

**Subject:** Proposal for Matching Grant of \$200,000 for the Economic Empowerment of Haitian Women through Associative Beekeeping and Agroforestry  
**Date:** Monday, October 3, 2022 at 11:16:42 AM Pacific Daylight Time  
**From:** Catherine Gibbons  
**To:** Vy Nguyen  
**CC:** Thony Querette  
**Attachments:** Haiti FY23 Project Budget 10.3.2022.xlsx, Week of Compassion's Sustainable Development Application Ecumenical Form0318 - Prosperity Catalyst 10.3.2022.docx

Dear Vy:

It is with pleasure that I submit the attached proposal in which Prosperity Catalyst and our Haitian partner, Fanm Limye, request a \$200,000 grant to be expended over one year as part of a \$508,985 project that will build upon the foundation we have created in Haiti having built a network of 32 beekeeping groups, made up of 60% women, in 8 communes of the West and Nippes Departments.

This project will deliver advanced beekeeping and agroforestry training to 1,108 beekeepers and address the shortage of hives by providing 808 hives to those in greatest need, particularly women already trained in beekeeping.

The project will also expand the capacity of existing nurseries, so that they can supply 50,000 trees and plants to the beekeepers to enhance the supply of pollen for the bees, while diversifying the supply of food and cash crops harvested from trees.

Finally, the project will strengthen the capacity of the 32 existing beekeeping groups and the one regional association and aggregation site in Nippes, while creating two more regional associations and aggregation sites in the West Department that will give beekeepers an opportunity to store, sell and transform their honey, wax and other farm products.

While the insecurity situation in Haiti is always of concern to PCat and our local team in Haiti, we have found that we are still able to operate reasonably well in the rural communities where our beekeepers are located.

As noted in our earlier email, Prosperity Catalyst listened to the concerns that you raised last time we approached you about funding for this project. In response to your concerns about our administrative costs, we held a fundraiser for our Haiti project which brought in a total of \$72,000 from individual donors and board members. In addition, we have a commitment of \$10,000 from the Ansara Family Fund; have a proposal pending with the Flora Family Foundation, which, if approved, will finance \$30,000 toward our Haiti project. These funds will be used primarily to finance the administrative costs of the project.

In addition, we have asked Food for the Poor to match your \$200,000 with a similar amount. Together, you would be financing the remaining project costs, with only 9% of your grant going towards administrative costs.

We have not yet heard back from Food for the Poor, because one of their decision-maker is travelling. We will keep you updated on anything we hear from them. If they decide that they are not in a position to fund this project, we will reach out to other donors for the match.

Please let me know if you have any follow-up questions regarding the project.

Best regards,

Catherine

Catherine A. Gibbons  
Executive Director  
Prosperity Catalyst  
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## Sustainable Development Application Form

*Please email this form in MS Word format along with detailed financials of proposed projects to  
Rev. Vy Nguyen, Executive Director ([vy@weekofcompassion.org](mailto:vy@weekofcompassion.org)).*

<b>Submitting Partner:</b> Prosperity Catalyst, Inc.		<b>Date:</b> October 3, 2022	
<b>Address:</b> Box 5542	<b>City:</b> Beverly	<b>State:</b> MA	<b>Zip Code:</b> 01915
<b>Name of Contact:</b> Catherine Gibbons		<b>Title:</b> Executive Director	
<b>Phone Number(s):</b> 202-279-1558		<b>E-mail Address:</b> catherine@prosperitycatalyst.org	
<b>Project Name, Local Country Partner, and Location:</b> Haiti			
Economic Empowerment of Haitian Women through Associative Beekeeping and Agroforestry			
<b>Local Implementing Partner:</b> Fanm Limye working together with 32 grassroots beekeeping groups the Communes of Leogane, Petit Goave, Grand Goave, Cabaret and Arcahaie in West Department and the Communes of Paillant, Petit Trou and Petite Riviere in Nippes Department of Haiti			
<b>Partner's History/Relationship with the Project:</b>			
Fanm Limye has worked as Prosperity Catalyst main partner in Haiti since 2013. It helped organize the 32 beekeeping groups, delivering basic beekeeping training over the last five years. The 1,108 members of these groups have full confidence in Fanm Limye and Prosperity Catalyst. Most recently, Fanm Limye did a follow-up assessment of 550 of the beekeepers and the findings of that assessment led to the priorities put forth in this new project.			
<b>Description of Project</b>			
<b>Name of Project and Purpose (agricultural, health, water, micro-credit, education, community development, etc.- and how it might address at least one of the 17 United Nations' Sustainable Development Goals 2015-2030):</b>			
Economic Empowerment of Haitian Women through Associative Beekeeping and Agroforestry – this project contributes directly or indirectly to 9 of the Sustainable Development Goals. For the sake of brevity, it most directly impacts 1) End poverty, by increasing women's household income; 2) End hunger, achieve food security and improved nutrition and promote sustainable agriculture – this project promotes sustainable agroforestry practices to produce nutritious foods, like honey and moringa, and cash crops; 5) Achieve gender equality and empower women and girls – this project will benefit majority of women targeting them for agricultural extension services and beekeeping equipment as well as preparing them for leadership roles in the beekeeping groups and regional associations; 13) Take urgent action to combat climate change – this project will reduce carbon emissions through the planting of 50,000 trees; 15) Protect restore and promote sustainable use of territorial ecosystems – the agroforestry training delivered as part of this project will help restore soil health, combatting erosion while enhancing productivity and bees promote plant pollination; 16) Build Accountable Institutions – the beekeeping groups and associations that will be built and strengthened by this project are microcosms of democracy that teach leaders to be accountable to their membership.			
<b>Target Population (children, women, farmers, urban poor, etc.- priority will be given to projects that enable the empowerment of women and children):</b>			
The project will target a network of 1,108 small holder farmers, 60% of whom are women. Each participant will indirectly benefit another 4 people, so the project will indirectly benefit another 4,432 people or a total of 5,540 people. While the project does not directly target children, Prosperity Catalyst believes that economically empowering women translates into improvement in the nutrition, health and education of children. Most of these beekeepers live off of 1 – 2 acre farms. The beneficiaries are organized in 32 grassroots groups, 5 of which are in the communes of Paillant, Petit Trou and Petite Riviere in the Department of Nippes, 27 of which are in the communes of Leogane, Petit Goave, Grand Goave, Cabaret and Arcahaie in the West Department of Haiti. Each of the groups has a leadership committee of 5, at least 3 of whom are women. The one regional association of beekeepers, representing the 5 groups in Nippes, is also led by a majority women committee.			
<b>How many persons are/will be served? (please give as specific a figure as possible)?</b>			
See above.			

