KoreLavi
Appui au programme national de sécurité alimentaire et de nutrition

Market Study

FOOD VOUCHER-BASED SOCIAL SAFETY NET

Consultant: Emmanuel CALIXTE, Agricultural Economist, MSc, TEAM LEADER

October 2016

KoreLavi
Appui au programme national de sécurité alimentaire et de nutrition

USAID
DU PEUPLE AMERICAIN

This document is made possible through the generous support of the American people through the US Agency for International Development (USAID). The contents are the responsibility of Kore Lavi program and do not necessarily reflect the views of USAID or the Government of the United States. "

KoreLavi
Appui au programme national de sécurité alimentaire et de nutrition

TABLE OF CONTENTS

List of figures

I. - INTRODUCTION

1.1. - Program Context and background

The Kore Lavi Program has developed and launched an effective and affordable system for making staple and fresh food products available to selected household-based beneficiaries according to their ranking on the Haitian Deprivation and Vulnerability Index (HDVI). The purpose of this system is to put in place a voucher-based social safety net model; so that the extremely targeted vulnerable households can have access to – at least – a diversified meal, consequently reduce health care costs, and even save lives in certain circumstances. In addition to providing staple foods, access to fresh foods is being promoted by the program to improve nutrition and promote local production, involving small vendors, especially women.

Under the leadership of CARE-Haiti, the program is currently using both paper and electronic vouchers. The latter is used in locations, which have access to banking and wire transfer services with sufficient mobile phone coverage. Paper vouchers are used primarily to access fresh food markets and in remote areas when necessary. The program works toward the long-term vision that all the vouchers will eventually be electronic, and voucher recipients in remote areas will be able to redeem vouchers without unreasonable opportunity costs.

Based on the recommendations of the Ministry of Social Affairs and Labor (MAST), the Kore Lavi program has decided that the food basket will be comprised mainly of locally produced goods – with the exception of oil – and that the value of the food basket would be set at 1,350 HTG ($25USD at current exchange rate) which represents a contribution of 25% of the average monthly expenses on food for a household-based beneficiary. Out of the 1,350 HTG allowance, 900 HTG is allocated to the purchase of staple foods and 450 HTG allocated to the purchase of fresh food.

The program uses local markets and community shops to facilitate the voucher exchange of the beneficiaries and puts in place a control mechanism to prevent and anticipate and proactively address voluntary inflation.

At the mid-term of this program implementation, CARE decided to launch this study aiming at determining the effect on the local market dynamics and the availability of locally produced commodities across the program's geographic areas.

1.2. - Deliverables

The consulting team will be held accountable for the following deliverables:

- Detailed approach and methodology of the study
- Detailed work schedule and budget
- Yearly agricultural production stages for the food commodities embedded in the program's food basket
- Soft and hard copy of the study report
- E-copy of the raw data and final version of the report

- E-copy of the study Power Point presentation

II. - METHODOLOGY

A set of mixed methodology were used to properly carry out this assignment. The detailed methodology applied is presented below, which includes both an operational and technical approach.

2.1. - Operational approach

The operational approach of the Market Analysis/Study was based upon a participatory line where the different project's stakeholders were actively involved in the various stages of the study. Among other advantages, this approach tends to be cost-effective.

As part of the operational approach, the following steps are envisioned:

a) Elaboration and design of a detailed methodology together with the project's management unit;
b) Information to the different stakeholders (Including MAST) – at national and local level – raising awareness about the market study;
c) Local community's consultations with all the stakeholders (household-based beneficiaries, small vendors, producers….);
d) Presentation of these preliminary findings to CARE for comments and remarks.

2.2. - Technical approach: Quantitative and Qualitative methods

In the spirit of ensuring the reliability of the Market Analysis/Study, the technical approach had taken into account both qualitative and quantitative methods.

