

HAITI PRODUCTIVE LAND USE SYSTEMS PROJECT

SOUTH-EAST CONSORTIUM FOR INTERNATIONAL DEVELOPMENT

AND

AUBURN UNIVERSITY

AUGUST 1993

GUIDE TO THE LITERATURE AND ORGANIZATIONS  
INVOLVED IN AGRIBUSINESS RESEARCH AND  
AGRIBUSINESS DEVELOPMENT IN HAITI

prepared by  
Henry Jude Bélizaire  
and  
John Dale (Zach) Lea

SECID/Auburn PLUS Report No. 5

This work was performed under USAID Contract No. 521-0217-C-00-0004-00. The views expressed herein are the views of the contractor and not necessarily those of the U.S. Agency for International Development.

## REZIME

Rapò sa-a ka sèvi moun k-ap chèche enfòmasyon sou agribiznis ou byen ki enterese nan devlopman aktivite sa yo an Ayiti.

- \* Se yon gid pou moun ki bezwen konnen sa ki ekri sou agribiznis an Ayiti ak òganizasyon ki fè aktivite sa-yo. Nou bay yon lis tout dokiman enteresan nou jwenn nan bibliotèk USAID ak IICA sou kesyon-an. Nou analize tou twa dènye étid yo ki parèt sou komèsyalizasyon.

Nou pale de dokiman "Who is Who in Agribusiness" ki bay lis non ak adrès de pi gro bizismann nan Agribubiznis an Ayiti. Nan fin rapò-a nou bay yon lis moun k-ap travay nan agribiznis ke yo te kontakte nan denye ankèt ki te fèt sou Agribiznis an Ayiti (Mock and Mooney, 1987). Lis sa-a bay yon bagay ki enpòtan ke lòt lis-la pat bay, se non moun ki gen biznis ki pa nan Pòtoprins.

Nou bay tou lis enstitisyon ak òganizasyon ki bay èd pou devlope agribiznis an Ayiti: enstitisyon ki bay kredi, enstitisyon gouvènman-an, òganizasyon ki bay oswa ki prete lajan ki soti nan yon lòt peyi pou fè pwojè agrikòl, gwoup ki fè konsiltasyon, òganizasyon endistryel, kooperativ, inivèsite. Chak fwa li posib, nou bay enfòmasyon sou politik ak kapasite òganizasyon sa yo. Gen you kantite èd ke nou pa sipoze pou devlopman sektè agrikòl an Ayiti.

- \* Nou dekri wout pwodwi agrikòl yo konn fè, san bliye moun ki achte, ki revann yo. Nou pale de mache yo, de taks yo te konn peye, sa yo peye kounye-a, de lajan sou kote machann yo konn bay. Nou met aksan sou wòl depo nan komès pwodwi yo nan Pòtoprins. An jeneral, genyen depo pou chak rejyon. Chak depo gen yon mèt ki antre nan sikwi komès pwodwi yo. Nou diskite enpe de efè anbago-a ki kòmanse an Novanm 1991, sou lajan pou peye pou transpòte pwodwi yo, sou pri ak kalite yo tou.

- \* Nou bay kèk enfòmasyon nou jwenn sou kòmès nou fè ak lòt bò dlo, kantite pwodwi agrikòl nou voye ale, kantite nou fe rantre anvan ak pandan anbago-a.

## EXECUTIVE SUMMARY

This report should serve as an initial source of information for persons interested in agribusiness research or agribusiness development activities in Haiti.

- \* It serves as a guide to the literature and the organizations involved in agribusiness. We list the relevant documents found in the USAID and IICA libraries and review three recent marketing studies.

We reference the most recent publication (Who Is Who In Agribusiness In HAITI 1988) which lists the names and addresses of the larger-scale agribusinesses active in Haiti. In an appendix, we reproduce a list of individuals contacted during the most recent (Mock and Mooney, 1987) survey of Haitian agribusinesses. This list is an important addition to the list mentioned above because it contains the names of individuals active in business outside of Port-au-Prince.

We also list institutions and organizations assisting the development of Haitian agribusiness: credit institutions, governmental bilateral agencies providing financing or grants for agricultural projects, consulting groups, industry organizations, non-government organizations, cooperatives and universities. When the information was available, we note the relevant operating policies and capacities of the organizations. There is a surprising number of sources of financial aid for development in the agricultural sector.

- \* The traditional Haitian marketing agents, market places and channels are described, as well as past and present market regulations and informal "taxes" or bribes. The role at the capital city market-level of depots specialized by region and operated by brokers as fairly continuously operating commodity markets is emphasized. The impact of the embargo, which began in November 1991, on transportation costs and the price and the quality of agricultural products are briefly discussed.
- \* We report the limited information we found on Haitian international trade in agricultural commodities, noting the quantities exported and imported before and during the embargo.

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## INTRODUCTION

The purpose of this report is to assemble existing information on the marketing of Haitian agricultural products as a basis for further agribusiness research and agribusiness development activities. The report consists primarily of lists of published studies and the names of individuals, firms, and organizations involved in Haitian agribusiness. However, since it is a working document, additional information considered useful to agribusiness research in Haiti has been added as time has allowed. For example, short reviews of some of the published material have been included. Discussions of the internal marketing system and information on external trade have been added. It is anticipated that future editions of this document will incorporate additional information.

The first section of the report provides a discussion of the sources of published information relating to the marketing of Haitian agricultural crops and to agribusiness development efforts. A listing of the documents selected from these sources is given in APPENDIX I. Also included in the first section are reviews of three documents selected from this list because of their apparent relevance to the purpose of this paper.

In Section II, we discuss the internal marketing system: marketing agents, markets, warehouses (depots), market regulations, and marketing channels. The impact of the recent embargo on transportation prices will be briefly discussed. We provide a short discussion of large- and small-scale agribusinesses in Haiti, noting sources of published information providing their names and locations. APPENDIX II is a list of names taken from a recent agribusiness assessment study (Mock and Mooney 1987).

In Section III, we provide information on agribusiness support services and on organizations assisting agribusiness. We list some institutions and their standards and goals associated with the credit they provide. We provide a listing of selected consulting firms, noting the segment of the market they serve and to some extent what services they have already provided. The major agribusiness associations will be discussed in terms of how the community has perceived them and what role they could play in the future. The most active producers' cooperatives and non-government organizations are listed in APPENDIX III, along with some indication of their areas of activity.

In Section IV, we present information we found regarding international agricultural trade with Haiti. Some of this information relates to products and product quantities being exported and imported before and during the recent embargo. Unfortunately, the data we found is not reported in disaggregated form; thus, we presently have no trade data on individual products. The potential export demand for Haitian agricultural products will be discussed and a comparison with the other products being

exported by other Caribbean nations will be presented.

## I-PUBLISHED DOCUMENTS.

### A-THE PROCESS OF GATHERING INFORMATION

Before we pin-pointed where the most useful documents were, we made inquiries in several places. First, we tried the government's Ministries. The results were that the Ministry of Planning had the most valuable collection of government documents such as the past and present assessments of the sector including projection planning. The Banque de la Republique d'Haiti (BRH) publication "Etudes Economiques et Financieres" had some valuable (but highly aggregated) information regarding exports and imports. The Banque gathers this information by compiling all the receipts coming from the Administration General des Douanes (DGD) on exported and imported products. Since the 1980's the DGD has not published this information. The Institut de Statistique also has some information on market prices.

After passing through most of these autonomous organizations and the Ministries, we found that, since the last published document in 1981 of the SENACA (Service National de Commercialisation Agricole), which was a project supported by the Interamerican Institute for Cooperation on Agriculture (IICA), the government has not been involved in the sector of agribusiness in Haiti. The documents that we found published after 1981 were the property of the international organizations. One could find most of them at the United States Agency for International development (USAID) and the IICA libraries. Those documents that we found most useful for our purposes from these libraries are listed in APPENDIX I.

### B-REVIEW OF SELECTED DOCUMENTS

Review of Haiti: Agribusiness and Small Enterprise Assessment by Christopher Mock and Timothy Mooney, 1987. This USAID-funded study reviewed existing agribusiness assessments (see Appendix II for their list of references). The authors found the Capital Consult, S.A. study and the World Bank study of the agricultural sector in Haiti to be especially useful. Mock and Mooney also conducted a rapid reconnaissance survey that focused on two types of firms:

1. medium- and large-scale agribusinesses located primarily in Port-au-Prince and
2. small-scale businesses located outside of the capital.

