

# PROJECT STATUS REPORT

JULY 2014 - DECEMBER 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

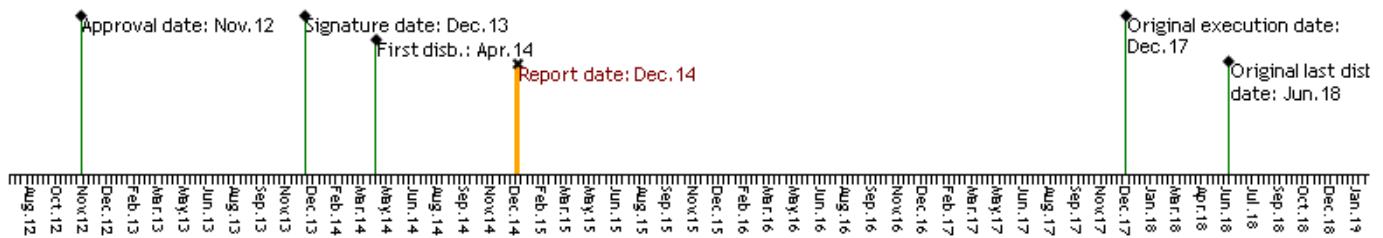
**Subgroup**  
BDEV - Business Development

**Executing agency:**

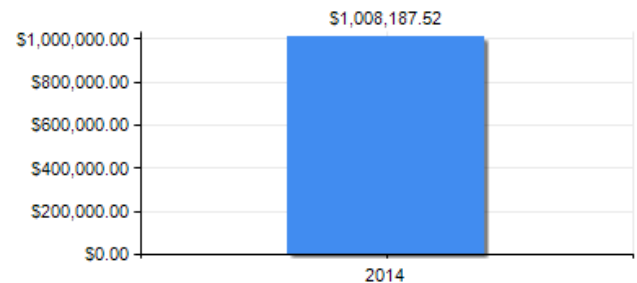
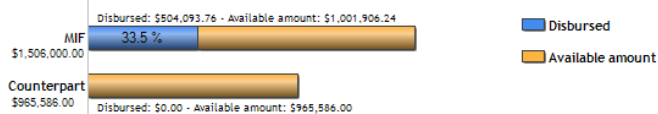
**Design Team Leader:** Villanueva, Maria Teresa