**Key Objectives:** The overall goal of the project is to economically empower women, small-holder farmers through associative beekeeping and agroforestry. By the end of the one-year project implementation period, Prosperity Catalyst working in partnership with our Haitian partner, Fanm Limye, will have:

1. Improved the productivity of beekeepers trained in prior years by at least 50%
2. At least 50% of the beekeepers practice one or more agroforestry techniques on their farms.
3. At least 50,000 new trees planted on the beekeeper farms
4. Three regional associations of beekeepers exist and are managing an aggregation site where they store, transform and sell their honey and other farm products.

**Key Activities:**

- 1.1. Deliver advanced beekeeping training to 1,108 graduates of our beekeeping training programs, at least 60% women
- 1.2. Distribute at least 808 hives with bee colonies to past graduates of our beekeeping training programs, at least 60% to women.
- 1.3. Provide extension support to beekeepers in improved hive management skills to enhance honey yields.
- 2.1. Conduct a Training of Trainers for our extension staff and two leaders from each group, at least one woman, in agroforestry practices
- 2.2. Train 1,108 graduates of our beekeeping training programs in agroforestry techniques through replication of the agroforestry training at the level of each of the 32 beekeeping groups.
- 2.3. Provide extension support to trainees on their farms to assist them in adopting these new techniques.
- 3.1. Strengthen existing tree and plant nurseries in targeted communities.
- 3.2. Expand production of beneficial pollinating trees and plants that can serve as live fencing and wind breaks, prevent erosion, and produce plant and tree crops for consumption and sale.
- 3.3. Distribute trees and plants through beekeeping groups.
- 3.4. Provide extension support to trainees on their farms on care of newly planted trees to maximize survival rate.
- 4.1. Strengthen 32 existing beekeeping groups through refresher training around by-laws, elections, group planning and management.
- 4.2. Assist each group to develop a disaster management and recovery plan.
- 4.3. Strengthen the existing regional association in Nippes through training on business planning and financial management.
- 4.4. Make an additional investment in productive tools and equipment for the Nippes Aggregation site.
- 4.5. Assist groups in Arcahaie and Cabaret and those in Petit Goave, Grand Goave and Leogane to explore the pros and cons of developing a regional association; decide whether they want to organize an association; support them in the creation of an association, if that's what they decide.
- 4.6. Assist new regional associations to establish an aggregation site to store, transform and sell honey and other farm products.

**Duration of Project:** 1 year

**Project Budget**

**Total Budget:** \$508,985

**Amount Requested from Week of Compassion:** \$200,000

**Is this a one-time request or an on-going request?** Yes

Please attached a detailed, itemized budget and cost breakdown for the requested funds.