2.2.1. - QUANTITATIVE METHODS:

The market analysis strives to answer, through sound-statistical data, the questions below:

- *Do the value and the composition of the food basket meet the needs of the household-based beneficiaries in term of the number of Kcal to be consumed on a daily basis?*
- *What is the direct effect of the program on the local vendors, on market trends, local economy and inflation?*
- *To what extent does the program contribute to boost local production?*
- *Is the product price control mechanism established by the Kore Lavi program reliable and rigorous enough?*
- *Do the program's vendors practice voluntary inflate prices?*
- *What is the effect of the program on the product's price?*
- *The effects of the program on the availability of local products*
- *Setting of evidence on possible increase of the agricultural production due to the effect of the program*
- *Any negative programs effects on the market dynamics*
- *Analysis of the Southeast case where vendors are prone to increase the rice's price due the weak rice's availability in this region.*

– *Formula for indexation of price and food basket?*

2.2.1.1. - Units of analysis

The main units of analysis of this study are:

- Household-based beneficiaries benefiting social safety-net services
- Association of Producers operating in the program's target areas
- Accredited local vendors facilitating voucher exchange for the electronic and paper based food vouchers;
- Vendors of surrounding markets;
- Key informants: Key personal of Kore Lavi implementing the project, Local authorities (CADEC, CSEC, ASEC, BAC, and Association of Producers) representative of chamber of commerce, community leaders and other key informants derived from the desk review.

2.2.1.2. - Sampling method

A stratified sampling method has been applied to the vendors and the producers in the five (5) geographic departments.

A simple random sample has been applied from each subgroup (commune) with sampling sizes of vendors proportional to the numbers of vendors per commune.

2.2.1.3. - Sampling size

The sampling size of fresh food and staple vendors interviewed is proportional to the number of vendors distributed in each commune of the five geographic Departments. A total sampling size of 128 – disaggregated into 26 staple food vendors and 102 fresh food vendors –, representing around 15% of the overall numbers of accredited vendors **(686 fresh food and 142 staple food vendors)** has been adopted.

It is calculated in a way to ensure a 95% confidence interval along with a 4.5% level of confidence/margin of error in order to increase the analytical capacity by zone.

Since we do not have the exact number of producers' association that are operating in the program target areas, which should be a pre-requisite to determining the sample frame, the sample size of the fresh food vendors was used as proxy toward that determination.

The distribution of the sampling sizes of small vendors – separately for fresh and staple food - and producers interviewed in the different communes of the five geographic departments is presented below:

An individual face-to-face interview using a paper-pencil questionnaire is processed to collect data from the selected sample of association of producers, small vendors, the BAC and the Departmental Bureau of Agriculture (DDA).

Sampling sizes distribution for fresh and staple food vendors and producers

Geographic areas	Commune	Fresh food Vendors' number	Staple food Vendors' number	Fresh food Vendors' Sampling size (15%)	Staple food Vendors' Sampling size (15%)	Producers' s Sampling size
Artibonite	Anse-Rouge	47	5	7	1	7
	Gonaives	73	7	11	1	11
Ouest	Pointe à Raquette	29	11	4	2	2
	Anse-à-Galets	35	17	5	3	3
Nord'Ouest	Port de Paix	98	14	14	2	15
	Mole Saint Nicolas	34	7	5	1	5
	Baie de Henne	26	9	4	1	4
	Bombardopolis	30	14	5	2	5
Centre	Cerca Cavarjal	28	2	4	1	3
	Boucan Carré	47	6	7	1	5
	Thomassique	34	5	5	1	4
	Cerca la Source	33	6	5	2	4
Sud'Est	Belle-Anse	82	21	12	3	9
	Cayes-Jacmel	44	8	7	2	7
	Grand Gosier	25	6	4	2	5
	Anse-à-Pitres	21	4	3	2	4
Total		686	142	103	22	93

Source: self-produced

2.2.1.4. - Design of individual's questionnaires

Individual questionnaires have been designed to collect information on the different key actors – namely the vendors, the beneficiaries, and the producers – that are involved in the implementation process of the program's field activities.

