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**FIRMS IN AGRICULTURE AND FOOD SECURITY ASSISTED BY
THE PROJECT**



MARCH 2014

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The author's views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.

CONTEXT

The Feed the Future West/WINNER project seeks to improve livelihoods and food security in its areas of intervention in Haiti through three intermediate results:

1. Agricultural productivity increased
2. Watershed Stability Improved
3. Agricultural markets strengthened

In order to better integrate value chains and strengthen agricultural markets, the project has partnered with several firms in agriculture and food security related manufacturing and services. All these interventions sought to link these firms to smallholders in order to expand the sales and revenues of small farmers belonging to farmer associations in the project's areas of intervention.

This report provides a list of firms in agriculture and food security related manufacturing and services that have partnered with or received assistance from FtF West/WINNER

FIRMS IN AGRICULTURE AND FOOD SECURITY SERVICES

FtF West/WINNER worked to link smallholders with several firms involved in the transformation and distribution of agriculture products including:

GIKEN (SOTRAPAL). GIKEN produces energy drinks and dried soup mixed using fresh agricultural products. The company received material assistance from FtF West/WINNER to expand its lines of production. GIKEN entered into a formal agreement with two large farmer associations of the Cul-de-Sac plain (OJEUDEC and ACPDD) to create SOTRAPAL. This company uses the products of the farmer associations to produce dried soup mixes using dried vegetables and energy drinks that use corn produced in the Cul-de-Sac plain.

MFT. This firm produces chicken feed and sells chicks for the production of eggs. MFT received technical and material assistance from the project to rehabilitate and expand grain storage areas in the Cul-de-Sac and in Gonaïves and to introduce innovative low-cost chicken coops adapted to small farmers. The activity was discontinued due to the re-orientation of the project to target crops and the departure of the project in Gonaïves

STANCO. This company produces snacks and uses corn as a main ingredient. The company expressed interest in sourcing its raw materials locally. The project provided technical assistance to improve the technical and personnel management of STANCO with the objective of expanding operations and increasing local purchases of corn from the Cul-de-Sac farmers.

BRANA. The largest brewery in Haiti, now owned and operated by Heineken partnered with FtF West/WINNER to test the production of malt beverages using locally produce sorghum. The project linked BRANA with sorghum producers in the Cul-de-Sac plain.

Haiti Broilers. This company is a large producer of chickens for the local market. The FtF West/WINNER project linked corn and rice producers of the Cul-de-Sac plain with Haiti Broilers.

CHPA. This is a large firm that distributes agricultural products in Haiti under the band Ti Malice including beans, cornmeal, butter, and cooking oil. The firm is launching a campaign to promote local products. FtF West/WINNER linked the cooperative of the Cul-de-Sac plain with CHPA for the distribution of beans and corn produced by small farmers.

HTSA. Haiti Trading SA is a company that distributes agricultural products. HTSA entered into a partnership with a large farmer association of the Cul-de-Sac plain involved in rice production (FEDEPAT) to market local rice.

SHAISA. This firm exports mangoes and transforms agricultural products. Its primary product is tomato paste. FtF West/WINNER tested the adaptation of new green bean varieties that could be produced on a large scale in the Cul-de-Sac plain and canned at Shaisa.

CARIFRESH. This company was interested in the transformation of mangoes. FtF West/WINNER linked Carifresh with mango producers of the Mirebalais / Saut d'Eau areas.

REBO. This company is one of the largest coffee distributors in Haiti. FtF West/WINNER partnered with REBO to install coffee nurseries to increase coffee production in hillside areas of the Cul-de-Sac and Matheux in order to expand local coffee production.

Geo Wiener SA. This company is one of the largest coffee distributors in Haiti. FtF West/WINNER partnered with Geo Wiener SA to install coffee nurseries to increase coffee production in hillside areas of the Cul-de-Sac and Matheux in order to expand local coffee production.

Tropical Trading. This company is interested in implementing a plant to produce mango juice and nectar in Haiti. FtF West/WINNER assisted Tropical Trading with its business plan and linked them with mango producers in its areas of intervention.

FIRMS RECEIVING MATERIAL ASSISTANCE TO BUILD FACILITIES

ADAIM. ADAIM is a farmer association in Mirebalais that received a grant from FtF West/WINNER to build a mango drying unit. The facility was inaugurated in 2012 and began operation. Initially, ADAIM teamed with DFSA (Delicious Fruits, SA) to operate the center. However, the technical assistance from DFSA was not adequate and the center experienced quality issues after several months of operation. ADAIM is now in negotiations with the firm Mon Pays Ma Cuisine that is interested in taking over operations to continue producing dries mangoes and other dried fruits.