**Supervision Team Leader:** Isma, Frednel

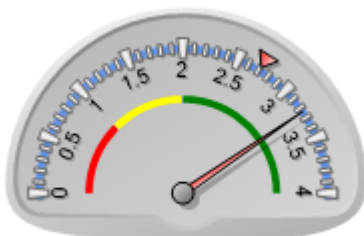
### TIMELINE



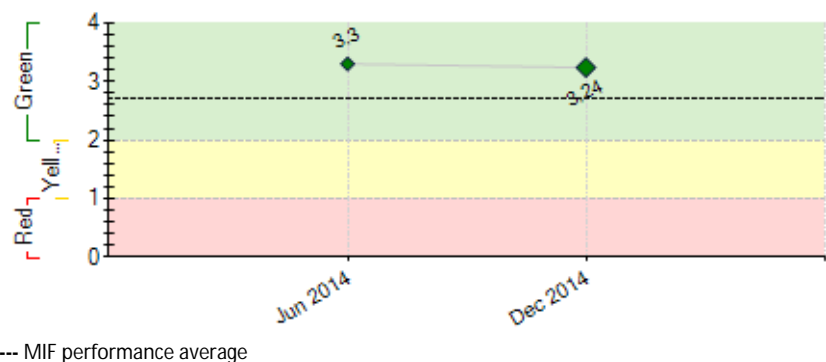
### FUNDS



### PERFORMANCE SCORE



**Current score:** Satisfactory: 3.24  
**MIF Average:** 2.713



### EXTERNAL RISKS

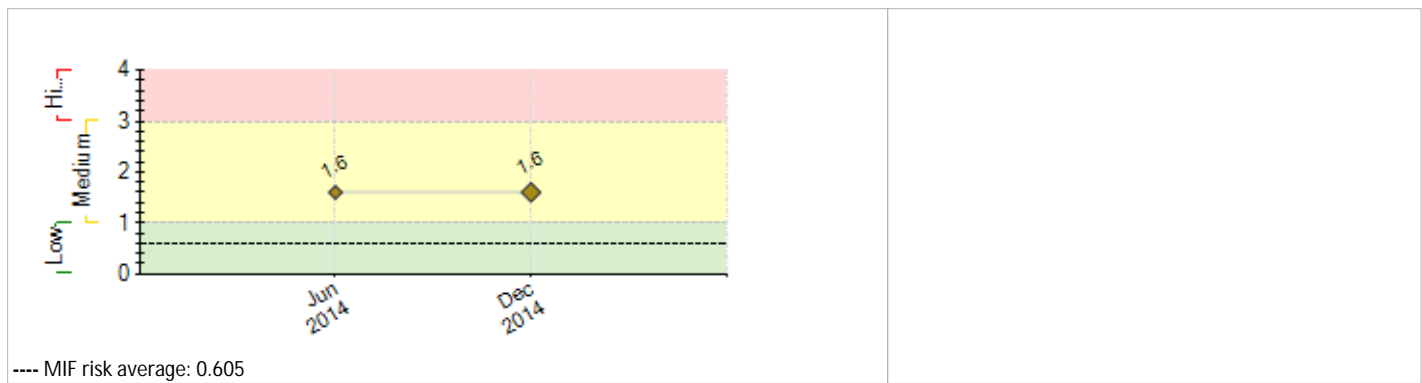
### INSTITUTIONAL CAPACITY

**Risk**

**Financial Management:** High

**Procurement:** High

**Technical Capacity:** Low



## SECTION 2: PERFORMANCE

### Summary of project performance since inception

Since the beginning of the project ABN has been very effective in conducting activities to achieve the expected results of the project. The ultimate goal of the project which is the strengthening of the beneficiaries to meet the prerequisite of good quality art work for export. ABN is working to achieve this goal and so far we are on the right track.

So far, the website is launched and visited  
 Training on financial education has taken place  
 Small businesses have been attending fairs in Haiti and New York  
 Designers have visited members of the network in the objective of helping them produce better work to be sold on the International Market  
 Training on export market has taken place.

All these activities are leading to improved management and production skills.

#### Comments from the Supervision Team Leader

Agree with the Executing Agency comments  
 Agreed. This PSR reflects the situation of the project as of December 2014. Most of the indicators are in good standing and the project as a whole is in good track.

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

For this Semester, ABN has achieved the following results:

- 3 Training in business management, health and safety (including small equipment) and export management adapted
- 4 New product lines are developed and ready to sell
- 18 Purchase orders received from New Clients

Beside these results,

The trainings are still ongoing for the artisans. The designers are visiting different workshops to enhance the quality of the products.

#### Comments from the Supervision Team Leader

Agree with the Executing Agency comments  
 Agreed. ABN so far was able to guarantee trainings for its members in financial education, export markets, marketing, etc. The activities are starting to bring the new clients and PO. Let's hope that this continues.

## 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.	R.1 At least 1500 artisans increase the value of their sales by 100% on average	0				1500	0	
	R.2 At least 22 small businesses increase the value of their sales by 100% on average	0				22	0	
	R.3 At least 40 new clients for ABN members	0	20			60	0	
			Jun 2015			Dec 2017		
	R.4 At least 500 artisans with improved work spaces and working conditions	0				15	0	
						Dec 2017		
	R.5 At least 90% of orders delivered on time	0	85			90	0	
			Jun 2015			Jun 2016		
	R.6 At least 70% of ABNs cost recovery	0				70	0	
						Jun 2016		
	R.7 15 small businesses with improved work spaces and working conditions	0				15	0	
						Dec 2017		
	R.8 60% of clients place repeat orders within 12 months from their previous order	0	50			60	0	
			Jun 2016			Dec 2017		
	R.9 100% of orders shipped complete	0	75			100	0	
			Jun 2016			Dec 2017		

**Component 1:** Strengthening artisans and enterprises access to more affordable raw materials and appropriate financial tools.