In conducting the rapid reconnaissance, the authors talked to many business persons and gained a general understanding of the constraints and opportunities in agribusiness. Several of the businesses visited are described, thereby, providing the reader a close look at business in Haiti. The authors' list of persons visited (see Appendix IV) should be helpful to others interested in Haitian agribusiness.

The constraints to agribusiness development stressed by the authors include the following.

1. The lack of trained personnel for managerial and technical positions. Most businesses are operated in an entrepreneurial style in which the founding entrepreneur delegates little authority to others and attempts to run the firm single handedly.
2. The failure on the part of most firms to develop well-organized raw material procurement systems. The authors give as examples of firms that have developed effective procurement systems: Conserverie National, S.A. (CONASA) in Cap Haitian (canned mango and other fruit concentrates), Société Haitienne Agro-Industrielle, S.A. (SHAISA, tomato processing), Mennonite Economic Development Associates, (MEDA, cocoa marketing). Contract farming was mentioned as an often successful method of organizing a raw material procurement system. A study, financed by AID/Washington, of contract farming schemes in Africa was to be available in 1987 from AID's Office of Rural Development, Bureau of Science and Technology.
3. The lack of service businesses providing credit, technical, managerial, accounting, finance, marketing and other consulting services. Credit and loan proposal preparation services appeared to be major constraints.
4. The lack of information on both domestic and external input (raw materials, processing equipment, and technology) and output markets. As sources of information on external markets, the authors suggested The International Trade Center, financed by UNCTAD, and such electronic data bases as PRONET and Agri-Data; but, gave no addresses.

Recommendations to address the observed constraints stressed technology transfer: short-term consultancies and agribusiness management training materials channeled through domestic institutions. Working through local institutions (business associations and consulting firms) would achieve a secondary objective of building local service institutions.

Review of A Marketing Cost Study of Haiti, An Evaluation of Marketing Performance by Guther SIAMVOY, 1989.

The study, based on interview of market intermediaries, estimated marketing margins at wholesale (madam sarah) and retail levels. For grains, the margin ranged between 20% - 27% at both market levels. For cassava the margins were in the range of 30% and 55% for wholesale and retail levels respectively. The margins for perishable fruits and vegetables except mangoes was similar to those of cassava. The author calculated coefficients of variation for the averaged reported margins. In general, the coefficient of variations were relatively large (> 50%).



The author reports some transportation prices for various size containers and noted that transport charges tend to correlate well with size of containers-plus-weight but not with distance.

The author mentioned the lack of data as a constraint to the study and cautioned that cost data reported in the study should be used mainly as indications of costs.

We were somewhat concerned that the author indicated the marketing system could absorb "increasing numbers of intermediaries with improved efficiency" without justifying this statement.

Review of The Marketing of Beans in Haiti, An Exploratory Study by Gerald F. MURRAY and Maria D. ALVAREZ. 1973.

This report provides a complete description of the intermediaries involved in the marketing of beans, and the facilities they use for storage or selling, called "depots." Also, the report demonstrated the movement of the product between producers and consumers.

First the report described the type of beans that are used in the field, the time of planting and the harvest time how it is important for the peasant to consider seriously these decisions before he undertakes these processes. The second part of the report has a complete description on the madam sarahs, describing how they buy, sell, transport the product, store the product and even how they provide credit to the producers and retailers, the taxes they used to pay (patente, transportation, at the farm, depots, at the markets). The third part is a description of marketing agents called "sékrète," what services they provide to the madam sarahs in buying and organizing the assembly of the product in one spot to be transported to the depots. The retailers were not described in depth as were the madam sarahs and the secrete. The fourth part of this report provides a full description of the depot or storage warehouse.

Since this document was published in 1973, the depots it cites might not exist currently, but the explanation of the function of the depot is still verifiable at present time. The description of the function of the depot is the most valuable information in this report, because usually the depot is one of the most important aspects of the internal market and has often been ignored in previous marketing studies in Haiti.

## II-INFORMATION OF THE INTERNAL MARKET.

### A-A BRIEF HISTORY OF THE LOCAL MARKET

Since colonial times and after independence, studies on the Haitian internal market have often put the accent on exported rather than locally consumed products. Since the end of the seventies, there has been an emphasis on non-traditional export products has a mean to improve small farmer revenue. Let us review generally accepted

knowledge in the operations of the internal or domestic Haitian market.

## 1-MARKETING OPERATIONS AND OPERATORS

This section will discuss the operations that take place in the internal market system, indicating the various marketing agents' relation to the system. The markets, market regulations, marketings channels, and the effect of transportation on the price of agricultural products will be discussed in turn.

### a-THE PRODUCERS

The farmers usually start the marketing process by selling on the farm, in route to the public market, and at the market. But very often the "madam sarahs" will have bought the production at the farmer's home, because of previous agreements, because she has lent the farmer money or because she had already bought the production pre-harvest (achat sur pied). When the madam sarahs buy the production at the farm, the producer may benefit because the transaction will have diminished the cost and the difficulties of transportation and the time needed to sell the products at the market place. Unfortunately, the farmer is often in urgent need of money at the time of the harvest and may not sell his production at the most profitable price. It is said that the madam sarahs profit from these situations and buy at relatively low prices.

### b-THE MADAM SARAHS (TRADITIONAL WHOLESALERS)

This category of market intermediaries is said to be named after a local bird. The bird is very industrious and will fly all over to find its food, wherever it may be. In some areas, it destroys all the grain in farmers' fields. Its very busy and noisy habits remind Haitians of the human market intermediaries chatting among themselves as they go about their business. The madam sarahs serve as wholesalers and travel all over the country side to gather the agricultural products which in turn they will sell in urban market places, especially Port-au-Prince. Upon their arrival in an urban area, the madam sarahs often rent a place to store their products and sometimes spend the night. It is typically from those warehouses that they resell to the "revendeuses", to the owners of other warehouses, to hotels, restaurants, hospitals, and other madam sarahs (who may also have marketing operations in rural areas).

### c-THE SEKRETE (TRADITIONAL BROKERS)

Sometimes, the madam sarahs leave their stock in charge of another person (parent or close relative) to return to gather other products. Most of the time, the madam sarah has a broker, called a "sékrètè," in her zone of operation. The sékrètè usually has a

formidable knowledge of the market. The sékrétè sometimes buys the products from the madam sarah and also inform her of the location of products for sale. In some rural areas, when the sékrétès' job is to serve as a source of marketing information, they are called "voltige" or "sous-marins."

#### d- THE REVENDEUSES (TRADITIONAL RETAILERS)

These marketing agents should not be confused with the madam sarahs, because the revendeuses usually operate within a limited geographical range, buying small quantities of agricultural products from producers living in the immediate vicinity of a town or village. They cannot afford to gather products over a great distance because of the small volume that they can buy and the cost of transporting such small quantities. We have to point out that the revendeuse is also a good client of the madam sarahs from whom she can buy on credit. There are two types of revendeuses.

Door-to-Door Revendeuse. These merchants offer their products in the streets and around the market place.

Habitue. These merchants have a spot at the market place.

## 2-THE MARKETS

Although the buying or the selling of the products can occur at the farm level, on the roads to the markets, in rural areas, on the side walk, in the streets, at grocery stores, and at supermarkets, the public markets are the principal location of the transactions between the sellers and buyers. It is generally assumed that directly or indirectly 85% of the products being consumed passes through a public market place. They are four types of public markets. Associated with certain markets are warehouses called "depots."

Regional Markets. These distribute the products in one region, making contact between the producers and the madam sarahs possible. These markets are located close of the zones of production and only operate two or three days a week.

Rural Markets. These markets distribute products between local farmers and local consumers. Such markets are located close to a production area and are typically open only one day during the week.

Semi-Rural or Semi-Urban Markets. During two or three important days of the week, these markets are the sites of transactions between local producers, the revendeuses, and the local consumers. Such markets are open all weekdays except sundays.

