

SAY YES! to business

Entrepreneurship and employability: support and training

Say Yes! To Business is looking for new financial partners to help it to continue its work

COUNTRY FACTS

- 11 million inhabitants
- 163rd out of 187 on the HDI*
- Life expectancy: 62 years
- Literacy rate: 61%

*Human Development Index

Source : <http://hdr.undp.org/en/countries/profiles/HTI>

HAITI



KEY FIGURES 2017

- 1 office of entrepreneurship and employability open for business
- 38 learners trained by Say Yes! To Business
- 4 business plans completed

BOSQUET

5 jobs
already
created



"After arriving on my own in the capital, I sold perfume door-to-door to survive and to finance my studies in IT. Then I created my IT and graphics services business.

With Say Yes! To Business I made a big leap forward: in two years I've increased my turnover by 60%! To begin with I didn't believe I needed any training. I was so proud to be an entrepreneur (he laughs)! But after a while I couldn't ignore the facts: I knew nothing about management! With the loan that Say Yes! To Business helped me to obtain, I hired these premises and invested in marketing. Now I have one employee and three agents who work on commission. I expect to create another 3 jobs in the next two years!"

MISSION

Say Yes! To Business helps vulnerable people to create a very small business (VSB) or to obtain lasting employment. This helps them to improve both their skills and their living conditions.



Entrepreneurship training

The curriculum of group training, based on soft skills and know-how, helps those with a business idea to develop it into a workable business. This is coupled with individual support to write the business plan and set up the business.



Employability

The employability strand prepares candidates for entry into the job market: addressing self-confidence, meeting professional organisations, and looking at soft skills. It is backed up by individual support (drawing up a CV, dummy interviews) to look for an internship or a job in a company.

2017 HIGHLIGHTS



New office open for business

The entrepreneurship and employability office has run 2 pilot projects (with a total of 38 trainees). These helped people from deprived backgrounds to take charge of their own future by developing the skills necessary to earn an income. For these first two projects the team concentrated on the Entrepreneurship strand: it ran a training course consisting of 16 modules over 3 months, and provided discussion sessions with qualified entrepreneurs. The most motivated students were then given individual support to draw up a business plan for their planned undertaking.

Strengthening the partnership with a school for street children

Say Yes! To Business has taken part in the creation of a woodworking school/workshop within the LAKAY project, a vocational school run by the Salesians that helps street children to reintegrate into society. This partnership continues to develop. A week long seminar on entrepreneurship and creating a business plan was also organised at the school. This was based on case studies and interactive animations, and resulted in 8 tailor's shops being set up, managed by the newly-trained youngsters. Say Yes! To Business will continue to support them in 2018.

FOCUS

Our research into employment

We undertook a study to find out which are the most promising areas for employment, to understand the recruitment methods of existing businesses, and to analyse the professional training sector. We met with around forty businesses and ten vocational schools and did site visits to ensure our findings were realistic. As a result of this research the team now has a much clearer picture of the economy and the job market in Haiti, and the office can offer better quality support.



Difficulty accessing the formal sector

30% of the working age population of Port-au-Prince is unemployed and only 7% has a job in the formal sector: partly because there are very few small and medium enterprises in Haiti, and partly because most youngsters cannot afford to pay to study and so only have access to low-skilled jobs ... of which there are fewer and fewer available.

The three sectors to prioritise

Against this background the economy is evolving, with more and more businesses requiring people with skills in support functions or new technologies that they struggle to find in Haiti. Specialised local employment pools are therefore rare in Haiti. Three sectors do seem to have potential for development and a need for workers: the manufacturing sector (food and textiles), tourism and construction. We will therefore give priority to training and equipping youngsters for these three sectors.



OBJECTIVES 2018

People supported by the project	People eligible for our services	People supported in VSB creation	VSBs created	People supported into employment	People who have obtained lasting employment
300	150	50	25	100	70



Launch of the Entrepreneurship and Employability project

After the success of the pilot, Say Yes! To Business is officially launching the project and its two training strands: Entrepreneurship and Employability. In 2018, 150 people (focusing especially on women and young people aged between 15 and 35) will take part in 3 courses of 8 theory sessions and one practical session (visiting businesses, meeting entrepreneurs). The theory sessions are based on the involvement and participation of the trainees. Each trainee must also formulate their own career plan (creating a business or starting a job search).

Partnership with two vocational schools

Two partnerships with vocational schools, the St Joseph Atisan school and the Lakay project, will be developed and strengthened. These schools will integrate the project's training into their curriculum for a term. At the end of this, two seminars will be organised: one on entrepreneurship and one on job-seeking. Then the students will undertake an internship in a business. Finally, they will be supported to either create their business or find a job.

FUNDING NEEDS

Say Yes! To Business has been financed by the French Development Agency to create this project. It has also received funding from the French Red Cross to help its beneficiaries buy stoves and lamps from PALMIS Eneji, another social enterprise incubated by Entrepreneurs du Monde in Haiti. The rest of Say Yes! To Business's income comes from the delivery

of services to schools and NGOs: Handicap International, Terre des hommes Italy, Concern Worldwide, the Rinaldi Foundation, the Marie Auxiliatrice hotel school, the Saint Joseph Atisan school, GEOMOUN, OXFAM and HELVETAS. This provision of services with a high social impact is a key element of the business model of Say Yes! To Business.

PARTNERS



SAY YES! TO BUSINESS

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