2.2.1.5. - Data Collection

Two enumerators per Commune through paper-based individual questionnaires have conducted data collection. In each department, a field supervisor was appointed. Those supervisors were in charge of ensuring the quality and reliability of the collected data via some spot quality check conducted on a daily basis.

Quality insurance strategy for the data collection process:

The monitoring and quality control for the data collection process is ensured at two levels:

- A supervisor has been engaged per geographic department to monitor the data collection process handled by the enumerators. The supervisor was mainly responsible to verify systematically the coherence and the quality of the questionnaires. In case of incoherence and doubt, the Supervisor notified the Team Leader and the latter takes the appropriate measures.

- The Team Leader had ensured double check of the filled questionnaires and revised by the supervisors. In case of any incoherence, the Team leader takes appropriate corrective measures, such as additional data collection to replace that incoherence - in order to ensure high quality of the data.

2.2.2. - QUALITATIVE METHODS:

The qualitative methods allowed us to provide in-depth information on the effects of program on local production and commercialization. The following steps have been considered as the essence of the qualitative method:

- **Focus Group:** Since the program is intervening in five (5) geographic departments and 16 communes, a sample of focus groups has been conducted in some commune's selected based on agreed-upon criteria initially with CARE such as: communes presenting similarities in terms commercialization network, same road access and agricultural production. Two (2) separate focus groups per commune were consequently conducted:

- ***(i) One focus group with staple food vendors, + fresh food vendors and beneficiaries (ii) and other focus groups with producers and the representative of the BAC.*** A focus group guide has been elaborated and used for this purpose.
- **Selection of key informants:** The Market study team worked with CARE Staff on the ground to identify resource persons and key informants to be interviewed. The key informants include the local authorities, BAC, Agricultural Departmental Offices, CNSA, Social Affairs Ministry, NGOs partners, NGOs in the specific areas, OCBs, and the notables of the communities (Pastors, Priests, and Justice Agents etc.). The information collected via those interviews helped us confirm the trends. A guide has been elaborated and used for this purpose
- Observational research: Direct and Indirect observations have been conducted in order to better triangulate the information

2.3. - Data processing

The data has been; processed by operators using Statistical Package for the Social Sciences (SPSS). A database is prepared accordingly and will be handed to Care-Haiti at the end of the study. Five Operators/Data Clerks were hired to capture and processed the collected data. Once again, in the spirit of ensuring the quality of the data, those Operators were not involved

in the field data collection process.

2.4. - Data Analysis

The data were analyzed using SPSS software by a Specialist in quantitative analysis. A "tabulation plan" has been designed and discussed with CARE for the findings and results analysis.

A deepens and the consultants 'team with regard to the various thematic of this study (effects on production, commercialization, supply sources, markets value chains processes coherent analysis of the findings….)

2.5. - Elaboration of preliminary Report and Summary

After processing and analyzing the data, a preliminary report draft was elaborated and submitted to CARE for feedback. After gathering all the relevant comments, this final report was then elaborated and submitted alone with a three-page summary.

III. – SUMMARY FINDINGS

The main finding of the study turn around the seven (7) questions embedded in the term of reference and that are considered the core of the assignment:

Question 1. - What general trends are affecting the quantity and quality of the products that a beneficiary can purchase with his/her voucher? **–** The following trends have certainly influenced the quantity and the quality of commodities that a beneficiary can purchase with his/her voucher:

Increase and stable demand created by the program

Due to an unprecedented improvement of the purchasing power of the vulnerable households, the demand becomes steady and more important than before. This has encouraged the small-scale farmers to produce more in order to take advantage of the economic opportunity offered by the program. This new dynamic has a positive turnout on the quantity of available products in the target communities benefiting in the midst both the beneficiaries and the non-beneficiaries.

