviews in each combination of stratification categories (cells), is generated using the two primary criteria: 1) minimize the difference from the purely proportional sample within each cell; and 2) achieve a sufficient sample size by stratification category to allow for estimates of a given level of precision.<sup>4</sup> Additional information on the criteria for determining the sample size by stratification category is given in the *Sampling Note*, and additional information on the sample design is given in the *Enterprise Surveys Manual and Guide*.<sup>5</sup> The original survey design for the El Salvador 2023 WBES is given in Table 3.

## **III. Data Collection**

The detailed information on the WBES methodology and data collection is provided in the Enterprise Surveys Manual and Guide. The interviews for the El Salvador 2023 WBES were conducted between January 2023 and July 2023. The interviews were conducted in Spanish.

### **III.1 Questionnaire**

The standard WBES questionnaire covers several topics regarding the business environment and business performance. These topics include general firm characteristics, infrastructure, sales and supplies, management practices, competition, innovation, capacity, land

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<sup>4</sup> Additional constraints are also considered in the design stage. These are generally practical and include, for example, having a sufficient number of available contacts in the sample.

<sup>5</sup> The *Enterprise Surveys Manual and Guide* is available at:

<https://www.enterprisesurveys.org/content/dam/enterprisesurveys/documents/methodology/Enterprise-Surveys-Manual-and-Guide.pdf>

and permits, finance, business-government relations, exposure to bribery, labor, and performance. Information about the general structure of the questionnaire is available in the *Enterprise Surveys Manual and Guide*.

The questionnaire implemented in the El Salvador 2023 WBES included additional questions tailored for the Business Ready Report covering infrastructure, trade, government regulations, finance, and labor. Additional questions cover also business-government relations as in the El Salvador 2016 WBES which are indicated with the prefix SLV and LAC in the data.

### **III.2 Contractor**

The fieldwork for the El Salvador 2023 WBES was implemented by Fusades. The selection for the implementing agency followed the standard World Bank procurement practices that are described in more detail in the *Enterprise Surveys Manual and Guide*.

### **III.3 Sampling and screening**

Samples are drawn by the Enterprise Surveys team in batches, following the stratification and sample design. The contractor conducted a thorough screening process before scheduling the ES interviews. Results of the screening are provided using the eligibility and status codes as listed in Table 4. In cases of unit non-response (either a refusal or an inability to obtain an interview after exhaustive attempts), the contractor proceeded with the contact that appeared next in the list drawn in the respective cell. The process of sampling and screening is described in more detail in the *Enterprise Surveys Manual and Guide*.

### **III.4 Survey response**

In all surveys, including the WBES, some respondents choose not to participate. The Enterprise Analysis team and the contractor take all necessary measures to boost participation, through various methods of recruitment. The proper management of the screening process and sample replacement ensures that the resulting sample remains random.

The main measure of survey participation is the yield, which is the ratio of the total number of achieved interviews to the total number of contacted establishments. There are two main elements that boost yields. First is the survey participation rate, measured as the share of establishments that participated among those that can be assumed to have been eligible. The second element is the quality of frame. If only a small fraction of the contacted establishments is actually eligible to participate in the survey, then the sampling frame is far from ideal. This quality is measured by the ratio of the total number of establishments that can be assumed to be eligible for the WBES with the total number of contacted establishments in the frame. In other words:

$$Yield = Survey\ response\ rate * Rate\ of\ quality\ of\ the\ frame$$

which can be rewritten as follows:

$$\frac{Total\ interviewed}{Total\ contacted} = \frac{Total\ interviewed}{Assumed\ eligible} * \frac{Assumed\ eligible}{Total\ contacted}$$

Table 5 provides these measures for the El Salvador 2023 WBES and across its stratification levels.

### III.5 Achieved Sample

Tables 6 and 7 provide count of the WBES interviews collected for each stratification cell, i.e., broken down by industry, establishment size, and region. Table 6 reports full sample, while Table 7 shows counts of only panel interviews.

### III.6 Sampling Weights

Since the WBES uses stratified random sampling, individual observations should be properly weighted when making inferences about the population, since unweighted estimates are biased unless sample sizes are proportional to the size of each stratum. For each WBES, special care is given to correctly compute sampling weights. Whenever the Universe is used to draw the sample (i.e., Sampling Frame is the same as the Universe) it is imperative to accurately adjust the universe within each stratum to account for the presence of ineligible establishments (e.g., the firm discontinued businesses, or is deemed ineligible due to its business activity or having fewer than five employees). Proper treatment of panel establishments is also crucial. Details about how the WBES sampling weights are calculated are given in the *Sampling Note*.