Urban Markets. Occasionally, madam sarahs sell on these markets directly to the consumers. Typically, the revendeuses make most of

the sales to the consumers in these markets. Urban markets are open every day.

DEPOTS. Although there are depots in every province, most of them are found in Port-au-Prince. These warehouses are specialized by region rather than by product and most do not have specialized storage facilities: just simple rooms or houses that are used for storage.

The depots are the center of the internal market system. According to the document entitled the Marketing of Beans in Haiti, An Exploratory Study, one can discern the importance of the depot:

"If a detailed study were to be done of the Haitian market system, dividing the task up between the researchers, one person could easily be employed full time in the studying of the dynamics of the depots. These locales are the strategic nodes through which the internal market system channels its produce in the semi final stage of its journey to the urban consumer. A careful quantification of the events which occur in these locales, though methodologically challenging, would raise the quality of market studies to a promising new level."

If a researcher wished to quantify the agricultural products coming from a production region or going to a deficit zone of production, it would be quite important to observe the quantities passing through the depots, especially those at the Croix des Bossales marketplace in Port-au-Prince. This process will assist the researcher in understanding the current market volumes for several products and their production and market regions.

### 3-MARKET REGULATIONS

This section will compare past and present market regulations, including the informal "regulations." The first subject we focus on is government regulation, the effectiveness of it and the consequences of the abolishment of the regulations. Then, we discuss the informal regulations (bribes) paid by producers, madam sarahs or the revendeuses in order to sell their products in the public market.

#### a-PAST REGULATIONS

According to Duplan and La Gra, in their document entitled Analyse du systeme de taxation des produits agricoles dans les marches haitiens, all marketing agents, from the producers to the smallest retailers, used to be taxed on their products in the 1970's. The same product could be taxed 5 or 8 times before reaching the final consumer. There used to be also a tax on madam sarahs and revendeuses for a market-spot (place) and a certificate tax (patente annuelle) to be able to sell as a wholesaler or retailer.

The merchants also paid a tax to park their animals in the vicinity of the market place. At the end of the seventies these taxes were abolished.

As of December 28th 1981, Jean Claude Duvalier promulgated a new set of market regulations. The decree was entitled: Creation d'une Taxe Special Dite: Contribution a la Construction, a l'Amenagement et a l'Entretien des Marches et Parcs de la Republique. This decree set regulations for public markets and also provided that people could not sell or buy any products in informal markets located on public streets. After the overthrow of the Duvalier regime the decree was abolished. Since that time, the number of informal markets on public streets has increased considerably. According to M. Cadet, a current government official at the DGI (Direction General des Impots), a recent government attempted to reactivate the band on informal street marketing without success. However, there is still an informal tax which is still being levied on merchants who bring their products to certain markets, such as the public market at CROIX DE BOSSALE.

#### b-THE INFORMAL TAXES

At the market of CROIX de BOSSALE, it is customary for merchants to pay an informal tax or bribe, first to assure themselves a spot in the market and second of all to assure the selling of their products. In the first case, the merchant cannot come to the market and expect to find a spot to sell its produce on a first come, first serve basis, he or she must buy the spot from the "guadien," only then he or she can enter the market place. We could call this tax an "entry fee." But there is another informal tax, this one is to assure that your products will not be destroyed by the "vagabonds." Also, the same informal tax is levied on wholesaler producers who come to the market place with its produce on a truck. Unless the merchant has paid the "guadien," he will not allow the truck to be unloaded and no one will attempt to buy the merchandize.

#### 4-THE MARKETING CHANNELS

In general, there are five principal marketing channel through which agricultural products flow from producer to consumer.

1-farmer----->consumers

2-farmer----->revendeuse----->consumers

3-farmer----->madam sarah----->consumers

4-farmer--->madam sarah-->revendeuse--->consumers

5-farmer->madam sarah->madam sarah-->revendeuse-->consumers

Marketing channels 1 through 2 are used most often for products that are most perishable, while the marketing routes of 4 through 5 are usually use for the cereal products such as rice, sorghum, maize, etc. There is considerable difference between marketing channels handling products for export and those handling products intended for domestic consumption--even when the products come from the same plantation. Table 1 organizes some of these interesting differences.

TABLE 1

COMPARING DOMESTIC AND EXPORT MARKETING CHANNELS

economic agents	products going for exportation	products going to the internal market
intermediaries	speculators, mostly men (sékrètè, vol-tige) only organize product assembly and information on product location.	madam sarah, revendeuses, organize transportation of products and supply the market place.
method of buying and selling	have a fixed price	no fixed price, rely on repeat business (PRATIK)
information available on the price before buying or selling	very good	not good, learn on the spot or refer to old prices
credit	informal, buyers have cash advance for buying purpose from exporters	informal, difficult to obtain at the first venture in the market.
zones of marketing	stores(boutiques), in the field only at post harvest	markets roads, in the fields(pre or post harvest) publics markets
transport	great volumes, sellers do not accompany with the truck	small volumes, but sellers accompany the truck

5-TRANSPORTATION

In this section we will not discuss all the aspects of the transportation system for agricultural products, but only include this note to show the correlation between the transportation and

the price of the product. As a note for history, the internal market has been affected by the embargo, especially resulting in higher prices for transportation of the products to the market and higher prices of the inputs. Table 2 gives the fluctuation which occurred during the recent embargo in the transportation sector of agricultural product.

TABLE 2  
CHANGE IN AGRICULTURAL PRODUCT TRANSPORTATION CHARGES  
BY ROUTE DURING THE OCT-DEC 1992 EMBARGO

PRODUCT	BEFORE OCTOBER 1991 (gourdes)	PEAK PRICE DURING EMBARGO (gourdes)	JANUARY 1992 (gourdes)	TRANSPORT ROUTE
BANANE (REGIME)	0.8	3.0	1.0	PAP- ARCAHAIE
RIZ (GROS SAC)	7.0	50.0	12.0	PAP- ARTIBONITE
ORANGE (SAC)	3.0	10.0	7.0	PAP- PLAISANCE
CAFE(SAC)	1.4	4.0	4.0	CAP-DONDON
CHEVRE (UNITE)	2.0	5.0	4.0	A.ROUGE- GONAIVES
CHARBON (SAC)	2.0	13.0	5.0	PLAISANCE- GONAIVES

@ Time of extreme scarcity of petroleum fuel.

SOURCE: Rapport sur la Situation de l'Agriculture et de l'Environnement (1 octobre 1991-31 janvier 1992) ref.contrat 92/003 -undp/pap.

For comparison with the evolution of transportation charges given in Table 2, Table 3 provides observed changes in selected market prices before and during the embargo.

TABLE 3

## SELECTED PRODUCT PRICES DURING THE OCT-DEC 1992 EMBARGO

PRODUCTS	BEFORE OCTOBRE 1991 (gourdes)	DURING JANUARY 1992 (gourdes)	MARKETS
MAIZE(MARMITE)	2.5	5.0	PIGNON
SORGHO(MARMITE)	1.5	4.0	PIGNON
RIZ (MARMITE)	12.0	17.5	PIGNON
HARICOT MIAMI(MARMITE)	14.0	17.5	FONDS DES NEGRES
BANANE (REGIME)	11.0	20.0	COTEAUX
HARICOT (MARMITE)	14.0	17.0	PLAISANCE

SOURCE: Rapport sur la Situation de l'Agriculture et de l'Environnement (1 octobre 1991-31 janvier 1992) ref.contrat 92/003 -undp/pap.

It is generally acknowledged that the Haitian transportation system for the commercialization of agricultural commodities is quite archaic and in some ways this affects the price and the quality of the product. Agricultural product transportation in Haiti is relatively expensive; first, because of the deterioration of penetration roads and secondly because of packaging and truck loading practices which often result in the destruction of perishable items.

#### B-THE AGRIBUSINESS IN HAITI

The goal of this section is to demonstrate the difference which exist among agribusinesses in the agribusiness sector. We will divide the agribusinesses into two groups. The first group includes the biggest agribusinesses enterprises while the second group includes the artisanal and rural enterprises.

##### 1-LARGE-SCALE AGRIBUSINESSES

In general, agribusinesses in Haiti are small enterprises compared to agribusinesses in industrial nations. Many of the large-scale agribusinesses are registered in the brochure entitled, Who is who in Agribusiness in Haiti, prepared by SOFIHDES (last published in november 1988). The names, addresses, and the commodities they process and use as raw material is also included in that brochure.