**Is the project financially supported by ecumenical or outside partners? Yes if so, what percentage does it cover for this project and please list those partners?** 61%

The project has the following committed and likely sources of funding:

- \$10,000 – Ansara Family Fund – Committed for July 1, 2023
- \$22,000 – Prosperity Catalyst Fundraiser - Committed
- \$25,000 – Prosperity Catalyst Board member – Committed
- \$25,000 – Prosperity Catalyst Board member – Contingent upon receipt of Flora Family Foundation grant of \$30,000
- \$30,000 – Flora Family Foundation – Requested in response to invitation – Decision in Mid-November
- \$200,000 – Other Donors – We have made this request to Food for the Poor. In case they are not able to commit, we are reaching out to other donors as well.

<b>What is the overall percentage of fund requested that will be used for administration/overhead?</b> 11% of the \$200,000 grant requested from Week of Compassion will be for administration/overhead; overall, 22% of the project funds from all sources will be used for administration/overhead.	
<b>If this project has been funded previously or is in the same geographical area, please specifically state when and how much was granted:</b>	
Over the last 8 years, Week of Compassion has made \$75,000 in grants to Prosperity Catalyst in Haiti. One of which was dedicated to assisting beekeepers impacted by Hurricane Matthew to recuperate their beekeeping and other farming activities. There is a geographic overlap between the hurricane recovery and this project; however, this project builds upon the foundations established by the earlier project. It will provide more advanced beekeeping training, beekeeping equipment to those who did not receive any equipment in the past, agroforestry training to diversify and improve farm productivity and the organization of regional federations or associations of beekeeping groups organized during the earlier phase of this project.	
<b>Dates and project names of previous approved proposal submissions within the last 5 years:</b>	
May 2014: Candle Enterprise as Catalyst: Investing in Women to Spur Economic Development for Rural & Urban Communities in Haiti	
March 2015: Women's Empowerment through Business Program in Baghdad, Iraq	
January 2017: Post-Hurricane Matthew Bee-keeping Recovery Program, Haiti	
Have all reports and stories from previous projects been submitted to WoC? Yes	
<b>Application prepared by:</b> Catherine Gibbons	<b>Contact info:</b> <a href="mailto:catherineagibbons2@gmail.com">catherineagibbons2@gmail.com</a> 202-279-1558

**Week of Compassion Contact Information:**

**Rev. Vy Nguyen, Executive Director**

[vy@weekofcompassion.org](mailto:vy@weekofcompassion.org)