Three versions of sampling weights are calculated, depending on the assumptions that determine eligibility of establishments to be counted towards the WBES universe. These assumptions are called weak, medium, and strong; and are defined as given in the table below. Prevalence of each of these outcomes for the El Salvador 2023 WBES is given in Table 4. All indicators and analysis conducted by the Enterprise Surveys team use the sampling weights based on the median assumption. Tables 8-10 report estimated universe based on the respective assumption.

Assumption	Eligibility codes for inclusion in the WBES universe
Strict	1,2,3,4,16
Median	1,2,3,4,16,10,11,13
Weak	1,2,3,4,16,10,11,13,91,92,93,94,12

For descriptions of each eligibility code, see Table 4.

### III.7 Item response rates

Item response rate must be differentiated from survey response rates. The latter refers to participation in the survey itself (see Section III.4) whereas the former refers to the absence of responses to specific survey questions.<sup>6</sup> The WBES, as any survey, suffer from item non-response; and different strategies are used by the data collection team to address this. In particular:

- For sensitive questions, such as on corruption or tax evasion, enumerators were instructed to collect the refusal to respond (-8) as a separate response category from don't know (-9).

<sup>6</sup> The WBES questionnaire is organized so that there is always some entry in the database when the question was posed. An empty entry means that the question was not asked to the corresponding respondent, typically, due to skip patterns, or lack of applicability of that question in general.

- Establishments with incomplete information were re-contacted to fill gaps.

Table 11 provides item response rates for several key variables, broken down across the stratification levels.

### III.8 Database Structure

The WBES datafiles are organized in ways that reflect the corresponding questionnaire. The variables that are standard across countries have the first letter in their name correspond to the questionnaire section where the variable belongs in the questionnaire, i.e., *a1* denotes section A. The variables that are country or region specific are generally named using a prefix in capital letters. These country-specific variables are generally not available beyond the specific country or region where they were implemented. For the El Salvador 2023 WBES, these variables use prefixes SLV, and LACAll variables are numeric with the exception of those variables with an “x” at the end of their names. The suffix “x” denotes that the variable is alpha-numeric.

The WBES datafiles contain two establishment identifiers, *idstd* and *id*. The former is a global unique identifier of each establishment, while the latter is unique identifier within each survey. The variable *idstd* can be used to match the WBES establishment one-to-one across databases. The variables *wweak*, *wmedian*, and *wstrong* corresponding to sampling weights based on, respectively, weak, median, and strong assumptions about eligibility (see Section III.6). The variable *strata* corresponds to the stratum of each observation.

Additionally, the WBES datafiles contain many standard variables. The variable *d1a2\_v4* denotes the main activity of the establishment, as obtained during the WBES interview, coded in the four-digit ISIC Rev. 4. Users should note that this activity may differ from the industry classification given in the Sampling Frame, *a4a*. Users are generally advised to use industry categories based on the realized information in *d1a2\_v4*. Additional sampling information is contained in variables *a2* (region) and *a6a* (size). The variable *panel* identifies panel establishments, i.e., those that participated in the El Salvador 2023 WBES. The combination of *a4a*, *a2*, *a6a*, and *panel* forms stratum of each establishment, which is contained in variable *strata*.

The last complete fiscal year for each establishment is contained in variables *a20m* (last month of last complete fiscal year) and *a20y* (last complete fiscal year).

Note that when an entry in the WBES database is empty, this means that the question was not asked to the corresponding respondent. This happens when the question is deemed inapplicable, due to skip patterns or other reasons. In cases when the question was posed, some entry is provided, including don't know, which is an example of item non-response.