Agricultural inputs price increase

The price of the agricultural inputs is one of the crucial elements that generally affect the quantity and the quality of commodities that a given beneficiary can purchase with his/her voucher. In certain areas, the price of the agricultural inputs is so high - it impedes the quantity of fresh food products that can be bought by the beneficiaries. It also negatively affects the quality of the products; as the vendors tend to buy cheaper products that do not necessarily have the same qualitative values as the more expensive ones.

Natural shocks

Without any doubt, natural shocks have substantial influence on the available quantity of local products – especially the fresh foods. Certain participants of the focus group discussions mentioned that the long-lasting drought – due to the El Niño – that hit the country, is one of

the main factors that contributed to reduce the quantity of local products that the beneficiaries can buy with their vouchers.

Product scarcity

When the products are rare to find on the local markets, their price are increased and the food basket price of the beneficiaries suffer from price modifications. Fortunately, the Kore Lavi program has already put in a place a coping strategy that consists of linking the vendors with other producers from other regions. That coping strategy is paying in the sense that it slowed down the pronounced scarcity of local products on the local markets.

Staple food products storage and conditioning

The respect of the proper storage and conditioning principles – because of the program's intervention – reduces significantly losses and therefore ensure not only the quantity of available products; but also the quality of the products by protecting them from bugs and rodent's attacks. Thus, this element affects the quantity and the quality of the products that are more likely to be purchased by the program beneficiaries.

Fresh food products transportation and conditioning

In certain areas – especially those with poor agricultural performance – the transportation costs also contribute to diminish the volume of commodities that can be purchased by the vulnerable households. It has been found that program's staff carry out training on best conditioning practices to the benefit of the fresh food vendors. Those who faithfully put into practice their skills, are able to reduce losses that usually occur during transportation and conditioning and consequently ensure the availability of quantity and quality products. The vendors that do not follow the principles register losses and diminish the quantity and the quality of available products.

Question 2. - Determine the supply sources of the program vendors.

Besides the local markets, it has been noted that the vast majority of the vendors purchase their local products using other regional markets. The regional markets that are mostly likely used by the program's vendors for strategic products that are not available in their areas are the following:

Department	*Regional markets*
Centre	L'Estere, Pont-Sondé, Lascohabas, P-au-P, Kinscoff
Northwest	Grands marchés de l'Artibonite
Artibonite	Aux Poteaux, Pont Sondé, Estere, Jean Rabel, Baie de Heine
Southeast	Artibonite and other markets within the department
West	Cabaret, Arcahaie, Artibonite

Question 3. - Recommend the best strategies that can be used to create a network of local service providers across the different departments of the country.

To create a network of local service providers across the country in order to cope with certain local product scarcity and ensure the vouchers of the beneficiaries can be exchanged against local products, the following steps are to be envisioned:

- Facilitate the creation and/or reinforcement of association of producers in areas with high agricultural activities by actively working with the BAC the DDA and other partners that are involved in the agricultural sector. Among many other advantages, that initiative would allow the producers to:
    - Respond to high demands using bulk offers
    - Be better organized to respond effectively and efficiently to important demands
    - Have a single interface for the negotiations with the merchants and therefore reduce the transactions costs
    - Ensure a certain regularity in the supplying process of important stocks

- Create and or reinforce the network between the program's accredited vendors and the "Madame Sarah". That would allow:
    - A better negotiation of the products price with the local service providers
    - Active advocacy with local authorities to request better services pertaining to the agricultural sector
    - Transportation cost reduction by organizing bulk purchase
    - Decrease in security risks related to transportations

- ***Creation and/or reinforcement of networks of producers and vendors across the country –*** The study has revealed that the association of producers and local merchants/vendors are very rare – not to say inexistent – in certain areas. Whereas, they would be an important asset toward a better effectiveness in achieving the program results in particular. The action points would be to:
    - Sensitize the producers and the vendors of the importance of organizing themselves into associations and the numerous benefits that can derive from that initiative.
    - Inform the vendors and the producers of the approaches to undertake and link them with the government entities – such as the ministry of social affairs and labor and the ministry of women conditions and the right of women – toward securing their legal authorization permits.
    - Promote a mutual trust environment among the vendors and the producers