## 2-SMALL-SCALE AGRIBUSINESSES

The small agribusiness enterprises are found throughout the rural area, they include the guildiveries, the cassaveries, the jam and the mamba factories, the local candies (sugar mixed with dried or cooked fruits), local oil processing (ricin), flowers, small-scale feeder pig and goat farms for local slaughterhouses and markets. Their products are usually widely accepted, but lack the volumes and continuity of supply to interest potential foreign buyers or even a large local buyer. This is partly due to a lack of information on the part of producers of the raw material and the potential buyers. These small enterprises may have more trouble finding financial and technical aid to help them improve or in reducing their lack of marketing information. Sometimes, the owners of the small agribusinesses are reticent in accepting new ideas brought to them by institutions capable of helping them, such as the institutions discussed in the next section.

### III-IDENTIFICATION OF THE ORGANIZATIONS CURRENTLY INVOLVED IN ASSISTING THE DEVELOPMENT OF AGRIBUSINESS IN HAITI.

In this section of the report, we identify the institutions involved in assisting the development of agribusinesses in Haiti. First we will discuss organizations which can provide the sector with loans; secondly, institutions capable of providing consultations; thirdly, organizations capable of providing technical, financial assistance; and fourthly, universities capable of helping these organizations in their research into the agricultural sector, but especially the agribusinesses sector.

#### A-THE CREDIT LENDERS

There are in Haiti many individuals, which serve as informal money lenders to small agribusinesses. Here we will only discuss the formal credit sector.

1-SOFIHDES. The SOFIHDES (Societe Financiere Haitienne de Developpement S.A) seeks to serve larger-scale, formally-operated agribusiness enterprises capable of preparing a formal loan proposal of at least 250,000 gdes.

2-FDI. The FDI (Fond de Developpement Industriel) also targets larger-scale, formally-operated businesses. But unlike Sofihdes, FDI is not limited to serving agribusinesses. FDI has a project promotion fund which can be used to encourage the development of businesses by subsidizing up to 80% of the cost of their feasibility studies. FDI also can help by supporting consultant costs. The FDI credit minimum (minimum loan value) is 250,000 gds.

3-HDF. The HDF (Haitian Development Fundation) targets small-scale businesses by offering a very low credit minimum of 2500 gourdes and by assisting borrowers with loan proposal preparation and

financial and technical aid.

4-FC. The FC (Fonds Canadien d'Initiatives Locales) mostly consisted in the buying of equipments, aid for the institutions, infrastructures and cash flow for the enterprises. The largest grant allowed is 50,000 \$CAN and the project must be able to be accomplished in a three month period.

**MOST OF THE FOLLOWING ORGANIZATIONS SUSPENDED THEIR ASSISTANCE  
DURING THE POLITICAL CRISIS WHICH BEGAN IN 1991**

5-FAES. The FAES (Fonds d'Assistance Economique et Social) give financing and technical assistance to farmers and small enterprises, the credit of the FAES is a grant not to be repaid. The maximum limit per project is 250,000 \$H.

6-PL480. The PL480 or (Bureau de Gestion) also provides financing and technical assistance, but only to associations located in disadvantaged areas. As with FAES their credit can be regarded as a grant rather than a loan. They have a minimum of 30,000 \$H to 45,000 \$H for the project to be considered.

7-PMP. THE PMP (Programme de Micro-Projets) provide financing to 100 micro-projects, but as with the previous organisation, the grant is only given to an association. However, in this case, the association must contribute between 20% - 30% of the total value of the grant.

8-PMR. The PMR (Programme Micro-Realisations) really embrace the agricultural sector in all of its aspects. Only associations can only be financed and the programme provides the technical assistance. The project presented must have a 18 months period to be accomplished and can receive a maximum grant of 150,000 \$H as initial costs.

10-FDR. The FDR (Fonds de Retrocession Canado-Haitien) provide financial aid either to individuals or organisations, but will have a preference for the latter. The fund is allowed to projects which has a duration of one year and the cost must have a minimal value of 80,000 \$H.

11-FDC. The FDC (Fond de Contrepartie Canado-Haitien) provides grants for rural development projects which can be completed within six months and which cost between 250,000 \$H and 500,000 \$H.

12-FAC. The FAC (Programme de Financements de Micro-projets de la Mission Francaise de Cooperation) is an organism which lends money to associations, NGOs and cooperatives. The FAC will provide grants as small as 4,000 \$H and has a maximum ceiling at 100,000 \$H. The project must have a lifetime not exceeding two years.

13-PPDA. The PPDA (Programme de Financement des Petits Projets de l'Allemagne) is the most accessible grant form for an individual or organization capable of presenting a feasible project. The maximum level of the loan cannot exceed 8,000 \$H and must be completed within three months.

14-PNUD. The PNUD (Programme de Financement des Micro-Projets du PNUD) in this aspect offers a real credit with an interest rate of 12% and a reimbursement time of 20 months. The amount of the loan has a minimal of 1,400 \$H and reaches a maximum of 4,800 \$H. But this loan is only accessible to an association.

15-FPP. The FPP (Programme de Financement des Petits Projets de la Banque Inter Americaine) loan money for a duration which can go as high as 40 years. The minimum of the loan can be 1,000 \$H and a maximum of 500,000 \$H. Other credit lenders, the associations, the private or public intermediaries can have access to this credit.

N.B. More complete information on these organisms can be found in, Les guichets de financement des micro-projets en haiti by Jessy PETIT-FRERE, Bureau d'Appui à la Cooperation Canadienne, Haiti, Sept-1991.

#### B-THE CONSULTING FIRMS.

We could not locate a directory of Haitian consulting firms and have chosen to mention here only a two of what we feel to be a rather large group of individuals and firms providing consulting services to agribusinesses. Three of the credit institutions discussed earlier, namely, SOFIHDES, FDI, and HDF also provide consulting services. The two consulting firms we have met with are CAPITAL CONSULT and AGRICORP. Both firms have considerable experience in assisting primarily large-scale agribusinesses in Haiti.

CAPITAL CONSULT, for example, has made more than 400 studies for clients in the agricultural sector. These studies related to the following products:

cafe, essential oils, tomato processing, ricin (castor oil), cooking oils, cotton and textile processing, bananas, sugar, wheat flour and by-products, mushrooms, rum, pasta, chicken farms, pigs farms, and yogurt.

The names of selected agribusiness consulting firms and their business addresses are given in APPENDIX III.

#### C- THE PRIVATE SECTOR

In this section we will discuss, the associations including the two most powerful working in the agricultural sector and the controversy surrounding them. Then we will discuss the cooperatives

including a repertoire of the most efficient working in the agricultural sector, according to the CNC (Conseil National des Cooperatives). Finally, we will underline the work and the contribution of the NGOs (non-governmental organizations) to the agricultural sector, and add a small paragraph on the contribution that the Universities could bring to the sector.

## 1-THE ASSOCIATIONS

They are many associations or NGOs that work with the agricultural sector. We will consider the three most well known. APA (Agricultural Producers' Association) is ostensibly an association of all associations working in the agricultural sector. However, many of the association leaders viewed the relationship between APA and them with skepticism. As commented in the "HAITI AGRICULTURAL SECTOR ANALYSIS" JANUARY 1993 produced by the IICA team on page 66 one could read

"APA lost its USAID funding in september 1991, and did not hold its general Assembly that year. As its board members--both large agribusiness and small farmers--hold a number of opposing perspectives of the coup and the current political-economic situation, it stopped holding monthly board meetings in order to avoid internal strife. The farmers in the Artibonite, as represented through APVA (Association des Paysans de la Vallee de l'Artibonite), are discouraged in their efforts to work with the larger agribusiness firms and are focussing more on what they can do for themselves. Although the problems with APA may be peculiar to its mandate and its diverse membership, the reluctance of peasants to trust outsiders may be more pervasive than before."