#### IV. Useful Links

The users of the WBES data may find the following links useful:

- *Sampling Note* is available at:  
[https://www.enterprisesurveys.org/content/dam/enterprisesurveys/documents/methodology/Sampling\\_Note-Consolidated-2-16-22.pdf](https://www.enterprisesurveys.org/content/dam/enterprisesurveys/documents/methodology/Sampling_Note-Consolidated-2-16-22.pdf)
- The *Enterprise Surveys Manual and Guide* is available at:  
<https://www.enterprisesurveys.org/content/dam/enterprisesurveys/documents/methodology/Enterprise-Surveys-Manual-and-Guide.pdf>
- The WBES global questionnaires are available at:  
<https://www.enterprisesurveys.org/en/methodology>
- The projects that are currently being implemented by the Enterprise Surveys team are available at: <https://www.enterprisesurveys.org/en/current-projects>
- The list of all WBES databases and detailed information about each is available here:  
<https://www.enterprisesurveys.org/content/dam/enterprisesurveys/documents/methodology/DataDetails.xls>
- The description of the WBES indicators is available at:  
<https://www.enterprisesurveys.org/content/dam/enterprisesurveys/documents/methodology/Indicator-Description.pdf>



## Fact Sheet

Source of Universe Table	Registro de Solvencia 2021
Source of Sampling Frame	Registro de Solvencia 2021
Stratification sectors	1. Manufacturing of: Food, Textiles & Garments, Other manufacturing; 2. Construction, Retail, and Other Services
Stratification sizes	1. Small (5 to 19 employees) 2. Medium (20 to 99 employees) 3. Large (100+)
Stratification regions	1. Greater San Salvador (Cabañas, Chalatenango, Cuscatlan, La Libertad, La Paz, San Vicente 2. San Salvador (metropolitan area of San Salvador) 3. East (La Unión, Morazán, San Miguel, and Usulután) 4. West (Ahuachapan, Santa Ana, Sonosonate)
Contractor	Fusades
Fieldwork dates	January 2023 – July 2023
Interview languages	Spanish
Survey software	Survey Solutions
Currency for nominal variables	USD
Reference fiscal year	2020 (1) 2021 (39 obs.) and 2022 (689 obs.)
Sample Size	Total: 729      Fresh: 456      Panel: 273
Survey response rates	Yield: 32.3% Response rate: 52.7% Frame quality: 61.2%
Item response rates	d2: 77.5% n2a: 73.3% 11: 99.9% all TFP vars.: 39.6%
Additional topics covered in the questionnaire	Questions relating to the Business Ready Report and Business Government relations
Additional surveys available (if any)	



## Tables

**Table 1: El Salvador 2023 WBES Universe**

		Food	Textiles and Garments	Other Manufacturing	Construction	Retail	Other Services	Grand Total
<b>San Salvador</b>	Small (5-19)	61	35	241	268	629	2532	<b>5,832</b>
<b>San Salvador</b>	Medium (20-99)	49	37	181	158	241	951	
<b>San Salvador</b>	Large (100 or more)	41	36	77	50	70	175	
<b>Greater San Salvador</b>	Small (5-19)	21	8	29	30	161	262	<b>864</b>
<b>Greater San Salvador</b>	Medium (20-99)	14	6	40	11	45	133	
<b>Greater San Salvador</b>	Large (100 or more)	10	24	28	7	7	28	
<b>West</b>	Small (5-19)	24	10	27	33	170	261	<b>744</b>
<b>West</b>	Medium (20-99)	7	5	19	23	44	82	
<b>West</b>	Large (100 or more)	6	5	5	5	2	16	
<b>East</b>	Small (5-19)	18	3	34	104	258	273	<b>851</b>
<b>East</b>	Medium (20-99)	6	2	3	21	45	55	
<b>East</b>	Large (100 or more)	2	0	0	4	11	12	
		<b>259</b>	<b>171</b>	<b>684</b>	<b>714</b>	<b>1,683</b>	<b>4,780</b>	<b>8,291</b>

Source: Registro de Solvencia 2021.

**Table 2: El Salvador 2023 WBES Sample Frame (Fresh and Panel Combined)**

		Food	Textiles and Garments	Other Manufacturing	Construction	Retail	Other Services	Grand Total
<b>San Salvador</b>	Small (5-19)	61	35	241	268	629	2532	<b>5832</b>
<b>San Salvador</b>	Medium (20-99)	49	37	181	158	241	951	
<b>San Salvador</b>	Large (100 or more)	41	36	77	50	70	175	
<b>Greater San Salvador</b>	Small (5-19)	21	8	29	30	161	262	<b>864</b>
<b>Greater San Salvador</b>	Medium (20-99)	14	6	40	11	45	133	
<b>Greater San Salvador</b>	Large (100 or more)	10	24	28	7	7	28	
<b>West</b>	Small (5-19)	24	10	27	33	170	261	<b>744</b>
<b>West</b>	Medium (20-99)	7	5	19	23	44	82	
<b>West</b>	Large (100 or more)	6	5	5	5	2	16	
<b>East</b>	Small (5-19)	18	3	34	104	258	273	<b>851</b>
<b>East</b>	Medium (20-99)	6	2	3	21	45	55	
<b>East</b>	Large (100 or more)	2	0	0	4	11	12	
		<b>259</b>	<b>171</b>	<b>684</b>	<b>714</b>	<b>1,683</b>	<b>4,780</b>	<b>8,291</b>

Source: Registro de Solvencia 2021.

