



**Danielle Saint Lôt**  
**Haiti Women's Foundation**

[www.haitiwomensfoundation.org](http://www.haitiwomensfoundation.org)

*Danielle Saint-Lôt Haiti Women's Foundation is a tax exempt non-profit organization (NGO) under section 501 (c) (3) of the Internal Revenue Code. Donations to ARSOBO are deductions under section 170 of the code.*

## HAITIAN WOMEN'S BUSINESS ACADEMY OVERVIEW

**Haitian Women's Business Academy**, is the signature program of the *Danielle Saint-Lôt Haiti Women's Foundation*.

Bridging the gap to fill the "Missing Middle" and growing Haiti's creative economy, the *Haitian Women's Business Academy* aims to empower Haitian women to innovate and achieve economic and social success so they can generate income for their families and strengthen their community.

The Academy offers a one-year "à la carte" training program to prepare women entrepreneurs for the global marketplace.

The Academy curriculum focuses on skills development leading to business growth.

The program includes creative approaches for business innovation through growth strategies and 21st century solutions that enhance distribution and production capacity to gain access to networks and markets.

The initial focus will be on the agribusiness, and craft sectors, the program will expand to include other industries where Haitian women entrepreneurs are advancing.

The Academy will train 12-15 growth oriented women entrepreneurs to expand their businesses.

After graduation the women entrepreneurs will support and mentor the incoming class of business women. This creates a multiplier effect and a growing network of competitive women owned SMEs.

Their businesses growth, will have a substantial ripple effect on their network of suppliers that provide services and raw materials for their products.

It is estimated that within three years, our program will positively effect supply chains of small farmers, artisans and other suppliers.

This will create employment expansion and increase production capacity to meet global market demands.



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## HAITIAN WOMEN'S BUSINESS ACADEMY

The Academy supports women entrepreneurs who want to grow and expand their business.

### PARTICIPANTS CRITERIA

The business needs to:

- Have the ambition and opportunities for growth as well as a social and environmental impact in the community
- Be in the agribusiness or the craft sectors
- Be registered in Haiti or in the Diaspora with the prospect of registering in Haiti
- Have export ready products or a strong potential for import substitution
- Be operational for at least four (4) years
- Generate at least \$50,000 in annual revenue
- Have the potential to boost micro and small businesses, smallholder farmers and artisans in a robust supply chain

### EXPECTED OUTCOMES ONE YEAR AFTER PROGRAM

- 90% of participating businesses are expected to implement strategies which improve productivity
- Over \$ 1 million invested in the businesses in form of credit and equity
- At least a 50% increase in business revenue
- At least a 30% growth in the number of full time and part time employees
- At least a 30% growth in the number of their suppliers
- At least a 50% increase in production capacity

### PROGRAM TIMELINE

#### OCTOBER – DECEMBER

**Preliminary activities for new cohort/**

**End of one year program**

- Academy members' selection and baseline survey
- Curriculum and tools development or update
- Academy staff, consultants and business advisors two-day strategy and/or evaluation retreat

#### JANUARY – MARCH/ Yearly program launch

- Leadership and innovation (two - day workshop)
- Proactive Strategy (two - day workshop)
- First Business Roundtable
- Business model refinement, strategic and business plans for SMEs
- One-day workshop: Finances and Accounting; Production and Operations
- Identification of potential local and international mentors

#### APRIL – JULY

- One-day workshops: Human Resources; Marketing and Sales; Exports readiness
- Value chains strategic plans for suppliers including women integration
- Mentor/Mentee matchmaking and mentoring guide development
- Two-day investment pitch workshop
- Access to commercial banks affordable loans
- Matchmaking and Investment Marketplace targeting angel investors and venture capitalists in Haiti and abroad including the Diaspora

#### AUGUST – DECEMBER

- On-site one-to-one customized coaching (20 days minimum per SMEs and their suppliers)
- Six months active mentoring relationship (8-10 hours/month mentor-mentee advising sessions)
- SME suppliers' capacity building (Organization, management, production and micro credit)
- International certification and access to buyers
- Investment and trade missions
- Participation in international trade fairs
- Business competition and US\$ 10K small grant to develop and increase exports of five SMEs

#### ONGOING

- Monthly conference call with Academy members
- Consulting services for strategic and business plans implementation (30 days minimum per SME)
- Integration of women in supply chains
- Negotiations with financial institutions
- Quarterly three-hour roundtable discussions including Academy members, business leaders, government experts, international public and private partners
- Quarterly progress reports

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