APVA is well known among the associations working in the agricultural sector, but there is not many if any publicized documents on the way it interacted with the agricultural sector. The third association is the UNAPEL (Union Nationale des Associations pour la Promotion d'Elevage). As the name indicates, UNAPEL efforts are more concentrated in the livestock subsector. It represents 161 associations from small to medium livestock producers throughout 8 regions located all over the country. UNAPEL sells livestock feed and veterinary supplies. It provides technical assistance to livestock producers and operates a slaughter house.

## 2-THE COOPERATIVES

According to current information from the Conseil National des Cooperatives, only those cooperatives listed in APPENDIX IV are playing a active role in the agricultural sector. The establishment of cooperatives is encouraged by numerous NGOs which often provide substantial technical and financial assistance to the

cooperatives during their formation.

### 3-THE NON-GOVERNMENT ORGANIZATIONS

Non-government organizations play an important role in the agricultural sector. In fact, they provide most of the technical assistance to small-scale haitian farmers. Most of this assistance is financed independantly by the NGOs. One consequence of this independence often noted by Haitian government officials, the international government community and the NGOs themselves is a lack of coordination between the programs which could enhance the intended benefits received by the Haitian people. According to the office of NGO activity at the Ministry of Planning, Government of Haiti, twelve NGOs have been quite efficient in the agricultural sector. These NGOs are listed in APPENDIX IV.

One not listed by the Ministry of Planning was MEDA. This NGO has been successful in the implementation of a marketing strategy for the cacao producers. MEDA received partially processed and bagged cacao from the farmers and then handled all other transactions such as: paying all government exportation taxes, transportation costs (shipping and handling) and dealing with the foreign importers. MEDA also provided some credit to small cacao producers' associations. MEDA suspended these efforts after September 1991.

### 4-THE UNIVERSITIES

Local universities have indicated their desire to be involved in research undertaken by any organization when such activity is supportive of the universities missions. The list of local universities includes the University of Quisqueya and the Université d'Etat, especially its School of Agronomy and Veterinary Medicine (la Faculté d'Agronomie et de Medecine Veterinaire).

## IV-INFORMATION ON THE EXTERNAL MARKETS

In this section we will briefly describe Haitian foreign agricultural trade. We will note the quantities exported and imported before and during the embargo. Also we will discuss the potential for some non traditional export products. Furthermore, we will note what other Caribbean nations are exporting as an indication of potential Haitian exports.

### A-QUANTITIES EXPORTED BEFORE AND DURING THE EMBARGO

Even before the embargo which began in November 1991, traditional Haitian agricultural exports were already in decline and have continued to decline. Table 4 provides some example statistics.

TABLE 4

HAITIAN AGRICULTURAL EXPORTS  
(MILLION US DOLLARS)

FISCAL YEAR OCT-SEPT	CAFE	CACAO	HUILLES ESSENTIELLES	PETITE INDUSTRIES	PITTE	SUCRE	MELASSE	FICCELLES ET PITTE	DIVERS
87-88	32.5	4.0	3.24	9.80	1.02	2.9	0.5	2.9	11.1
88-89	34.0	1.9	0.66	12.2	0.68	2.8	0.4	6.2	9.60
89-90	15.3	1.8	0.38	8.84	0.65	3.7	0.2	4.9	9.82
90-91	18.2	1.1	1.64	11.2	0.24	3.2	n.a	3.8	11.2
91-92	9.25	0.47	5.15	6.26	0.08	n.a	n.a	1.8	5.02

SOURCES: Administration des Douanes, BRH-Direction des Etudes Economiques.

## B-QUANTITIES IMPORTED BEFORE AND DURING THE EMBARGO.

Before the embargo, many haitians had become accustomed to consuming commodities coming primarily from foreign markets. This was especially true for the cereals, meats and cooking oils. At the time of the embargo, most of these products flourished the markets but at a higher price. The importation of food commodities has risen somewhat during the embargo as it can be verified in TABLE 5.

TABLE 5

FOOD PRODUCT IMPORTS TO HAITI  
(MILLION US DOLLARS)

YEAR	FOOD PRODUCT VALUE
1987-1988	69.80
1988-1989	64.98
1989-1990	63.24
1990-1991	72.98
1991-1992	79.23

SOURCES: Administration Generale des Douanes (AGD) and BRH-Direction General de la Supervision des Banques et Institutions Financieres.

N.B. This information could not be disaggregated by product because the AGD has not published any documents related to that field for the past 10 years.

## C-THE DEMAND FOR HAITIAN PRODUCTS OVERSEAS.

This section deals with the export market potential for some agricultural products which could be or have been exported on a small scale basis. Here we only enumerate the possibilities discussed in a report by Deaton, Coale and Horton. A more complete study is needed to find about the quantities that could be exported and the availability of the Haitian supply.

The products that the foreign market has gotten accustomed from Haiti are from the fruit sector especially mangoes, essential oils from vetiver and lime. According to the report of Brady J. Deaton, Charles W. Coale, Jr. and John S. Horton entitled, An Agricultural Diversification Plan for Selected Horticultural Crops in Haiti, there might be some potential for non-traditional export products, such as: malanga, mazoumbel, breadfruit, avocado, tamarin, pumpkin, papaya, hot pepper, bananas (plantain, fig), beans (pois congo), kenep, orange, manioc, cucumber, onions and garlic.

## b-THE EXPORTED PRODUCTS FROM OTHER CARIBBEAN NATIONS.

According to the "Caricom Exporter" a buyer's guide published by CARICOM (the office of the economic community of caribbean nations), the Caribbean community as a whole exports a wide range

of products either to the European community or to the U.S.A. The Caricom export to the world sea foods (crawfish, lobsters, conch, crabs, shrimps and prawns), vegetables fresh or chilled, peppers, dried leguminous vegetables, edible fruit and nuts, peel of citrus fruit and mellon, strawberries, papayas, passion fruit, coffee, coconut and coconut products. Haiti could also supply many of these products.

#### V-SUMMARY AND CONCLUSION

This report can be regarded as an initial source of information for persons interested in agribusiness research or agribusiness development activities in Haiti.

It serves as a guide to most of the studies in the field of marketing agricultural products in Haiti for the past twenty years. Also we included summaries of three documents that we found to be especially insightful.

The traditional Haitian marketing agents, market places and channels were discussed, as well as past and present market regulations, informal "taxes" or bribes. The role, at the capital city market-level, of warehouses or "depots" specialized by region and operated by brokers as fairly continuously operating commodity markets was emphasized. The impact of the embargo (which began in November 1991) on transportation costs and the price and the quality of agricultural products was briefly discussed.

The report also provides access to the firms, institutions and organizations involved in Haitian agribusiness. We referenced a 1988 publication which lists the names and addresses of what were considered to be the larger-scale agribusinesses active in Haiti. In an appendix, we reproduced a list of individuals contacted during the most recent (Mock and Mooney, 1987) survey of Haitian agribusinesses. This list is an important addition to the list mentioned above because it contains the names of individuals active in business in towns outside of Port-au-Prince.

We also listed institutions and organizations assisting the development of agribusiness: credit institutions, governmental bilateral agencies providing financing or grants for agricultural projects, consulting groups, industry organizations, non-government organizations, cooperatives and universities. When the information was available, we noted the relevant operating policies and capacities of the organizations.

Finally, we reported some information on Haitian international trade in agricultural commodities, noting the quantities exported and imported before and during the embargo. The reader should notice that for the quantities of imported products, we could not disaggregate them by product because that information was not available from the AGD at the time of our study.



In conclusion, we feel that this report could provide the base of preliminary information needed to conduct further study and research in the marketing of agricultural products in Haiti, because we have:

- reported some of the past studies and researches;
- actualized the present situation of the market;
- provided access to firms, institutions, and organizations involved in agribusiness;
- noted the private sector organizations which might be helpful to the development of the agribusiness; and
- provided a capsule summary of the information on the external market before and during the embargo.

As for recommendations, we feel any future research on the marketing of agricultural product in Haiti should place greater consideration on the study of the regionally specialized depots operated by brokers.

APPENDIX I

DOCUMENTS RELATING TO HAITIAN AGRICULTURE  
AND AGRICULTURAL PRODUCT MARKETING

I. DOCUMENTS FOUND IN THE USAID LIBRARY

The word "shelf" indicates where the documents were located in the USAID library. "N.A." indicates that the book was not available at the time of consultation.

