

# PROJECT STATUS REPORT

JANUARY 2014 - JUNE 2014

## SECTION 1: PROJECT SUMMARY

**PROJECT NAME:** Facilitating the integration of Haitian artisans into high-value supply chains

Project number: HA-M1046 - Operation Number: ATN/ME-13545-HA

**Result:** Stakeholders in the value chain participating in the project are strengthened to meet unmet demand of export quality Haitian artisan products.

**Country Administrator**  
HAITI

**Beneficiary Country**  
HAITI

**Group**  
SME - Small and Medium Enterprise  
Development

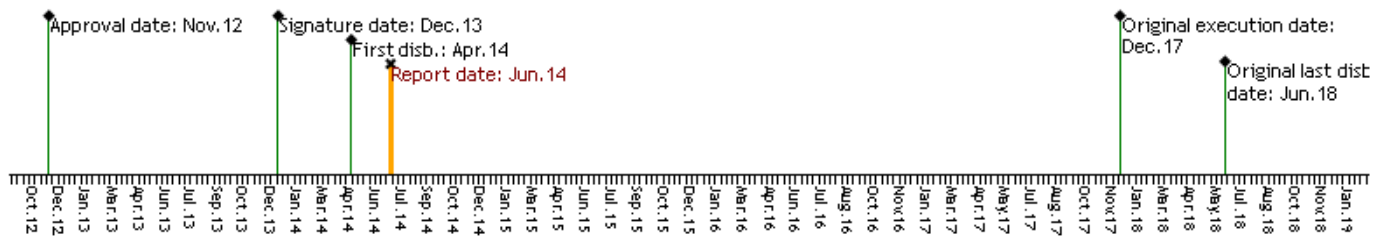
**Subgroup**  
BDEV - Business Development

**Executing agency:**

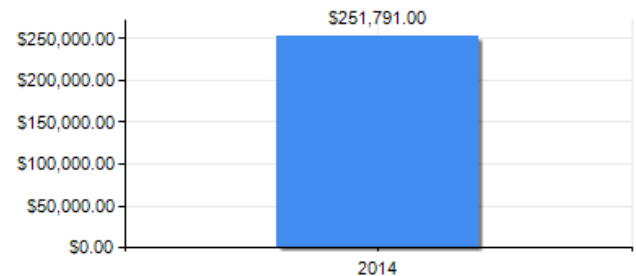
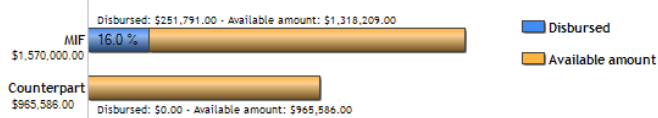
**Design Team Leader:** Peinado-Vara, Estrella

