

Peace Dividend **Trust**

B u i l d i n g a B e t t e r P e a c e

Support to Private Sector Development in Haiti

Haiti Reconstruction Workshop
Toronto 17 November 2010



**BUY LOCAL.
BUILD HAITI.**

**ACHTE LAKAY.
BAY AYITI JARÈT.**

Wayne Nightingale
Projects Director

www.buildingmarkets.org



Scope

- Peace Dividend Trust
- Peace Dividend Marketplace-Haiti
- PDT's Services
- PDT's Results
- Conclusion



**BUY LOCAL.
BUILD HAITI.
ACHTE LAKAY.
BAY AYITI JARÈT.**



About Peace Dividend Trust

- US-based charity (501(c)(3))
- Find, test and implement new ideas to make peace and humanitarian operations effective, efficient, equitable



**BUY LOCAL.
BUILD HAITI.
ACHTE LAKAY.
BAY AYITI JARÈT.**



Marketplace Projects

- PDT helps local businesses access, compete and manage contracts to international standards
- PDT helps international organizations (IOs) find legitimate and capable local businesses
- PDT encourages informal businesses to register with the formal private sector.

BUY LOCAL.
BUILD AFGHANISTAN.

تولید ملی، آینده عالی
د هیواد تولید،
د هیواد پرمختګ



BUY LOCAL.
BUILD TIMOR-LESTE.
SOSA IHA RAI LARAN
NO HARI'I TIMOR-LESTE.



BUY LOCAL.
BUILD HAITI.
ACHTE LAKAY.
BAY AYITI JARÈT.

Buy Local - Create Jobs - Grow the Economy



PDT in Haiti

- Peace Dividend Marketplace – Haiti
- Research on the local economic impact of donor spending

\$PENDING THE DEVELOPMENT DOLLAR TWICE:
The Local Economic Impact of Procurement in Afghanistan



A REPORT BY:
PEACE DIVIDEND TRUST
July 2009



**BUY LOCAL.
BUILD HAITI.
ACHTE LAKAY.
BAY AYITI JARÈT.**

www.buildingmarkets.org



Obstacles to Local Procurement in Haiti

Buyers

- Lack of **information** on the local marketplace
- Lack of **trust** in Haitian businesses
- Lack of **access** to the marketplace
- Habitual use of same offshore suppliers
- Lack of **mandate** to buy locally

**obstacles
to local
procurement**

Suppliers

- Lack of knowledge about International **best business practices**
- Difficulty **accessing** opportunities
- Limited **capacity** to produce winning bids
- Limited understanding of **demands of international buyers**
- **Limited ability to deliver goods and services**



**BUY LOCAL.
BUILD HAITI.
ACHTE LAKAY.
BAY AYITI JARÈT.**



Breaking down these barriers is at the core of Peace Dividend Marketplace – Haiti’s (PDM-H) mission

Increasing market information

Building capacity

Market advocacy

Promoting local procurement initiatives and providing ongoing market research reports

Business directory

Online portal connecting buyers to verified and formal Haitian businesses

Tender distribution

Collecting, translating and distributing international tenders from buyers looking for specific goods and services

Business matchmaking

Linking buyers with Haitian businesses through specific procurement requests

Training

Assisting Haitian businesses understand procurement processes and complete compliant bids



**BUY LOCAL.
BUILD HAITI.**

**ACHTE LAKAY.
BAY AYITI JARÈT.**



PDT Support to Local Businesses

- Skills through training
- Access to buyers through vendor fairs, seminars and Matchmaking
- Information on business opportunities through tender, RFP, RFQ and other announcements.
- Strategies on how to work with IOs to international standards and expectations
- To come – Factor Finance for Procurement (3PF)*



BUY LOCAL.
BUILD HAITI.

ACHTE LAKAY.
BAY AYITI JARÈT.



G20 Seoul – 12 November 2010

SME Finance Challenge and Peoples' Choice Awards



**BUY LOCAL.
BUILD HAITI.
ACHTE LAKAY.
BAY AYITI JARÈT.**



PDT Support to IOs

- Links to a wider scope of verified and legitimate Haitian businesses
- Help explain and distribute their purchasing needs to Haitian businesses
- Cultural context
- Facilitate implementation of Haiti First policies



**BUY LOCAL.
BUILD HAITI.
ACHTE LAKAY.
BAY AYITI JARÈT.**



PDT Support to Government of Haiti and the Private Sector

- Help formalize the informal business sector
- Help articulate recovery and reconstruction strategies
- “Haiti First” Advocacy
- Support to the Private Sector



**BUY LOCAL.
BUILD HAITI.
ACHTE LAKAY.
BAY AYITI JARÈT.**



Haiti First – Spending the Development Dollar Twice

- Not Enough Aid Money Enters the Local Economy
- What is a “Haiti First” Policy.
- Why Adopt a “Haiti First” Policy.
- Why now and not Later?
- Afghan First – USG and NATO policies



**BUY LOCAL.
BUILD HAITI.**

**ACHTE LAKAY.
BAY AYITI JARÈT.**



Results to Date (January – September)

PDM-H results

39 contracts facilitated

\$637,000 dollar value
impact

1,378 businesses verified
and registered

340 female-owned
businesses

50 businesses trained



BUY LOCAL.
BUILD HAITI.
ACHTE LAKAY.
BAY AYITI JARÈT.



Local Procurement Successes

Finding Local Suppliers for International Organizations



- Goal asked PDM-H to help find a supplier of a special shelter component.
- Goal needed 50,000 pieces.
- Within two days PDM-H had found 5 potential suppliers

WFP Increases its Economic Footprint by Buying Local



- WFP tried for several weeks to find fresh produce for its staff camp.
- In February they contacted PDM-H who matched them with local suppliers.
- Contracts worth \$19,000 per month.



**BUY LOCAL.
BUILD HAITI.**

**ACHTE LAKAY.
BAY AYITI JARÈT.**



Conditions supporting local purchasing in Haiti

- International Community understands the benefits of using Haitian goods and services.
- Potential for growth of Haitian production infrastructure.
- Competitive workforce.
- Social and political will for change.
- International will to support recovery and reconstruction



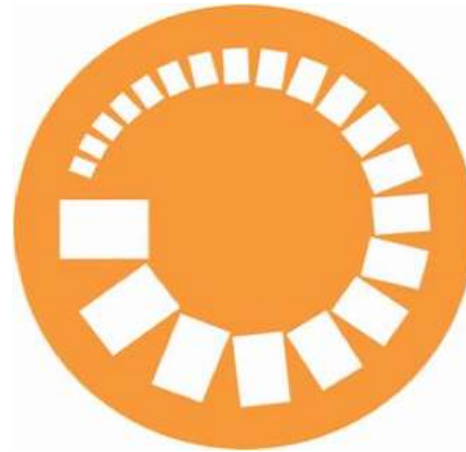
**BUY LOCAL.
BUILD HAITI.
ACHTE LAKAY.
BAY AYITI JARÈT.**

www.buildingmarkets.org



Conclusion

- Job creation and economic growth key to the future.
- GoH and donors should insist on a “Haiti First” policy.
- PDM-H has the tools and experience to facilitate local procurement and promote Haitian businesses
- PDM-H builds business skills
- PDM-H can nurture Haiti First with IOs.



**BUY LOCAL.
BUILD HAITI.**

**ACHTE LAKAY.
BAY AYITI JARÈT.**

www.buildingmarkets.org

Phone: +509 2941 1001
JBE's Plaza, Blv. 15 Octobre
Tabarre, Haiti



fabriqués en Haïti