510.473.8962

Prosperity Catalyst - Haiti Project 2 Year Budget	Number	Rate	Unit of Measure	%	Frequency	One Year Budget	% of Total	Total Administrative Expense	Committed Funds: Board - \$25,000; Ansara - \$10,000; Pcat Fundraiser - \$22,000	Flora Family Foundation - \$30,000 Proposal Pending - mid-November Decision	Board Contingent on Flora - \$25,000	Requested from FfP and WOC	Administrative Expense charged to WOC and FfP
<b>Field Staff</b>													
Haiti Country Manager	1	\$ 5,513	Month	100%	12	\$ 66,150		\$ 33,075	\$ 33,075	\$ 8,400	\$ 22,700	\$ 1,975	
Haiti Bookkeeper	1	\$ 600	Month	100%	12	\$ 7,200		\$ 7,200	\$ 7,200			\$ -	
Marketing and Order Fulfillment Specialists	4	\$ 300	Month	100%	12	\$ 14,400						\$ 14,400	
Organizational Development Mentors	3	\$ 450	Month	100%	12	\$ 16,200						\$ 16,200	
Agricultural Extensionists	3	\$ 650	Month	100%	12	\$ 23,400						\$ 23,400	
Agricultural Technicians	8	\$ 450	Month	100%	12	\$ 43,200						\$ 43,200	
Driver & Logistics	1	\$ 450	Month	100%	12	\$ 5,400						\$ 5,400	
<b>Sub-total Field Staff</b>						<b>\$ 175,950</b>	<b>35%</b>	<b>\$ 40,275</b>	<b>\$ 40,275</b>	<b>\$ 8,400</b>	<b>\$ 22,700</b>	<b>\$ 104,575</b>	
<b>Training and Capacity Building</b>													
Training for Beekeeping Association	2	\$ 1,000	training	100%	1	\$ 2,000						\$ 2,000	
Agroforestry Expert Trainer	10	\$ 300	Days	100%	1	\$ 3,000						\$ 3,000	
TOT in Agroforestry	75	\$ 200	materials	100%	1	\$ 15,000						\$ 15,000	
Agroforestry and Beekeeping Training with 32 Groups	1108	\$ 33	materials	100%	1	\$ 36,564						\$ 36,564	
<b>Sub-total Training and Capacity Building</b>						<b>\$ 56,564</b>	<b>11%</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 56,564</b>	
<b>Equipment and Supplies</b>													
Strengthen Existing Nurseries to serve as Agroforestry Demonstration Sites	8	\$ 2,000	nurseries	100%	1	\$ 16,000						\$ 16,000	
Aggregation Site Strengthening	1	\$ 5,000	Equipment	100%	1	\$ 5,000						\$ 5,000	
New Aggregation Sites Lease & Set-Up	2	\$ 10,000	materials	100%	1	\$ 20,000						\$ 20,000	
Beehives for women implementing agroforestry practices	808	\$ 170	Hives	100%	1	\$ 137,360						\$ 137,360	
<b>Sub-total Equipment and Supplies</b>						<b>\$ 178,360</b>	<b>35%</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 178,360</b>	
<b>Field Transportation</b>													
Vehicle Operation & Maintenance	1	\$ 500	Month	100%	12	\$ 6,000						\$ 6,000	
Contracted Transportation	1	\$ 300	Days	100%	60	\$ 18,000						\$ 18,000	
<b>Subtotal Direct Project Costs</b>						<b>\$ 24,000</b>	<b>5%</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 24,000</b>	
<b>Other Field Operating Costs</b>													
Rent for Office/Showroom/Artisan Workspace	1	\$ 750	Month	100%	12	\$ 9,000		\$ 9,000	\$ 9,000	\$ -		\$ -	
Haiti Office Phone & Internet	1	\$ 250	Month	100%	12	\$ 3,000		\$ 3,000	\$ -	\$ 3,000		\$ -	
Insurance	1	\$ 10,000	Year	33%	1	\$ 3,300		\$ 3,300	\$ -	\$ 3,300		\$ -	
<b>Sub-total Other Field Operating Costs</b>						<b>\$ 15,300</b>	<b>3%</b>	<b>\$ 15,300</b>	<b>\$ 9,000</b>	<b>\$ 6,300</b>	<b>\$ -</b>	<b>\$ -</b>	
<b>Professional Services</b>													
Financial Oversight	1	\$ 1,750	Month	33%	12	\$ 6,930		\$ 6,930		\$ 6,930		\$ -	
Annual Audit	1	\$ 17,000	Year	33%	1	\$ 5,610		\$ 5,610		\$ 5,610		\$ -	
<b>Sub-total Professional Services</b>						<b>\$ 12,540</b>	<b>2%</b>	<b>\$ 12,540</b>	<b>\$ -</b>	<b>\$ 12,540</b>	<b>\$ -</b>	<b>\$ -</b>	
<b>Total Direct</b>						<b>\$ 462,714</b>		<b>\$ 68,115</b>	<b>\$ 49,275</b>	<b>\$ 27,240</b>	<b>\$ 22,700</b>	<b>\$ 363,499</b>	
Indirect @10%						<b>\$ 46,271</b>	<b>9%</b>	<b>\$ 46,271</b>	<b>\$ 4,928</b>	<b>\$ 2,724</b>	<b>\$ 2,270</b>	<b>\$ 36,350</b>	<b>9%</b>
<b>Total Direct &amp; Indirect</b>						<b>\$ 508,985</b>		<b>\$ 114,386</b>	<b>\$ 54,203</b>	<b>\$ 29,964</b>	<b>\$ 24,970</b>	<b>\$ 399,849</b>	
								<b>22%</b>	<b>11%</b>	<b>6%</b>	<b>5%</b>	<b>79%</b>	

## 1. Background

### The Haitian Context

Haiti is the poorest country in the Western Hemisphere, with a Gross Domestic Product per capita of \$756 in 2019 and a Human Development Index ranking of 169 out of 189 countries in 2019. 58% of the population lives below the national poverty level and 25% earn less than \$1.90/day. 45% of the population lives in rural areas, where poverty rates are above average. Circumstances of poor, vulnerable, and rural Haitians have been perilous over the past decade, as one disaster follows another: the massive 2010 earthquake, Hurricane Matthew in 2016, the 2021 earthquake, continued severe political unrest and violence over the past several years, and the COVID pandemic, which has caused dual economic and health crises. Haiti's government struggles to function and the business environment is challenging. Local initiatives that help Haitians build businesses and earn sustainable income are critical to their survival and to the country's development.

Haiti suffers from extreme deforestation, which contributes to the degradation of soils and watersheds. The lack of a protective vegetative cover has led to rapid water runoff and drying of soil through direct exposure to sun and wind, impacting both agriculture and rainfall patterns. Without root systems to hold Haiti's mountainous terrain in place, Haiti suffers from increased vulnerability to the impacts of tropical storms and hurricanes, which are increasing in harshness due to climate change.

Haitian agriculture has very low levels of productivity, even when compared to other countries in the region. Most small producers are no longer food self-sufficient. As a result of inadequate farm production, cash resources, and knowledge about nutrition, 22 percent of children suffer from chronic malnutrition (World Food Program).

According to the World Bank, Haiti is among the most unequal countries in the region. The Gini coefficient (based on an income aggregate) was 0.61 in 2012, with the richest 20 percent of the population holding more than 64 percent of the total income of the country, compared to less than 2 percent held by the poorest 20 percent.