CETAI. The FtF West/WINNER project provided CETAI with a grant of equipment for a facility that will produce plantain chips, and process beans and cereals. CETAI obtained a loan from the FDI to build the facility in the Matheux region. The equipment provided by the project includes silos and generators.

ARN. This Foundation works with farmers of the Matheux region to produce and transform high value crops. FtF West/WINNER provided a grant to ARN to install a large greenhouse in the Matheux corridor that will be used to produce vegetables and hot peppers.

ODAIL is an association based in Kenscoff that received a grant from FtF West/WINNER under which a fruit and vegetables conditioning center was built. ODAIL is negotiating with the Kenscoff agricultural cooperative for the management of the center.

Table 1 below summarizes the list of firms engaged in agricultural and food security related manufacturing and services that interacted with FtF West/WINNER.

ODAI conditioning center



Table 1. List of firms engaged in agricultural and food security related manufacturing and services that interacted with FtF West/WINNER

Firm/Institution	Value chain linkages	Area	Activity wth FtF West/WINNER	Contact person
GIKEN	Corn, vegetables	Cul de Sac	GIKEN created a joint company with two farmer associations of the Cul de Sac plain to produce energy drinks and dried soup mixes	Gilbert Kenol
MFT	Corn, poultry	Cul de Sac Gonaïves	MFT produces chicken feed, live chicks, and chicken coops. FtF West/WINNER provided silos and linked MFT with corn Farmers in its areas of intervention	Carl Dejoie
STANCO	Corn	Cul de Sac	STANCO makes corn snacks. FtF West/WINNER linked this company with corn producers in the Cul de Sac plain	Stanley Theard
BRANA	Sorghum	Cul de Sac	BRANA is the largest brewery in Haiti. FtF West/WINNER linked BRANA with sorghum producers of the Cul-de-Sac plain for the production of malt beverages.	Donald Emerant
Haiti Broilers	Corn, rice	Cul de Sac	Haiti Broilers is a large poultry company. FtF West/WINNER linked Haiti Broilers with corn and rice producers of the Cul-de Sac plain for the production of chicken feed.	Dave Fairman
CHPA	Beans, corn	Cul de Sac	CHPA is a large distributor of food products under the Ti Malice brand. FtF West/WINNER fostered a partnership between CHPA and the cooperative of the Cul de Sac plain for the sale of lcoally produced beans and corn.	David Brandt
SHAISA	Vegetables	Cul de Sac	SHAISA exports mangos and transforms vegetables. FTF West/WINNER provided technical assistance to SHAISA to test the adaptation of green beans that can be canned in Haiti	Nancy Fombrun
CARIFRESH	Mangos	Mirebalais	FtF West/WINNER linked Carifresh with mango producers of Mirebalais for the development of a mango juice facility	Cassandra Reimers
REBO	Coffee	Cul de Sac Matheux	FtF West/WINNER established coffee nurseries with REBO to expand coffee production on hillsides in its areas of intervention	Gilbert Gonzales
Geo Wiener SA	Coffee	Cul de Sac Matheux	FtF West/WINNER established coffee nurseries with Geo Wiener SA to expand coffee production on hillsides in its areas of intervention	Theo Wiener Douglas Wiener
Tropical Trading	Mangos	Mirebalais	FtF West/WINNER linked Tropical Tading with mango farmers of Mirebalais to explore a juice making factory	Michel Marcel

Firm/Institution	Value chain linkages	Area	Activity wth FtF West/WINNER	Contact person
ADAIM	Mangos	Mirebalais	FtF West/WINNER built a mango drying facility in Mirebalais on land belonging to ADAIM. The plant was operational for several months. ADAIM is negotiating with Mon Pays Ma Cuisine to take over the management of the fruit drying facility.	Ducarmel Dorzin
CETAI	Plantain, beans	Matheux	FtF West/WINNER financed the purchase of equipment For CETAI for a facility that will produce plantain chips and process beans in the Matheux. The value of the equipment represents the shares of the Matheux cooperative in the capital of CETAI	Carlo Darbouze
ARN	Vegetables	Matheux	FtF West/WINNER financed a large greenhouse for ARN That will produce vegetables and hot peppers in association with smallholders of the Matheux corridor	Jean Lesly Duret
ODAIL	Vegetables	Kenscoff	FtF West/WINNER financed the construction of a unit for the conditioning of fruits and vegetables produced by smallholders in the Kenscoff area	Joseph Josue