**Table 3: Original Survey Design (Fresh and Panel Combined)**

		<b>Food</b>	<b>Textiles and Garments</b>	<b>Other Manufacturing</b>	<b>Construction</b>	<b>Retail</b>	<b>Other Services</b>	<b>Grand Total</b>
<b>Great San Salvador</b>	Small (5-19)	8	14	20	25	35	35	<b>339</b>
<b>Great San Salvador</b>	Medium (20-99)	11	19	19	21	17	35	
<b>Great San Salvador</b>	Large (100 or more)	15	18	17	14	9	7	
<b>Near San Salvador</b>	Small (5-19)	13	11	9	4	9	7	<b>141</b>
<b>Near San Salvador</b>	Medium (20-99)	9	8	7	7	5	4	
<b>Near San Salvador</b>	Large (100 or more)	10	20	9	4	2	3	
<b>West</b>	Small (5-19)	15	11	10	4	9	7	<b>120</b>
<b>West</b>	Medium (20-99)	8	7	7	9	5	3	
<b>West</b>	Large (100 or more)	7	6	5	3	1	3	
<b>East</b>	Small (5-19)	15	4	13	13	18	11	<b>120</b>
<b>East</b>	Medium (20-99)	6	2	4	12	7	3	
<b>East</b>	Large (100 or more)	3	0	0	4	3	2	
		<b>120</b>	<b>120</b>	<b>120</b>	<b>120</b>	<b>120</b>	<b>120</b>	<b>720</b>

**Table 4: Response Outcomes**

		Totals	Rates relative to total contacted
Overall	Contacts available in frame	8,947	
	Issued	2,325	
	Contacted	2,259	
Screening phase	Eligibles	741	32.8%
	Screener refusals	642	28.4%
	Assumed eligibles	1,383	61.2%
	Ineligible + out of target	215	9.5%
	Unobtainables	661	29.3%
Interview phase (only if eligible)	Interview refusals	7	0.3%
	Complete interviews	729	32.3%

**Table 5: Survey Yield Rates**

Stratification		Yield	Survey response rate	Frame quality
Panel	Fresh	28.9%	51.1%	56.7%
	Panel	40.0%	55.7%	71.7%
Size	Small (5-19)	32.3%	53.4%	60.5%
	Medium (20-99)	32.8%	57.2%	57.4%
	Large (100 or more)	31.2%	45.2%	69.0%
Region	San Salvador	30.0%	63.3%	47.5%
	Greater San Salvador	27.5%	40.9%	67.2%
	West	38.7%	48.7%	79.5%
	East	39.1%	47.5%	82.2%
Sector	Food	41.0%	55.1%	74.5%
	Textiles & Garments	32.1%	46.7%	68.7%
	Other Manufacturing	34.3%	56.8%	60.5%
	Construction	27.2%	46.4%	58.6%
	Retail	35.4%	57.7%	61.3%
	Other Services	28.2%	53.4%	52.7%
Overall	El Salvador 2023	32.3%	52.7%	61.2%

Notes: the rates are calculated as defined in Section III.4.