In Haiti, men tend to retain legal ownership of land and are the primary decision-makers in households. The lack of land ownership limits women's access to credit. Many men migrate to the cities to find employment, leaving their female partners or family members to tend the land. 39 percent of rural households in Haiti are women-headed households<sup>1</sup>; thus, low farm productivity impacts women and their children most directly. Women generally play a significant role in post-harvest sale in the agricultural trade sector but have limited knowledge or access to extension services or business support services. Women traditionally have little to no role in higher-income export activities, which are dominated by men.<sup>2</sup> This project seeks to address these inequities and put money in hands of women by focusing our agricultural

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<sup>1</sup> University of Florida Blog, *Gender Matters in Haitian Agriculture* by Charles Bousseau

<sup>2</sup> USAID (2011, May 11). Feed the Future Multi-Year Strategy (Haiti) 2011-2015

extension services on them and have women managing the regional associations and aggregation sites, so that they benefit from the improved access to market they offer.

### **The Geographic Target Area**

This project will serve small holder farmers in two or more communes of the West and Nippes Department of Haiti. The project is written in a modular fashion. The budget shows the cost of implementing the projects in each of three different areas: a) The Communes of Leogane, Grand Goave and Petit Goave in the West Department; b) The Communes of Arachaie and Cabaret in the West Department; and c) the Communes of Petite Riviere, Petit Trou, and Paillant of the Nippes Department. The narrative that follows describes the situation in all three of the targeted areas.

### **The Implementing Partners**

Prosperity Catalyst (PCat), a US NGO, develops and strengthens women-led businesses in distressed regions, providing business and technical training, creating opportunities for women to achieve economic and social empowerment. We work in Haiti and Iraq with handicraft producers, helping actors along the value chain (from artisans to raw materials producers) improve quality, productivity, and profits. Prosperity Catalyst has been active in Haiti since 2013, working through our local affiliate Fanm Limye (*Illuminated Women in Haitian Creole*).

Fanm Limye is a nonprofit Haitian association, whose mission is to promote women's economic empowerment in Haiti. It has been working in Haiti since 2013 and in the communities in West Department since 2016 and in Nippes since 2021. Together with local women leaders, Fanm Limye helped establish 32 community-based beekeeping demonstration sites and pollinating plant nurseries in these eight communes. To date, Fanm Limye has trained 1,108 beekeepers 65% women in these communes, who produce and sell beeswax to Fanm Limye and other local buyers.

Fanm Limye started by employing women in the capital to produce candles for sale in the local and international market; it began its beekeeping training program in response to a scarcity of good quality bees wax and has become one of the major buyers of wax to fill large orders. More recently, Fanm Limye started buying and bottling the beekeepers' honey for sale in Port-au-Prince and the US. It is also experimenting with the production of a line of spa products that uses inputs from smallholder farmers, including Coconuts, Cacao, Moringa, and essential oils distilled locally from aromatic plants such as lemon grass, bitter orange and chadeque, a local variety of grapefruit.

Prosperity Catalyst, Inc. buys Fanm Limye's candles and other products and helps sell them direct to customers through its e-commerce site [www.catalystcollections.org](http://www.catalystcollections.org) and by linking them with wholesale buyers like Globeln and World Market.

### **Beneficiary Consultations and Project Summary**

Since 65% of our trainees are women, our beneficiary consultations about this project heavily reflect the opinions of women. In addition, 4 of the 5 members of the beekeeping group



leadership committees are women. The one Regional Association already organized has a leadership committee with 7 women and 2 men. The two new associations will also have leadership committees with majority women.

We have been consulting our graduates on how their farms are faring considering the recent political upheaval caused by the assassination of the Haitian President last July and the subsequent economic disruptions that have occurred. Through our consultations we have learned that farmers' cash incomes have dropped, and they are feeling more food insecure, because they no longer have enough cash to supplement their production with purchased food. The COVID pandemic also impacted their cash receipts from relatives living in the US, many of whom lost their jobs and are only now getting back on their feet.

This project proposes to organize the network of 32 beekeeping clubs into three regional associations of clubs led by women that manage aggregation sites where these small holder farmers can bring their honey, wax and other products to improve their access to market and help balance out some of these economic class inequities. One regional association and aggregation site was already created uniting the 5 groups in Nippes. The project proposes to create two additional regional associations, one targeting Leogane, Grand Goave and Petit Goave and the other targeting Arcahaie and Cabaret.

## **2. Description of Project**

### **Project's Theory of Change**

This project seeks to improve the economic well-being of women, small-holder farmers in the 5 communes of the West Department and three communes of the Nippes Department of Haiti. Prosperity Catalyst and Fanm Limye's theory of change is that when women are organized and speak with one voice, they have increased power in the marketplace; when women are given the opportunity to receive agricultural extension services, they put this new knowledge into practice at higher rates than men; and when women are given the opportunity to manage a shared community asset, an aggregation site, they do so responsibly and sustainably. These three elements are financed by this project and will generate increased farm income in the hands of women, which will, in turn, improve the well-being of the entire household. We believe that empowering women changes everything.