**Supervision Team Leader:** Isma, Frednel

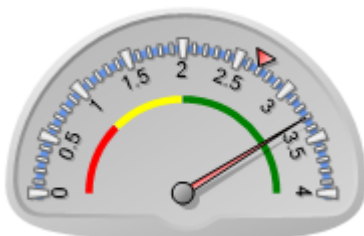
### TIMELINE



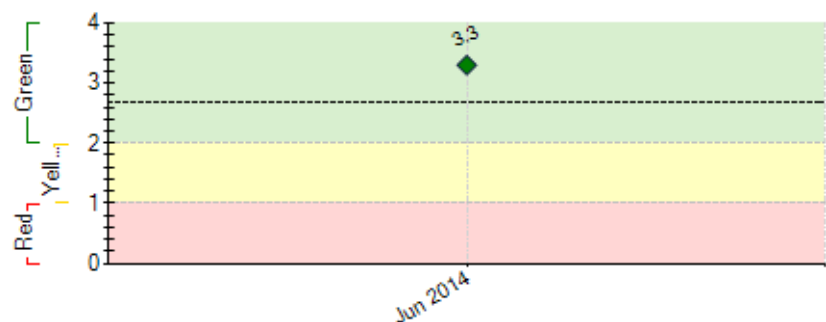
### FUNDS



### PERFORMANCE SCORE



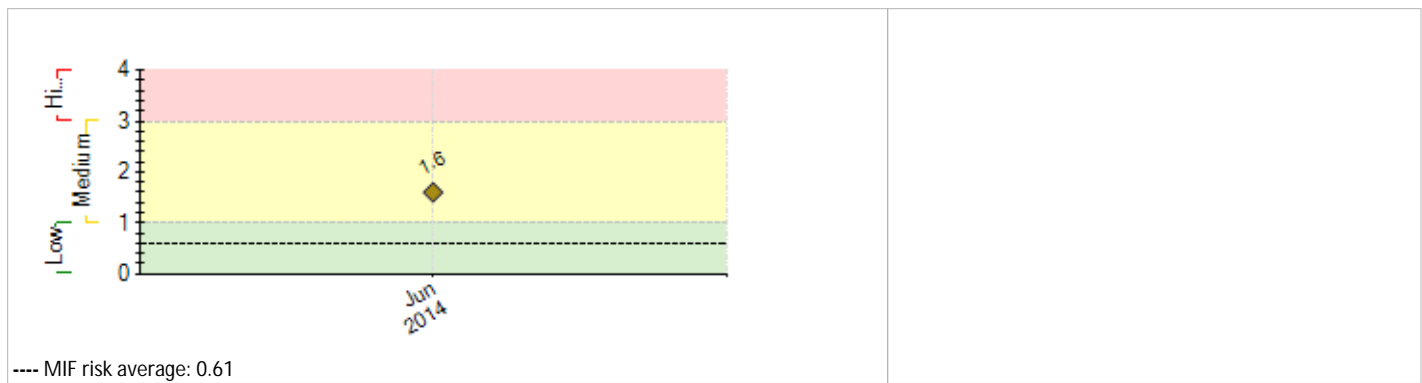
**Current score:** Satisfactory: 3.3  
**MIF Average:** 2.688



### EXTERNAL RISKS

#### INSTITUTIONAL CAPACITY

**Risk**  
**Financial Management:** High  
**Procurement:** High  
**Technical Capacity:** Low



## SECTION 2: PERFORMANCE

### Summary of project performance in the last six months

The main achievements of the semester are:

- Update of ABN's website
- Renovations and grand opening of the showroom
- Participation in the NY NOW trade show in NYC
- Training of artisans in export management and financial literacy

We have not yet recruited a gender consultant due to some delay in defining the scope of work.  
We want to be certain to publish an ad that would suit our needs.  
We are working with our contact at the bank to complete this task as soon as possible.

For the next six months, we will focus on additional training, more product development and we'll continue our outreach for membership.

#### Comments from the Supervision Team Leader

Agree with the Executing Agency comments

ABN's commitment and achievement so far has shown great potential for a successful execution of the project. The interactions between the MIF and the executing agency suggest that there is a clear understanding of the project's goal and objectives by the stakeholders. However, This report is lacking some of the critical information in order to assess the progress made. All the components and most of their indicators are left reported. The MIF would prefer to see the level of progress achieved through the indicators. In the semester performances, ABN suggested that the training of artisans in export management and financial literacy was conducted. This is a source of information for indicators such as C1.I2 and C1.I3. However, there was no report for these indicators. The same could be said for "participation in NY NOW Gift show versus C4.I1.

## SECTION 3: INDICATORS AND MILESTONES

Indicators		Baseline	Intermediate 1	Intermediate 2	Intermediate 3	Planned	Achieved	Status
<b>Result:</b> Stakeholders in the value chain participating in the project are strengthened to meet unmet demand of export quality Haitian artisan products.	<b>R.1</b> At least 1500 artisans increase the value of their sales by 100% on average	0				1500 Dec 2017	0	
	<b>R.2</b> At least 22 small businesses increase the value of their sales by 100% on average	0				22 Dec 2017	0	
	<b>R.3</b> At least 40 new clients for ABN members	0	20 Jun 2015			60 Dec 2017	0	
	<b>R.4</b> At least 500 artisans with improved work spaces and working conditions	0				15 Dec 2017	0	
	<b>R.5</b> At least 90% of orders delivered on time	0	85 Jun 2015			90 Jun 2016	0	
	<b>R.6</b> At least 70% of ABNs cost recovery	0				70 Jun 2016	0	
	<b>R.7</b> 15 small businesses with improved work spaces and working conditions	0				15 Dec 2017	0	
	<b>R.8</b> 60% of clients place repeat orders within 12 months from their previous order	0	50 Jun 2016			60 Dec 2017	0	
	<b>R.9</b> 100% of orders shipped complete	0	75 Jun 2016			100 Dec 2017	0	
<b>Component 1:</b> Strengthening artisans and enterprises access to more affordable raw materials and appropriate financial tools.  <b>Weight:</b> 10% <b>Classification:</b> High Satisfactory	<b>C1.I1</b> At least 40 artisans trained in sourcing inputs (purchasing and inventory management techniques, import requirements and market research on how to identify viable input suppliers, negotiation skills)	0				40 Dec 2015		
	<b>C1.I2</b> At least 500 artisans are trained in financial education	0				500 Dec 2015		On Course
	<b>C1.I3</b> At least 20 small businesses entities are trained in financial education	0				20 Dec 2017		On Course
	<b>C1.I4</b> The ratio of input cost to total cost has decreased by at least 25%	0				25 Dec 2017		
	<b>C1.I5</b> At least 22 small firms trained in sourcing inputs (purchasing and inventory management techniques, import requirements and market research on how to identify viable input suppliers, negotiation skills)	0				22 Dec 2017		
	<b>C1.I6</b> 22 small businesses open bank accounts at financial institutions	0				20 Dec 2015		