**Table 6: Achieved Total Sample (Fresh and Panel Combined)**

		<b>Food</b>	<b>Textiles and Garments</b>	<b>Other Manufacturing</b>	<b>Construction</b>	<b>Retail</b>	<b>Other Services</b>	<b>Grand Total</b>
<b>San Salvador</b>	Small (5-19)	12	12	26	29	36	29	<b>348</b>
<b>San Salvador</b>	Medium (20-99)	19	19	22	26	16	24	
<b>San Salvador</b>	Large (100 or more)	14	17	16	17	7	7	
<b>Greater San Salvador</b>	Small (5-19)	12	8	7	3	11	13	<b>113</b>
<b>Greater San Salvador</b>	Medium (20-99)	6	2	8	3	7	6	
<b>Greater San Salvador</b>	Large (100 or more)	6	5	8	0	3	5	
<b>West</b>	Small (5-19)	18	11	8	5	12	13	<b>136</b>
<b>West</b>	Medium (20-99)	6	5	8	4	11	13	
<b>West</b>	Large (100 or more)	4	4	4	2	2	6	
<b>East</b>	Small (5-19)	12	2	15	23	21	12	<b>132</b>
<b>East</b>	Medium (20-99)	5	1	4	9	8	7	
<b>East</b>	Large (100 or more)	0	0	0	3	5	5	
		<b>114</b>	<b>86</b>	<b>126</b>	<b>124</b>	<b>139</b>	<b>140</b>	<b>729</b>

**Table 7: Achieved Panel Sample**

		<b>Food</b>	<b>Textiles and Garments</b>	<b>Other Manufacturing</b>	<b>Construction</b>	<b>Retail</b>	<b>Other Services</b>	<b>Grand Total</b>
<b>San Salvador</b>	Small (5-19)	1	2	16	2	11	14	<b>110</b>
<b>San Salvador</b>	Medium (20-99)	2	3	10	1	7	9	
<b>San Salvador</b>	Large (100 or more)	6	9	9	2	3	3	
<b>Greater San Salvador</b>	Small (5-19)	10	5	3	0	7	4	<b>49</b>
<b>Greater San Salvador</b>	Medium (20-99)	2	2	1	0	2	2	
<b>Greater San Salvador</b>	Large (100 or more)	3	4	4	0	0	0	
<b>West</b>	Small (5-19)	12	7	3	0	8	4	<b>61</b>
<b>West</b>	Medium (20-99)	5	2	3	0	6	6	
<b>West</b>	Large (100 or more)	2	2	1	0	0	0	
<b>East</b>	Small (5-19)	8	2	13	1	10	4	<b>53</b>
<b>East</b>	Medium (20-99)	4	1	3	0	4	2	
<b>East</b>	Large (100 or more)	0	0	0	1	0	0	
		<b>55</b>	<b>39</b>	<b>66</b>	<b>7</b>	<b>58</b>	<b>48</b>	<b>273</b>

**Table 8: Weak Universe Estimates**

		<b>Food</b>	<b>Textiles and Garments</b>	<b>Other Manufacturing</b>	<b>Construction</b>	<b>Retail</b>	<b>Other Services</b>	<b>Grand Total</b>
<b>San Salvador</b>	Small (5-19)	56	30	227	239	596	2,393	<b>5,607</b>
<b>San Salvador</b>	Medium (20-99)	49	35	184	152	247	970	
<b>San Salvador</b>	Large (100 or more)	39	32	74	46	68	169	
<b>Greater San Salvador</b>	Small (5-19)	18	8	26	25	143	231	<b>773</b>
<b>Greater San Salvador</b>	Medium (20-99)	13	0	38	0	43	127	
<b>Greater San Salvador</b>	Large (100 or more)	9	0	25	0	6	25	
<b>Greater San Salvador</b>	Medium and Large (20+)	0	22	0	14	0	0	
<b>West</b>	Small (5-19)	29	11	25	29	156	239	<b>702</b>
<b>West</b>	Medium (20-99)	7	5	19	22	44	81	
<b>West</b>	Large (100 or more)	5	4	5	4	2	15	
<b>East</b>	Small (5-19)	15	3	29	84	221	232	<b>731</b>
<b>East</b>	Medium (20-99)	0	2	4	18	43	51	
<b>East</b>	Large (100 or more)	0	0	0	3	10	10	
<b>East</b>	Medium and Large (20+)	6	0	0	0	0	0	
		<b>247</b>	<b>152</b>	<b>656</b>	<b>636</b>	<b>1,578</b>	<b>4,544</b>	<b>7,813</b>