### **Project Objectives:**

Over a one-year implementation period, Fanm Limye with Prosperity Catalyst's support will:

- Deliver agroforestry training to 1,108 small holder farmers who belong to one of 32 beekeeping groups.
- Strengthen the technical beekeeping capacity of 1,108 beekeepers trained in the past.
- Create two new regional beekeeping associations in the West Department.
- Create two new aggregation sites in the West Department.
- Strengthen the existing aggregation site in the Nippes Department through capacity building and investment in equipment to add value to members' farm products.

### **Beneficiary Network**

The project will work through an existing network of 32 beekeeping groups that include a total of 1,108 members. It will help these small holder farmers increase the productivity of their land through the adoption of agroforestry techniques, while diversifying their production to include nutritious tree crops such as mango, moringa, papaya, and citrus which can be either consumed or sold for cash and which will also provide pollen for their bees.

### **Agroforestry Training and Improving Bee Hive Production**

The training in agro-forestry will start with a training of trainers for the staff and two group leaders for each of the 32 groups. These trainees will replicate the training for the other group members and each group member would receive on-farm assistance from Fanm Limye's agricultural extension team to put the new techniques into practice on their farms. Each member of the extension team will be responsible for making site visits to the beneficiaries in their commune. During these visits, the staff will also evaluate the health of the bees on site and promote improved beekeeping practices for greater yields. Fanm Limye is currently surveying past beekeeping trainees to see how they are doing, and follow-up training will help them overcome challenges identified through this assessment.

### **Strengthen Plant Nurseries**

The plants required to diversify farm revenues and to implement agroforestry techniques will be produced in existing plant and tree nurseries established by earlier project investments. The extension team will invest additional resources to strengthen the best managed nursery in each commune. Investments will be made in a total of 8 tree and plant nurseries, one per commune, to build their capacity to produce enough plant matter so that each member of the beekeeping network can plant at least 50 trees or a total of 55,400 trees across the 8 communes.

### **Create and Strengthen Regional Associations**

In addition, the project will help the leadership of the groups come together to strengthen their hand in the marketplace by forming a women-led regional association of small holder farmers in the two areas in West Department which do not yet have an association.

### **Aggregation Sites**

The project will finance the two associations in the West Department to establish an aggregation site where the members can bring their farm products to be sold in higher volumes and at higher prices and/or processed for more added value. In addition, it will reinforce the aggregation site in Nippes by providing additional technical and management training and investing in equipment that will add value to the farmers' products.

The aggregation site to be established on a leased site will function as an enterprise. One of the first responsibilities of the Association Executive Committee and Aggregation Site Manager will be to develop a business plan for the Aggregation Site that shows how it will generate sufficient funds to breakeven by the end of the pre-paid lease. The site will house equipment that will be available for use by the association members for a service fee. Equipment may include solar

wax cleaners, honey harvesting equipment, equipment to distill essential oils from aromatic plants for use in Fanm Limye's spa line, solar dryers and grinders to transform moringa leaves into moringa powder. In choosing which equipment to invest in, the association will analyze how each piece of equipment would serve to add value to the farmers' products and generate a return on investment for the site as well. Electricity at the aggregation site will be generated through solar panels. The aggregation site may also produce and sell beekeeping equipment, including hives and protective gear, facilitating the growth of local apiaries, as well as other farm equipment needed by its membership.

### **3. Project Staffing and Management**

Fanm Limye will have an Agricultural Extensionist in each of the three implementation zones. The Extensionists will be in charge of project implementation and will report to Fanm Limye's Executive Director, Thony Querette, based in Port-au-Prince. She will supervise an Agricultural Technician in commune. In addition, the Agricultural Extensionist will receive technical assistance from an Agroforestry Expert who will be engaged to implement a Training of Trainers early on in the project life. The project will have three full-time mentors, who will be responsible for the organizational development of the beekeeping groups and the association and to support the association in developing a business plan for the aggregation site and in developing a financial management system and training the aggregation site staff to track its finances and produce monthly reports and the Association Executive Committee to supervise the Aggregation Site Management and review and act on its financial reports.

Prosperity Catalyst will oversee the implementation of the project by the Fanm Limye team. Fanm Limye's Executive Director, Thony Querette, is also Prosperity Catalyst's Haiti Country Manager. Prosperity Catalyst will manage donor funds and will make monthly transfers of cash to Fanm Limye's bank account to implement the project activities. Fanm Limye's bookkeeper will prepare a monthly financial report to be reviewed by the Executive Director, before it is submitted to Prosperity Catalyst for review by our contracted financial management firm and entry into Quickbooks. Prosperity Catalyst will take the lead in preparing all financial and narrative reports for the donors, using information submitted by Fanm Limye. Prosperity Catalyst will also hire an external auditor to conduct an annual audit of our books.