<b>Component 2:</b> Improving business management and production skills for artisans and small businesses to meet market requirements  <b>Weight:</b> 20%  <b>Classification:</b> High Satisfactory	C2.11	At least 15 artisans participate in site-visits (in-country and internationally)	0				15		
	C2.12	At least 6 small business entities participate in site-visits (in-country and internationally)	0				Dec 2015	6	
	C2.13	At least 22 small businesses receive mentorship	0	10			Dec 2015	22	
	C2.14	At least 22 small businesses are trained in business management, health and safety and export management	0	10			Dec 2015	22	
	C2.15	At least 22 workshops workspace improved by month 48	0				Dec 2017	22	
							Dec 2017		
	C2.16	5 ABN staff trained in how to address and improve working conditions and gender issues for artisans and small businesses	0				Dec 2017	5	
							Dec 2015		
<b>Component 3:</b> Expanding the product range of Haitian artisan products  <b>Weight:</b> 30%  <b>Classification:</b> Satisfactory	C3.11	32 (cumulative) new product lines are developed and ready to sell	0	16			Dec 2015	32	
	C3.12	22 small businesses trained on market trends identification	0	15			Dec 2015	1522	
	C3.13	22 small businesses trained on new finishes and production techniques	0	15			Dec 2015	22	
							Dec 2017		
							Dec 2017		
<b>Component 4:</b> Facilitating artisans and small businesses access to markets  <b>Weight:</b> 30%  <b>Classification:</b> Satisfactory	C4.11	At least 22 small businesses participate in gift and home décor markets/fairs	0	9			Dec 2015	22	
	C4.12	At least 22 businesses participating in the trainings have identified new markets or new channels in existing markets	0	9			Dec 2015	22	
	C4.13	At least 40 (cumulative) purchase orders by new buyers received	0	20			Dec 2015	40	
	C4.14	40 artisans participating in the trainings have identified new markets or new channels in existing markets	0	10			Dec 2015	40	
							Dec 2017		

Milestones		Planned	Due Date	Achieved	Date achieved	Status
M1	Conditions Prior	1	Jun 2014	7	Apr 2014	Achieved
M4	Training (roundtables) on market trends for product development organized	1	Dec 2014			
M5	Training workshops on new finishes and production techniques organized	6	Dec 2014			
M6	ABN Show room reopened	1	Dec 2014			
M1	Training in business management, health and safety (including small equipment) and export management adapted	1	Jan 2015			
M2	Design board created	1	Jan 2015			
M3	ABN Website running	1	Jan 2015			
M7	Artisans trained in sourcing inputs (purchasing and inventory management techniques, import requirements and market research on how to identify viable input suppliers, negotiation skills).	40	Dec 2015			
M8	New product lines are developed and ready to sell	16	Dec 2015			
M9	Purchase orders by new buyers received	20	Dec 2015			
M10	New clients for ABN members	20	Dec 2016			
M11	70% of ABNs cost recovery	70	Dec 2016			
M12	Training workshops on new finishes and production techniques organized	24	Dec 2016			
M13	New clients for ABN members	40	Dec 2017			
M14	Artisans with improved work spaces and working conditions	500	Dec 2017	1	May 2013	
M15	Purchase orders by new buyers received	40	Dec 2017			

#### CRITICAL ISSUES THAT HAVE AFFECTED PERFORMANCE

[None reported in this period]

### SECTION 4: RISKS

#### MOST IMPORTANT RISKS AFFECTING FUTURE PERFORMANCE

	Level	Mitigation action	Responsible
1. ABN has only been one year in operation and is still highly dependent on donors funding. If the flow of resources is interrupted, ABN will not be able to keep up with the activities	High	The executing agency together with the project's partners will design and implement a sustainability strategy. ABN could generate income by charging a fee to exporters, intermediaries and artisans for any service provided.	Project Guest
2. Entrance of new players in the market, which could have a negative effect on prices and demand for Haitian Handicraft.	Medium	The project will maintain systems of market intelligence that keep the local sector up to date with market trends, and other suppliers.	Project Guest
3. ABN is able to maintain and extend its services to current and new members of the network	Medium	A strengthening plan for ABN will be designed, including an analysis on its executing capacity (financial, procurement and monitoring systems).	Project Guest

PROJECT RISK LEVEL: Medium TOTAL NUMBER OF RISKS: 3 IN EFFECT RISKS: 3 NOT IN EFFECT RISKS: 0 MITIGATED RISKS: 0

### SECTION 5: SUSTAINABILITY

Likelihood of project sustainability after project completion: HP - Highly Probable

#### CRITICAL ISSUES THAT MAY AFFECT PROJECT SUSTAINABILITY

[None reported in this period]

**Actions related to sustainability which will be or have been implemented:**

ABN charges a membership fees to the groups and to the individuals wanting to be part of the network.

**SECTION 6: PRACTICAL LESSONS**

*[No lessons learned added yet.]*