



Financial and socioeconomic services for the poorest entrepreneurs

HAITI

- 11 million inhabitants
- 166th country out of 189 on the HDI* ranking
- 2,5M below the extreme poverty threshold

*Human Development Index

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



ODD GOALS



BACKGROUND



Entrepreneurship, a precious lever against extreme poverty

Haiti, a country regularly shaken by both climatic and political typhoons, struggles to structure and develop its economy. Formal employment is scarce. In order to survive, those who are poor but resourceful and tenacious would start their own fruit stand, sewing workshop or street restaurant up with next to nothing.

However, they sorely lack training and capital in order to make it grow, consolidate it and turn it into a strong lever against poverty.

MISSION



Encourage and support the poorest entrepreneurs

Since 2003, Entrepreneurs du Monde supports Palmis Mikwofinans Sosyal (PMS), a microfinance institution with a strong social purpose, which offers basic services (loan, saving, training, social support) to micro-entrepreneurs, in order to help them develop their income activity and help them get out of extreme poverty, on all fronts.

METHODOLOGY



Full support

The team, divided between different local branches, provides vulnerable entrepreneurs with:

- a personal savings account
- loans to develop their income-generating activity (average amount: €155) and to buy a solar lightning kit and / or a modern and economical cooking stove
- trainings: in sales and accounting, as well as in health education, child and women's protection, etc.
- social support to tackle occasional difficulties (health, schooling, family issues, etc.)

SUPPORT



Structuration and sustainability

Entrepreneurs du Monde structures and supports PMS on all levels (legal, finance, methodology, human and financial resources, administration, management, reporting, etc.) In 2019, PMS reached a 79% operational sustainability and became an LLC. In order to comply fully with this new status, PMS still has certain tax and accounting obligations (equity valuation, payment of shares, transfer of titles...). It also established an Executive Board composed of Haitian volunteers and of one legal entity: Entrepreneurs du Monde.

Wilmène ESTREMISE

Our daily needs are met and my son can study!



I spent less than 3 years in school

and became a domestic when I was 12. I left for the capital when I was 20 years old and became a cashier at a school cafeteria. When I was 24 years old, I used my savings to start a soap and second hand clothing selling business, but I lost everything in the earthquake of 2010. My husband, our son and I, we've lived in a tent, but we overcame it. Today, I sell food supplies. With PMS, we benefit from trainings and the facilitator explains things in a simple way, with maps, posters, and drawings. I increased my turnover seven-fold! Our daily needs are met; we could afford a concrete slab in the house and my son can study!

**85%
WHOMEN**

KEY FIGURES

¹ over 1 year ² on 31/12	No. of micro-entrepreneurs supported ¹	Loans granted ¹	Average loan amount ¹	Outstanding loans ²	Accumulated savings ²	Operationally sustainable ²	No. of employees ²
2019	15,981	19,222	€ 155	K€ 1,3	€434,976	79%	93
Objectives 2020	18,000	21,000	€ 190	K€ 1,5	€500 000	90%	105

ZOOM

AN INCREASED AND BETTER SUPPORT FOR FARMERS

To support the farmers and, in doing so, contribute to food safety and rural exodus reduction, PMS has tailored its services to better meet the rural population's needs.



Loans adapted to agricultural cycles

In 2018, PMS conceived an agricultural loan, adapted to crop cycles, which was first deployed to the branches in Hinche and Mirebalais. In 2019, these loans were extended to Petit-Goâve and Léogane. In the span of a year, 316 farmers benefited from a loan and the agricultural credit portfolio amounts to 4,3 million gourdes (€34,295) as of today.

Farming trainings

On top of agricultural loans, the trainings are also in high demand among farmers. The team is therefore planning on developing new farming training modules, based on low-cost agro-ecology techniques: nurseries on stilts, soil enhancement based on the association or the rotation of plantations, moisture retention in the soil, etc.



To increase and accelerate this support to farmers, PMS is going to recruit a farm technician, who will be supported by Entrepreneurs du Monde's Training Advisor and Agronomist, in order to quickly get up and running and to learn from practical training courses and from success stories within other social microfinance institutions started up and incubated within the French NGO.

HIGHLIGHTS



A branch in a landlocked location

In early February, the team opened a ninth branch as part of a partnership with ACTED and the UNICEF. It gave the priority to a landlocked region (Les Cayes region, in the South West of the country) ant to a particular public (families who were forced to place their children as domestic servants or who are likely to do it). To help them take back or keep their children, PMS supported 774 women in the creation and the development of a new income-generating activity. It gave them access to loans, to savings, to trainings in business administration and to awareness-programs in child protection, gender equity, etc.



This full support fosters their way out of extreme poverty and towards autonomy on all levels.

Perturbations and downturns

Country-wide political tensions led to a halt of all activities in March and June (2 weeks) and in September (2 months). These blockages caused serious damage to PMS: increase of risk portfolio, decrease of the reimbursement rate and of the operational sustainability. The situation started calming down in November and the activities resumed normally and then accelerated.

OUTLOOK



A solid strategy

At the end of 2019, with the support of Entrepreneurs du Monde's advisors, the PMS team established an Annual business plan and a budget for 2020-2023. Counting on the resumption of economic and social activities by the end of the year, and hoping for a certain political stability, the team is planning necessary and ambitious projects: restructuring of social services, data migration towards a new GIS, conducting a satisfaction survey and an impact assessment.



Satisfaction survey and impact assessment

In order to evaluate the quality and the adaptation of PMS' products and services, a satisfaction survey will be conducted in 2020 among a large panel of entrepreneurs. Moreover, an impact assessment will give to the team a better understanding of the target's profile and of the impact of the service on their living conditions and on their autonomy. A combination of qualitative and quantitative approaches will help the team fully understand how they contribute to the reported improvement.

PARTNERS



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ON THE WEB

> www.entrepreneursdumonde.org
> PALMIS MIKWOFINANS SOSYAL
> Témoignages

PLUS D'INFOS