Early on Fanm Limye will conduct a Training of Trainers including two representatives from each of the existing beekeeping groups as well as the Agricultural Extensionists and 8 Agricultural Technicians. The field staff will then assist the group leaders to replicate the training for the other group members. This will be done at the beekeeping demonstration site or some other community location accessible to all the group members. The agricultural technicians will assist the group members to test out the new agroforestry techniques on their own farms. They will visit each farmer at least once a month to check on their progress. During these visits, they will verify which practices each farmer has adopted on her land and ensure that they are implementing them correctly.

The two mentors working in the West Department will visit each of the 27 groups that do not yet belong to a regional association to facilitate a session early on about the pros and cons of organizing a regional association. This will allow the group membership to vote on whether they wish to move forward with the association having a full understanding of how it could help them and what their responsibilities to the association will be. The mentors will also facilitate a meeting of the leadership committees of all the groups at which they will make a formal vote regarding whether or not to move forward with the association. If the vote is positive, they will then work with the assembled group leaders to draft by-laws that will subsequently be reviewed with the 27 groups for any suggested revisions. The final version of the by-laws will incorporate suggested changes from the wider group membership. At this meeting, the group leaders will select an association executive committee of 9 members, majority women, to lead it. The mentors will also file the paperwork with the relevant authorities to register the association.

The mentors will also work with the association to recruit and hire two people, at least one woman, to work as manager and assistant for the Aggregation site. They will also train the leadership committee and the staff in financial and inventory management and reporting. More importantly, the mentors will work the Executive Committee and the Site Manager to develop a business plan for the aggregation site once a location has been identified.

The Agricultural Extensionist will take the lead in working with the 27 groups to identify an appropriate site for the aggregation site. The best source of information about possible sites will be the members themselves. Key selection criteria will be accessible location for the membership and potential buyers; secure storage on site; affordable multi-year lease; and room to grow.

The mentors will work with the Association and its staff to help it operationalize and oversee the aggregation site, ensuring that it is run efficiently and transparently and moves towards breakeven.

The mentor working in Nippes will focus on building the capacity of the existing beekeeping association and helping it realize its business plan targets.

#### **4. Sustainability**

This project is being built upon the framework of an existing network of 32 beekeeping groups that were organized between 2016 and 2021. Fanm Limye has maintained its relationship with these groups since it helped them get organized, set up beekeeping demonstration sites and plant nurseries, and trained them in beekeeping. Fanm Limye regularly reaches out to the group leaders whenever it is looking to purchase honey or beeswax. In addition, Fanm Limye used this network to distribute COVID prevention kits and emergency earthquake assistance. These groups will be organizationally reenforced with capacity building delivered by Fanm Limye mentors and assisted to form an association, independent of Fanm Limye, to represent its membership to buyers, government and other actors.

The agroforestry capacity will remain in the community after the project completion since two members of each of the 32 beekeeping groups will have been trained as trainers in agroforestry. The 8 existing nurseries that will be reinforced to supply the 55,400 trees and plants required for the agroforestry practices are locally managed and will remain in these communities. In addition, the individual farmers will have received on-site assistance from Fanm Limye's mentors to put the theory of agroforestry techniques into practice. The trees planted by the farmers will continue to produce cash and food security crops over multiple years and be the source of seeds and root stock for additional trees.

The adoption of more environmentally friendly agricultural practices and the continued promotion of modern beekeeping practices will be good for the environment and for the farm productivity. The planting of 55,400 trees, once mature, will help sink an estimated 1,330 tons of carbon dioxide. Improved productivity and improved access to market promoted by this project will create business reasons for these farmers to continue these practices.

The long-term sustainability of the aggregation site will depend upon how effective it is getting the association's membership's products to market. Fanm Limye's Executive Director will play a key role in linking bulk buyers, paying fair market prices, to the aggregation site. Working with Prosperity Catalyst, Fanm Limye will continue to look for large orders of beeswax candles and other products that generate demand for honey, wax, tree products and other agricultural products. To date, we have received multiple large orders, including one for 72,000 beeswax tealights. As noted earlier, Fanm Limye is working to develop a Spa Gift Box that will use raw materials produced by this network of women farmers, potentially creating increased sales revenue in the hands of these women. A second source of financial sustainability for the aggregation site and the association will be the sale of goods and services that its membership and the surrounding community need and are able to afford and that generate a margin for the site. The business plan that the association will develop, with help from the Fanm Limye mentors, will layout a path to financial sustainability for the aggregation site.

## **5. Budget Scenarios**

The budget presented below is modular. (See the details in the attached excel sheet.) It shows minimum operating costs that are required to keep our Haiti office open and then shows how much it would cost to operate the program in each of the three targeted geographic zones. The bottom lines show the cost of operating the office and implementing one of the three field projects. The cost of implementing the project in one of the three sites ranges from \$210,000 in Nippes, where the Association and Aggregation site already exists, to \$225,000 in Leogane, Petit Goave and Grand Goave where the program has more communes and beneficiaries. The cost of covering the operational costs plus all three of the field sites would be \$348,000.