Shelf V-1

1-Market prices summary. By the Haitian Ministry of Agriculture and the University of Arkansas Winrock International. Joseph DENIS, Levelt ROBERT, Caroline O'KEILLY, Quenton GRAFSTON, Richard SWANSON. 1987

2-Taking steps towards the improvement of title II commodity distribution systems in Haiti. By Peter GOOSENS ,Ina LOWENTHAL. JUNE 1989.

3-Repertoire des sources d'information agricole en HAITI. N.A

Shelf VI-7

1- Agency for International Development -private enterprise tapes- Agribusiness and rural enterprise: project analysis overview. VIDEO TAPES

2-Prominex "HAITI" agriculture 5/25/89. TAPES

Shelf VI-6

1-Prominex: fruits and legumes exotiques potential on the European market. By Currelly Associated Financial Analysis

2-Plan d'action CMP periode Octobre 1990-septembre 1996. Presented by Maurice WIENER.

3-Final report on the "WHEAT MARKETING CHAIN IN HAITI". By SOGEFIN

Shelf VI-5

1-Prominex Haiti Botin des exportateurs haitiens 1990 1991. BROCHURE

Shelf VI-4

1-Partnership for productivity- Etude de marche portant sur le client cible de la Foundation Haitienne de Developpement. 1985

2-Agro processing and trade linkage promotion. ACDI. JANUARY 1991

Shelf VI-3

1-Export Marketing. N.A

2-Tropical products transport handbook. N.A

3-Agricultural Marketing Workshop for the Caribbean Basin. N.A

4-Chamber of Commerce and Industry in Haiti. September 15, 1988

5-Prominex's evaluation debriefing FEB 89. Prominex's brochure.

6-Price series correlation and market integration: Some evidence from Haiti. by Erling PETERSEN 1983.

Shelf VI-2

1-The Caribbean basin Initiative opportunities for the private sector of Haiti. Trans-Rio Corporation March 22, 1982

Shelf VI-1

1-Reconnaissance Survey Report Agribusiness Investment in Haiti. N.A.

2-Haiti Export and Investment Promotion Center project. Touche Ross et CO November 18, 1986.

3-Privatization of agricultural Marketing in Developing countries. Robert R. NATHAN Associates, inc. September 12, 1988.

4-Importing in the U.S.A. Department of the Treasury U.S Customs Services, January 1989.

Shelf III-1

1-Plan for the development of a commercial livestock Production Program for UNICORP. B. Dean TREADWELL. March 10, 1991

#### Shelf V-5

1-CASSAVA utilization and potential markets. Truman P. PHILIPS. CANADA 1974

2-Small-scale processing and storage of tropical roots crops. Donald L. PLUCKNETT, 1979.

3-Prevention of post harvest food losses. FAO. ROME 1985

4-Evaluation des deficits alimentaires. N.A

5-Projet mangues sechees. Lionel AUDANT.

#### Shelf V-2

1-Development of a simple grain storage unit and method applicable to humid areas. N.A

#### Shelf IV-1

1-Analyse du systeme de taxation des produits agricoles dans les marches haitiennes. V. DUPLAN, La GRA. 1974

2-BANGLADESH BANK. N.A

#### Shelf IV-2

1-The employment of capital by market women in Haiti. Sidney W. MINTZ. 1964

2-The Essential Oil Export Sector of Haiti. Lesly DELATOUR, July 1983

3-Haiti: Agribusiness and small rural enterprise assessment constraints to development and recommended solutions. Christopher MOCK and Timothy MOONEY. March 25, 1987.

4-Institution and Private sector development activities. N.A.

5-Banques de Developpement aux services des pauvres. MD. Nazmal FETWI. December 1988.

#### Shelf IV-3

1-Cassava new potential for a neglected crop. James H. COOK 1985.

#### Shelf IV-4

1-The development of Haiti's Mango export industry. Estelle ESTUBLIER and Sara LINGLEY. May 1990.

#### Shelf IV-6

- 1-An assessment of the livestock situation in Haiti. N.A.
- 2-Cmp-Prominex 521 0186. PROMINEX FILES
- 3-La Production et la Commercialisation de la volaille. A. BEN-DAVID, Fevrier 1983
- 4-Evaluation of the MEDA cocoa production and marketing project. Jacqueline NOWAL SMUCKER, 1985
- 5-L'economie et la commercialisation de la production du PORC en Haiti. IICA/BID 1983

6-Evaluation of the Haiti small farm coffee marketing project. G.V. OLSON, M.E. MARTIN, Steven C. FRANZEL, K.E. KOEHN. February 1984.

N.B. The names of the authors for the following documents are not mentioned at the moment of this report.

#### Shelf IV-7

- 1-An importer's guide to non-traditional agricultural products from Guatemala. USAID in collaboration with USDA. September 15, 1989.
- 2-From mello patch to market place: How they learned to export a non-traditional agricultural product. N.A.

#### Shelf III-2

- 1-Prominex an interim evaluation, FEB 89. PROMINEX's brochure
- 2-Prominex Haiti, Investor's guide. IBID

#### Shelf III-3

- 1-A marketing cost study of Haiti, an evaluation of marketing performance. Arthur SIAWAY, Eluhed JONES-RUSSELL, David KYEON. 1988
- 2-Haiti Agribusiness and small rural enterprise assessment. Christopher MOCK and Timothy MOONEY. March 25, 1987.
- 3-Agribusiness Investment Opportunities in Haiti Volume II. Caribbean Central American Action. November 18, 1986
- 4-Technical assistance to export and promotion center. N.A
- 5-Agribusiness and rural enterprises. B. H. KINSEY. 1987.
- 7-Export and Investment promotion center of Haiti. Robert R. NATHAN Associates. November 18, 1986

Shelf III-4

1- Promotion of business and export projects. Submitted by Maurice WIENER and Serge DEVIEUX.

2- Strategic options for Haiti's Promotion of Business and Exports (P.R.O.B.E.) Project. IBID

3- Request for agribusiness info-USDA/OICD1 technical service. N.A.

4- Regional financial markets guidebook. USAID, Bureau for Europe and Near East. AUGUST 1991

Shelf III-6

1- Vegetables research and development in the 1990's. ASIAN Vegetable Research and Development Center 1971.

2- Projet d'Appui du Development Agricole. USAID and MARDRN 1985

Shelf II-7

1- Dominican Republic the agricultural exports protection report. N.A.

2- Fruit and vegetable processing options for the Latin American and Caribbean region. N.A.

Shelf II-1

1- Substituting sweet potato for cereal flour in bread making. Potato center, Genetic Resources Specialist International. Apartado postal 5969, LIMA 100, PEROU.

2- United fresh fruit and vegetable association. Brochure on equipments for processing fruits and vegetables.

Shelf II-3

1- Evaluation of the Haiti's small farmer coffee project. Dr Graig. V. OLSON. July 1, 1977.

2- Inadequate Management and declining infrastructure. K. William EASTER. January 1987.

3- Agricultural sector study. The World Bank. N.A.

4- Fruit and vegetable processing options 9. N.A.

5- Potential marketability of Charcoal, Poles and Plants produced by participants I. Lisa, A. Mc GOWAN. April 15, 1986.

6- Characteristics structurelles de la commercialisation interne.  
V. DUPLAN and La GRA. 1974.

7- Choix d'une strategie global pour le Plateau Central en Haiti.  
IRAM. December 1986.

Shelf II-6

1- Utilisation du Neem. N.A.

Shelf II-7

1- Feasibility of a grain price stabilization program in Haiti.  
N.A.

2- Study on the costs of production of principal crops in the LES CAYES region of Haiti. R, Quentin GRAFSTON. Levelt ROBERT. Amal K, CHATTEYER. July 1987.

3- The marketing of beans in Haiti. Gerald F.MURRAY and Maria D. ALVAREZ. 1973.

4- Promoting trade and investment in constrained environments.  
Group of Louis BERGER, the Development of Economics International, INC. November 1989.

5- Trade investment promotion. 1983

6- Export and investment. OPED/USAID. HAITI, 1986.

7- La conservation des aliments par le sechage solaire. Alain RIOUX. November 1987.

8- Dimension and limits of the rural credit technical analysis.  
N.A.