**Weight:** 10%

**Classification:** High Satisfactory

<b>C1.11</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	10	Finished
						Dec 2015	Nov 2014	
<b>C1.12</b>	At least 500 artisans are trained in financial education	0				500	10	On Course
						Dec 2015	Oct 2014	
<b>C1.13</b>	At least 20 small businesses entities are trained in financial education	0				20	4	On Course
						Dec 2017	Oct 2014	
<b>C1.14</b>	The ratio of input cost to total cost has decreased by at least 25%	0				25		
						Dec 2017		
<b>C1.15</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>C1.16</b>	22 small businesses open bank accounts at financial institutions	0				20		
						Dec 2015		

**Component 2:** Improving business management and production skills for artisans and small businesses to meet market requirements

**Weight:** 20%

**Classification:** High Satisfactory

<b>C2.11</b>	At least 15 artisans participate in site-visits (in-country and internationally)	0				15	5	Finished
						Dec 2015	Sep 2014	
<b>C2.12</b>	At least 6 small business entities participate in site-visits (in-country and internationally)	0				6		
						Dec 2015		
<b>C2.13</b>	At least 22 small businesses receive mentorship	0	10			22	5	Finished
			Dec 2015			Dec 2017	Nov 2014	
<b>C2.14</b>	At least 22 small businesses are trained in business management, health and safety and export management	0	10			22		
			Dec 2015			Dec 2017		
<b>C2.15</b>	At least 22 workshops workspace improved by month 48	0				22		
						Dec 2017		
<b>C2.16</b>	5 ABN staff trained in how to address and improve working conditions and gender issues for artisans and small businesses	0				5	3	Finished
						Dec 2015	Dec 2014	

**Component 3:** Expanding the product range of Haitian artisan products

**Weight:** 30%

**Classification:** Satisfactory

<b>C3.11</b>	32 (cumulative) new product lines are developed and ready to sell	0	16			32		
			Dec 2015			Dec 2017		
<b>C3.12</b>	22 small businesses trained on market trends identification	0	15			1522	6	Finished
			Dec 2015			Dec 2017	Nov 2014	
<b>C3.13</b>	22 small businesses trained on new finishes and production techniques	0	15			22		
			Dec 2015			Dec 2017		

**Component 4:** Facilitating artisans and small businesses access to markets

**Weight:** 30%

**Classification:** Satisfactory

<b>C4.11</b>	At least 22 small businesses participate in gift and home décor markets/fairs	0	9			22	9	On Course
			Dec 2015			Dec 2017	Nov 2014	
<b>C4.12</b>	At least 22 businesses participating in the trainings have identified new markets or new channels in existing markets	0	9			22		
			Dec 2015			Dec 2017		
<b>C4.13</b>	At least 40 (cumulative) purchase orders by new buyers received	0	20			40		
			Dec 2015			Dec 2017		
<b>C4.14</b>	40 artisans participating in the trainings have identified new markets or new channels in existing markets	0	10			40		
			Dec 2015			Dec 2017		

Milestones	Planned	Due Date	Achieved	Date achieved	Status
<b>M1</b> Conditions Prior	1	Jun 2014	7	Apr 2014	Achieved
<b>M4</b> Training (roundtables) on market trends for product development organized	1	Dec 2014	1	Oct 2014	Achieved
<b>M5</b> Training workshops on new finishes and production techniques organized	6	Dec 2014	7	Oct 2014	Achieved
<b>M6</b> ABN Show room reopened	1	Dec 2014	1	Dec 2014	Achieved
<b>M1</b> Training in business management, health and safety (including small equipment) and export management adapted	1	Jan 2015	3	Aug 2014	Achieved
<b>M2</b> Design board created	1	Jan 2015	1	Aug 2014	Achieved
<b>M3</b> ABN Website running	1	Jan 2015			
<b>M7</b> 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			
<b>M8</b> New product lines are developed and ready to sell	16	Dec 2015	4	Oct 2014	
<b>M9</b> Purchase orders by new buyers received	20	Dec 2015			
<b>M10</b> New clients for ABN members	20	Dec 2016	18	Aug 2014	
<b>M11</b> 70% of ABNs cost recovery	70	Dec 2016			
<b>M12</b> Training workshops on new finishes and production techniques organized	24	Dec 2016	4	Dec 2014	
<b>M13</b> New clients for ABN members	40	Dec 2017	5	Aug 2014	
<b>M14</b> Artisans with improved work spaces and working conditions	500	Dec 2017	1	May 2013	
<b>M15</b> Purchase orders by new buyers received	40	Dec 2017	18	Aug 2014	

#### 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	Medium	A strengthening plan for ABN will be designed, including an analysis on its executing capacity (financial, procurement and monitoring	Project Guest

network

systems).

**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:

The strength of ABN is the motivation of its members. To mitigate the risks posed by the entrance of new players in the market, ABN is keeping its members well trained in financial education, costing, pricing and marketing. Once these capacities are improved, the members will be able to compete and win over their competitors.

## SECTION 6: PRACTICAL LESSONS

*[No lessons learned added yet.]*