We have found that many donors are more interested in funding the field-based costs and do not want to finance the costs associated with providing project oversight and management carried out by Thony Querette, the bookkeeper and driver. These staff members, based in an

office in Port-au-Prince, are critical to the successful, transparent implementation of the project. We have had two donors who have consistently been willing to let Prosperity Catalyst decide how best to invest their funds. Typically, we have used these funds to finance operating costs that other donors do not wish to cover. We know that one donor will continue to provide some support to our Haiti project next year; however, at a reduced level. We are hopeful that a second donor will decide to continue to provide flexible funding that will allow us to help subsidize these costs.

We ask that Week of Compassion also consider making a flexible investment which will allow us to keep our doors open so that we can continue to economically empower Haitian women and solidify commitments from other donors whom we have had to decline in the past, because they were not willing to finance any operating costs.

We know that the budgets below may be difficult for Week of Compassion to finance on its own, so we would welcome introductions to other donors who you think might be motivated by our mission, our track record and this new agro-forestry project.

			Minimum Operating Budget to keep Office Open	Agroforestry Training and Beekeeping Refresher 3 communes of Nippes	Agroforestry Training and Beekeeping Refresher Leogane, Petit Goave, Grand Goave	Agroforestry Training and Beekeeping Refresher Arcahaie, Cabaret	Total
		Beneficiaries		300	573	235	1108
		Groups		5	16	11	32
		Communes		3	3	2	8
<b>Management Expenses</b>			FY23				
Hub Manager	\$ 66,150		\$ 66,150				\$ 66,150
Hub Bookkeeper	\$ 7,200		\$ 7,200				\$ 7,200
Rent for Office/Showroom/Artisan Workspace	\$ 9,000		\$ 9,000				\$ 9,000
Office Phone & Internet	\$ 3,000		\$ 3,000				\$ 3,000
Financial Oversight	\$ 8,400		\$ 8,400				\$ 8,400
Audit	\$ 4,200		\$ 4,200				\$ 4,200
Insurance	\$ 2,613		\$ 2,613				\$ 2,613
<b>Subtotal Management Expenses</b>	\$ 100,563		\$ 100,563	\$ -	\$ -	\$ -	\$100,563
<b>Project Expenses</b>							
Marketing and Order Fullfillment Specialists	\$ 14,400		\$ 7,200	\$ 2,400	\$ 2,400	\$ 2,400	\$ 14,400
Organizational Development Mentors	\$ 16,200		0	\$ 5,400	\$ 5,400	\$ 5,400	\$ 16,200
Agricultural Extensionists	\$ 23,400		\$ -	\$ 7,800	\$ 7,800	\$ 7,800	\$ 23,400
Agricultural Technicians	\$ 43,200		\$ -	\$ 14,400	\$ 14,400	\$ 14,400	\$ 43,200
Driver & Logistics	\$ 5,400		\$ 5,400				\$ 5,400
Strengthen Existing Nurseries to serve as Agroforestry Demonstration Sites	\$ 16,000			\$ 6,000	\$ 6,000	\$ 4,000	\$ 16,000
Aggregation Site Strengthening	\$ 5,000			\$ 5,000			\$ 5,000
New Aggregation Sites Lease & Set-Up	\$ 20,000				\$ 10,000	\$ 10,000	\$ 20,000
Training for Beekeeping Association	\$ 2,000				\$ 1,000	\$ 1,000	\$ 2,000
Agroforestry Expert Trainer	\$ 3,000		\$ 3,000				\$ 3,000
TOT in Agroforestry	\$ 15,000		\$ 15,000				\$ 15,000
Replication of Agroforestry Training with Beekeeping	\$ 27,700			\$ 7,500	\$ 14,325	\$ 5,875	\$ 27,700
Vehicle Operation & Maintenance	\$ 6,000		\$ 6,000				\$ 6,000
Contracted Transportation	\$ 18,000			6000	\$ 6,000	\$ 6,000	\$ 18,000
<b>Subtotal Direct Project Costs</b>	\$ 215,300		\$ 36,600	\$ 54,500	\$ 67,325	\$ 56,875	\$215,300
<b>Total Direct</b>	\$ 315,863		\$ 137,163	\$ 54,500	\$ 67,325	\$ 56,875	\$315,863
Indirect @10%			\$ 13,716	\$ 5,450	\$ 6,733	\$ 5,688	\$ 31,586
Total Direct & Indirect			\$ 150,879	\$ 59,950	\$ 74,058	\$ 62,563	\$347,449
Operating Budget Plus One Implementation Site				\$ 210,829	\$ 224,936	\$ 213,441	