Shelf I-1

1- Evaluation of the Haitian Development Foundation Phase IV.  
Robert R, NATHAN Associates INC. October 31, 1986.

3- Resultats des enquetes sur le marche de DUCIS, Haiti de juin 88-juin 89. Joahnn JAFFE. November 1989.

4- Results of Weekly Surveys of prices in the LES CAYES markets.  
June 88-June 89 . IBID

Shelf I-2

1- Prominex agriculture cassette {video}.

2- Sun food dryer. " " " " " "

Shelf I-4

1- The potential of charcoal plantations in Haiti. Ronald SMITH. November 4, 1980.

Shelf I-5

1- The Haitian coffee market. Stephanie SEGRUNO. July 1985.

2- Coffee to 1995. Economist Intelligence Unit. March 1991.

3- Reactivation et commercialisation du cafe en Haiti zone Jacmel-Beaumont. Edmond DUPUIS. Septembre 10, 1990.

4- Programme de promotion des denrees d'exportation cafe +cacao. Avril 1990.

Shelf I-6

1- Economie rural. N.A.

2- Suivi zootechniques et socio economiques du marche de viande bovine de Fonds des Negres. Jean Triyil FRANCOIS. Septembre 82.

3- L'intensification de la culture maraichère a la Vallee de Jacmel. Luc PIERRE-JEAN. Janvier 1984.

4- The PST Choquette AVOCADO. N.A.

5- The distribution of benefits from agricultural commodity intensification among Haitians farmers {social + economic studies}. Laura T. REYNOLDS. May 31, 1987.



## II. DOCUMENTS FOUND AT THE IICA LIBRARY

Note: the alpha-numeric codes are part of the IICA library classification system. For example, A2/HT means where the documents are annexed in the library 74-013 the first number is the publication year, the second is the file number.

A2/HT-74-013 LOCHER, U. Le systeme de commercialisation interne des produits agricoles a PORT-au-PRINCE.

A2/HT-74-014 La GRA, J. Fabrication de materiels d'emballage pour la commercialisation des fruits et legumes a PORT-au-PRINCE, HAITI.

A2/HT-74-015 La GRA, J. The role of diagnostic research in strengthening agricultural marketing institutions. PORT-au-PRINCE, IICA.

A2/HT-74-017 DUPLAN, V. et La GRA, H. Analyze du systeme de taxation des produits agricoles dans les marches publics. PORT-au-PRINCE, IICA.

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A2/HT-76-034 JOHNSON, J.L. et La GRA, J. Le systeme interne de commercialisation agricole d'Haiti. une analyse des prix. PORT-au-PRINCE IICA.

A2/HT-79-055 IICA, DARNDR, CONADEP. Etablissement de centres de commercialisation du riz dans la vallee de l'Artibonite. PORT-au-PRINCE, IICA.

A2/HT-87-135 Assessment of the situation on coffee production and marketing in HAITI.

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### SMALL RURAL ENTERPRISE ASSESSMENT BIBLIOGRAPHY

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APPENDIX III

COOPERATIVES AND NON-GOVERNMENT ORGANIZATIONS

a-Grande Anse.

cooperatives	zones d'interventions
cooperative progres de desriveaux	Desriveaux
cafeire des pins	Petit trou de nippes
union des planteurs	Anse d'hainault
cooperative agricole de grand bassin	Grand bassin
cooperative agricole de grand bassin	Les irois
cafeire	Cassanette
cooperative union de developpement	Dame marie

b-Sud est

cooperatives	zone d'interventions
cooperative agricole fraternite	Cange
cooperatives des pecheurs	sud est
cooperative agricole de credit, de ramassage, d'ecoulement des produits agricole	Ridore La Valle

c-Ouest

cooperatives	zone d'interventions
societe cooperative de culture, d'elevage, de transformation de produits agricole	Port-au-Prince

cooperative des planteurs de la canne a sucre	plaine de Leogane
cooperative des planteurs de pomme de terre	kenscoff

d-Nord Est

cooperatives	zone d'interventions
cooperative agricole de stockage du Notre Dame du perpetuel secours	Dosmond
cooperative d'eleveurs	Terrier Rouge

e-Artibonite

cooperatives	zone d'interventions
cooperative de stockage et de vente de grains	Jean Denis
cooperative de stockage, de vente et de commercialisation de grains	Laverdure
cooperative de stockage et de vente de grains	Petite riviere de l'Artibonite
IDEM	Savanne A Roche
cooperative agricole	Zantray a Gonaives

f-Nord Ouest

cooperatives	zone d'interventions
cooperative cafeire des producteurs de denrees	Port de Paix

g-Nord

cooperatives	zone d'interventions
cooperative agricole union des coeurs	Plaisance

cooperative haitienne de peche

Litorral Nord

NON-GOVERNMENT ORGANIZATIONS

Non-Government Organizations	The regions	zone of interventions
Alliance pour l'enfance et le developpement communautaire(AEDC)	Grand Anse	Chambellan
Catholic relief service(CRS)	Ouest, South, South est, Grand Anse	Divers locality
Christian Reformed World Relief Committee(CRWRC)	Nord, Centre	Pignon, La Victoire, Cerca Cavajal
Care International-Haiti	Nord Ouest	Barbe Pagnol, Bombardopolis, Lafond, Bassin bleu, Passe Catabois
Eglise du Nazareen	Sud	St Michel du Sud
Food for the poor(FFP)	all over the country	
Inter-Aide(IA)	Ouest	Petit-Goave, Cahos
International Fellowship Heaven(IFH)	Ouest	N.A
Mission Baptiste Consevatrice d'Haiti(MBCH)	Ouest, Artibonite, Centre	Fermathe, others N.A
Parole et Action	Artibonite, Ouest	Gros Morne, Thomazeau
New England and World Mission	Ouest	Leogane
World Vision International	Nord, Artibonite, Ouest, Centre, Sud, Nord'Ouest, Nord'Est	Pignon, Cap-Haitien, ennery, St Michel, La Gonave, Arcahaie, Leogane, Ganthier.

A complete new repertoire on the names, addresses, and the person that can be contacted is available from HAVA.

APPENDIX III (cont...)

THE CONSULTING FIRMS

1. SOFIHDES 11, Blvd. H. TRUMAN BOITE POSTAL 1399. PORT-AU-PRINCE, HAITI. TEL: 22-9298 22-8628.
2. FDI IMMEUBLE BANQUE NATIONAL DE PARIS/ ANGLE RUE LAMARRE ET AVE. J. BROWN. 4e ETAGE. B.P 2597 PORT-AU-PRINCE, HAITI. TEL: 22-7197 22-7852 22 6724.
3. CAPITAL CONSULT 32, RUE CHERIEZ. P.O. BOX 629 PORT-AU-PRINCE
4. AGRICORP 150, RUE du PEUPLE. P.O. BOX 2129 PORT-AU-PRINCE, HAITI 22-9262 22-8227.
5. HAITIEN DEVELOPMENT FOUNDATION. 106, AVE. CHRISTOPHE. PORT-AU-PRINCE, HAITI. TEL: 45-2206 45-2207 45-4635.



APPENDIX IV

INDIVIDUALS CONTACTED DURING 1987

AGRIBUSINESS ASSESSMENT SURVEY (MOCK AND MOONEY)

I. AGRIBUSINESS ASSESSMENT

Gerald Zarr, USAID Mission Director

Reese Moyers, OPED/USAID

Jan Turcon, OPED/USAID

Melissa Brinkerhoff, OPED/USAID

James, Berezin, OPED/USAID

John Lewis, ARD/USAID

Giovanni Caprio, USAID

Thierry Bungener, SOFIDES

Pierre Leger, Agri-Supply Company

Jn. Michel Gherubin, Agri-Supply Company

Ronald Vulcain, Minoterie d'Haiti

Gerry Mourra, Societe Haitienne Agro-Industrielle S.A (FAMOSA)

Reynold Bonnefil, Haytian Tractor and Equipment Company S.A. and  
Agricultural Producers Association

Herman Gedes, Haytian Tractor and Equipment Company S.A

Martin J. Bracken, Mennonite Economic Development Associates

Chuck Waterfield, Mennonite Economic Development Associates

William L. Saunders, Compagnie des Tabacs Comme Il Faut

Marshall Bailey

Lisa Matt, National Cooperative Business Association

Marc Antoine Noel, Office National pour la Participation et  
l'Education Populaire

Jean Pierre Blanchard, JuNa S.A.

