



## Value Chain Development

Fonkoze's Value Chain Development programs strengthen economic opportunities

for small businesses in Haiti by establishing and reinforcing market linkages. The program focuses on businesses and associations that are underserved by the financial sector in Haiti.

### LOCATION



Fonkoze's Value Chain Development programs are offered throughout rural Haiti.

### PROGRAM IMPACT

Small businesses in Haiti face several challenges participating in the formal economy. They often lack a reliable supply of inputs and inventory; they have difficulty reaching consumers; and they do not have strong financial management and business skills. For business associations lacking formal legal status, they are unable to access financial services that would otherwise grow their businesses. Fonkoze's Value Chain Development programs address these issues by offering loans, providing training, and promoting collaboration through, for example, Village Savings and Loans Associations (VSLAs).



In 2017,  
**62%**  
of participating  
businesses grew by  
more than 5%



In 2017,  
**237**  
VSLAs received  
financing via  
Fonkoze

### PROGRAM KEY FACTS

- ▶ Fonkoze partners with Kiva, an organization with an internet-based lending platform, to secure loan funding for program participants.
- ▶ The Value Chain Development department, also called "Zafèn," emerged from a collaboration with the Haitian diaspora.
- ▶ 121 clients received new loans in 2017
- ▶ Fonkoze has been providing support to Haiti's vibrant artisan sector through a grant from the W.K. Kellogg Foundation.