**Table 9: Median Universe Estimates**

		<b>Food</b>	<b>Textiles and Garments</b>	<b>Other Manufacturing</b>	<b>Construction</b>	<b>Retail</b>	<b>Other Services</b>	<b>Grand Total</b>
<b>San Salvador</b>	Small (5-19)	34	18	103	120	250	946	<b>2,302</b>
<b>San Salvador</b>	Medium (20-99)	26	20	71	66	90	332	
<b>San Salvador</b>	Large (100 or more)	28	22	39	26	33	77	
<b>Greater San Salvador</b>	Small (5-19)	16	8	17	19	92	138	<b>501</b>
<b>Greater San Salvador</b>	Medium (20-99)	10	0	22	0	23	65	
<b>Greater San Salvador</b>	Large (100 or more)	9	0	20	0	5	17	
<b>Greater San Salvador</b>	Medium and Large (20+)	0	25	0	14	0	0	
<b>West</b>	Small (5-19)	30	11	19	25	115	166	<b>517</b>
<b>West</b>	Medium (20-99)	6	5	13	16	28	49	
<b>West</b>	Large (100 or more)	7	5	4	5	2	12	
<b>East</b>	Small (5-19)	18	2	26	84	186	184	<b>620</b>
<b>East</b>	Medium (20-99)	0	1	4	16	31	35	
<b>East</b>	Large (100 or more)	0	0	0	4	9	10	
<b>East</b>	Medium and Large (20+)	10	0	0	0	0	0	
		<b>193</b>	<b>117</b>	<b>337</b>	<b>395</b>	<b>865</b>	<b>2,032</b>	<b>3,940</b>

**Table 10: Strict Universe Estimates**

		<b>Food</b>	<b>Textiles and Garments</b>	<b>Other Manufacturing</b>	<b>Construction</b>	<b>Retail</b>	<b>Other Services</b>	<b>Grand Total</b>
<b>San Salvador</b>	Small (5-19)	21	12	71	69	191	604	<b>1,579</b>
<b>San Salvador</b>	Medium (20-99)	20	19	55	43	78	242	
<b>San Salvador</b>	Large (100 or more)	18	18	27	17	25	49	
<b>Greater San Salvador</b>	Small (5-19)	12	8	7	6	43	53	<b>218</b>
<b>Greater San Salvador</b>	Medium (20-99)	6	0	10	0	12	28	
<b>Greater San Salvador</b>	Large (100 or more)	6	0	8	0	3	6	
<b>Greater San Salvador</b>	Medium and Large (20+)	0	7	0	3	0	0	
<b>West</b>	Small (5-19)	22	11	10	10	63	76	<b>284</b>
<b>West</b>	Medium (20-99)	6	5	8	8	17	25	
<b>West</b>	Large (100 or more)	4	4	4	2	2	6	
<b>East</b>	Small (5-19)	12	2	15	32	98	80	<b>310</b>
<b>East</b>	Medium (20-99)	0	1	4	9	19	18	
<b>East</b>	Large (100 or more)	0	0	0	3	5	5	
<b>East</b>	Medium and Large (20+)	5	0	0	0	0	0	
		<b>132</b>	<b>87</b>	<b>219</b>	<b>202</b>	<b>558</b>	<b>1,192</b>	<b>2,390</b>

**Table 11: Item Response Rates**

	<b>Screeners/Interview</b>	<b>d2</b>	<b>l1</b>	<b>n2a</b>	<b>all TFP variables</b>
Panel	Fresh	78.1%	100.0%	74.3%	39.7%
	Panel	76.6%	99.6%	71.8%	39.5%
Size	Small (5-19)	72.8%	99.7%	67.8%	41.7%
	Medium (20-99)	83.1%	100.0%	79.8%	43.9%
	Large (100 or more)	80.7%	100.0%	77.2%	30.1%
Region	San Salvador	87.1%	100.0%	82.2%	41.6%
	Greater San Salvador	70.2%	99.1%	60.5%	41.1%
	West	69.9%	100.0%	66.2%	28.3%
	East	66.4%	100.0%	68.7%	45.7%
Sector	Food	81.0%	100.0%	72.0%	40.7%
	Textiles & Garments	75.6%	98.8%	74.4%	33.3%
	Other Manufacturing	81.7%	100.0%	75.8%	42.9%
	Construction	91.5%	100.0%	86.3%	50.0%
	Retail	66.2%	100.0%	61.5%	100.0%
	Other Services	70.6%	100.0%	71.3%	0.0%
Overall	El Salvador 2023	77.5%	99.9%	73.4%	39.6%

Notes: the rates are calculated as follows. The number of responses with informative content in the respective variable (or combination of variables in the case of TFP) is divided by the same number plus the number of responses that are "don't know" (code -9) or refusal (code -8).