Michel Georges, Etablissement Georges S.A.  
Eric Pierre, InterAmerican Development Bank, Association National  
des Agronomes  
Pierre Richard Quitters, Perspectives  
Leonce Thelusma, Service Professional Integres  
Roland Acra, Conserverie Nationale S.A. (CONASA)  
David Tollett, USAID/APHIS  
Carl Brown, Capital Consult S.A.  
Michel Gonzales, Air Haiti  
David Harmon, MARNDR/BCA  
Saturnin Louis, MARNDR/BCA  
Michel Madsen, Brasserie Nationale S.A.  
Wilhem E. Lemke, Jr., Caribbean Terminal  
John Currelly, Agricultural Services S.A. (ASSA)  
Joseph DeRac, COOPEP  
Andre Martel, Societe de Nutrition Animale S.A.  
Gustave Menager, MARNDR  
Nonce Zephir, Etablissement Nouvelle  
Joseph Depuy, Private Agribusiness Operator, former BNDAI official  
Billy Brandt, FACOLEF  
Daniel Fouche, General Feed and Supply S.A.  
Walter Bussenius, Hotel Mont Joli  
John Aldies, La Chapelle  
Bernard Mews, HASCO  
Leslie Nazon, Distillerie Nazon  
Jean Pierre Mangones, PROMINEX  
Pierre Brisson, PROMINEX

II. SMALL RURAL ENTERPRISE ASSESSMENT

Port-au-Prince

Gerald Zarr, Mission Director, USAID

Reese Moyers, OPED/USAID

Jan Turcon, OPED/USAID

James Berezin, OPED/USAID

Melissa Brinkerhoff, OPED/USAID

John Lewis, ARD/USAID

Mark Eddy Martin, ARD/USAID

Diana Stahl, CARE, Director, CERC

Guy Paul, HDF

George Butler, HDF

Jean Brisson, SED/MPC

Thierry Bungener, SOFIHDES

Lisa Matt, National Cooperative Business Association

David Harmon, BCA/MARNDR

Gustave Menager, MARNDR

Martin Brachen, Mennonite Economic Development Associates

Chuck Waterfield, Mennonite Economic Development Associates

Cap Haitien

Maggie Bell, Banque de Paris

Nyrba Joseph, Banque de Paris

Galican Karikesi, UNDF

St. Aubert Desrosiers, President, Association des Marchands,  
Woodworking Factory

M. Monpoint, President, Pottery Cooperative of L'Ory

Joseph Dupuy, Technical Advisor, Coop of L'Ory, formerly BNDAI

Louis Cofqmar, Guildives

M. Jarius, Art Dealer and Producer

Ginette Taggart, Crafts Factory

Jacques Bartholi, Crafts Factory

Isaac Celestin, Mill Fabricator

Clothing Fabricator and Dealer

Edmon Prophete, Mayor, Trou du Nord, Manioc Mill and Bakery

M. Janeau, Manioc Mill and Bakery

Cement Block Factory

M. Ciamite, Straw Products Dealer

Gerard and Maurice Monpoint, Pottery Products

Luc Magloire, Car Repair

Maurice Lebon, Electrical Equipment Repair

Walter Bussenius, Hotel Mont Joli

Gonaives

Richard Jean-Noel, Mayor

Marc Simon, Ministere du Plan

Odilon Gabriel Jean, Ministere de Plan

Eliane Emling, Ministere du Plan (Peace Corps)

Yvette Papillon, Ministry of Public Health

Jean Claude Amede, BCA

Eddie Fortunat, BNDAI

Fernand Datus, President, Cooperative des Gabioneurs

Harry Delain, Electrical Products Distribution

Robert Delain, Essential Oil Production

Fred Jean Charles, Manager, Match Factory

Mme. Lionel Delain, President, Association des Femmes de Carrieres

Mme. Jan, Bakery

Lionel Delain, Cement Block Factory

Elias Kader, Hotel Manager

Ally Miton, Mill Fabrication

Joachin Cesar, Salt Producer

Charles St. Ami, Director, Textile Factory

Richard Adler, Car Repair, Furniture

M. Dejean, Cement Block Production, Essential Oils, Livestock,  
Poultry

10 Membres - Association des Femmes de Carrieres (Womens  
Professional Association)

St. Marc

Leslie Martelly, Ministry of Agriculture, Bakery, Fertilizer Distribution

M. Scott, Aquaculture, Ministry of Agriculture (Peace Corps)

Charles Verna, Limette Oil, Pork, Clairin, President of the Development Association

Luc Paultre, PIDY, (Peanut Butter, Jam, Coffee)

Lucien Clement, Fishing

Fritz Arthur, Phamacist

Samuel Demosthemes, Construction

Louis Cephseir, Sugar Syrup and Clairin

Robert Erie, Fertilizer Distribution

Auguste D'Meza, Agriculturalist

Les Cayes

Lhande Henriquez, BNDIAI

M. Banat, Ministry of Agriculture

Alexandre Charliers, Vetiver and Clairin Production (Agri Supply)

Amaury Conde, Vetiver Production

M. Fethiere, Candy Production

Karl Blanchet, Hardware/Construction Materials

Herve Blanchet, Hardware/Construction Materials

Mme. Andryse Dupairville, Poultry Production

Frere Jean Baptiste Casseuse, Metal Work/Woodworking School  
Plows/Tools/Mill Producer

Jacmel

Jacques Kawoly, President, Association Jacmelien Industrielle et Agricole (AJIA), Construction Materials/Hardware, Vetiver/Citron Oil Extraction

Midound Tunier, General Store, Weaning Food Production

Clement Beauvais, Pork Producer, Artisan

Jean Louis Renan, Electrical Equipment Repair

Jean Claude theodore, College de St, Louis (Private School)



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Gerald F.MURRAY and Maria D. ALVAREZ. The marketing of beans in Haiti, 1973.

B. H. KINSEY. Agribusiness and rural enterprises, 1987.

Arthur SIAWAY, Eluhed JONES-RUSSELL, David KYEON. A marketing cost study of Haiti, an evaluation of marketing performance, 1988.

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Brady J. DEATON, Charles W.Coale, Jr. and John S. Horton, An Agricultural Diversification Plan for Selected Horticultural Crops in Haiti, May 17, 1989.

IICA. Haiti Agricultural Sector Analysis. January 1993.

CARICOM. The Caricom Exporter. 1989.

## LIST OF ACRONYMS

USAID: United States Agency for International development  
BRH: Banque de la République d'Haiti  
DGD: Administration General des Douanes  
SENACA: Service National de Commercialisation Agricole  
IICA: Interamerican Institute for Cooperation on Agriculture  
CONASA: Conserverie National, S.A.  
SHAISA: Société Haitienne Agro-Industrielle, S.A.  
MEDA: Mennonite Economic Development Associates, )  
DGI: Direction General des Impots  
SOFIHDES: Societé Financière Haitienne de Developpement S.A  
FDI: Fond de Developpement Industriel  
HDF: Haitian Development Fundation  
FAES: Fonds d'Assistance Economique et Social  
PMP: Programme de Micro-Projets  
PMR: Programme Micro-Réalisations  
FC: Fonds Canadien d'Initiatives Locales  
FDR: Fonds de Rétrocession Canado-Haitien  
FDC: Fonds de Contrepartie Canado-Haitien  
FAC: Programme de Financements de Micro-projets de la Mission Française de Coopération  
PPDA: Programme de Financement des Petits Projets de l'Allemagne  
PNUD: Programme de Financement des Micro-Projets du Programme des Nations Unis pour le Développement.  
FPP: Programme de Financement des Petits Projets de la Banque Inter Americaine  
AGRICORP: Agriculture Corporation  
CNC: Conseil National des Coopératives

NGO: Non-Governmental Organization

APA: Agricultural Producers' Association

CARICOM: Caribbean Economic Community

APVA: Association des Planteurs de La Vallée de l'Artibonite

UNAPEL: Union Nationale des Associations pour la Promotion  
d'Élevage