Question 4. - Assess and identify the products within the food basket that the recipients tend to buy the most specifically related to the fresh foods

Season	CENTRE			NORD-OUEST			ARTIBONITE		SUD-EST				OUEST
	Cerca Carvajal	Thomassique	Boucan Carre	Bombardopolis	Port-de- Paix	Mole Saint Nicolas	Gonaives	Anse Rouge	Grand Gosier	Anse a Pitres	Belle Anse	Cayes Jacmel	Anse a Galet et Pointe a Raquette
complete list of the most consumed foods	plantain	chayote	plantain	meat	plantain	vegetables	meat vegetables fish fruits vivres	vegetable	yam	yam	fish	yam	national rice
	sweet potato	cabbage	sweet potato	sorghum	fish	fish		fish	beans	plantain	plantain	plantain	chicken
	vegetables	carrot	taro	corn	vegetables	plantain		tubercle	cabbage	vegetables	yam	vegetables	beans
	meat	meat	chayote	sweet potato	meat	meat		beans	tomato	beans	potato	beans	flour
	cassava	plantain	eggplant	yam	sweet potato	sweet potato		plantain	plantain	potato	beans	potato	vegetables
The most consumed during the 1st season (January to May)	plantain	chayote	national rice	meat	plantain	plantain		tubercle	pigeon beans	yam	yam	beans	national rice
	sweet potato	sweet potato	plantain	sorghum	fish	vegetables		fish	corn	vegetables	vegetables	yam	corn
	cassava	cassava	sweet potato	beans	vegetables	fish		vegetable	cassava	plantain	plantain	plantain	pigeon beans
	vegetables	meat	corn	sweet potato	cassava	sweet potato		plantain	sweet potato	sweet potato	cassava	vegetables	flour
The most consumed during the 2nd season (June - December)	plantain	sweet potato	national rice	beans	plantain	plantain		vegetable	plantain	yam	fish	yam	vegetables
	sweet potato	cassava	plantain	corn	vegetables	fish		tubercle	vegetables	vegetables	yam	beans	goat's meat
	cassava	meat	sweet potato	meat	sweet potato	sweet potato		fish	beans	beans	beans	vegetables	orange
	vegetables	yam	corn	sorghum	meat	meat		plantain	sweet potato	sweet potato	sweet potato	sweet potato	
	meat	chayote		sweet potato	fish	vegetables			yam	plantain	plantain	cassava	

Concerning the food basket habit of the beneficiaries, a certain deficiency has been noticed – notably in the departments of Centre and Southeast. The paragraph below offers more details:

- *Cerca Carvajal - Thomassique - Bombardopolis*: a deficiency is observed in the consumption of fruits and vegetables. It is advisable to note that fruits and vegetables have a functional role (functional food), they bring into the body the elements, which we are unable to manufacture such as: (I) Fibers: Accelerate the intestinal transit, imply an effect of satiety and support the development of the intestinal flora (II) the minerals; (III) and the vitamins (C, B9, Beta-carotene…).

- *Boucan Carré - Grand Gosier – Cayes Jacmel*: Absence and /or insufficiency of animal and plant proteins in the list of the most consumed items within the food basket. Let us note that proteins represent food constructors. A diet rich in protein is crucial in particular for beneficiary's households where children are developing and maturing, and those with pregnancy and lactating women. Protein foods are useful to enhance the overall nutritional quality of the diet.

Comment :

- An insufficiency in the fruit consumption is noted on the near total of the 16 communes of intervention - except for Gonaives. The diet is relatively balanced in the communes that are not mentioned above.

- We should note that adequate intake of fruits and vegetables form an important part of a healthy diet and low intake constitute a risk factor for chronic diseases.

- Energy giving foods (cereals, plantains, tubers ...) are well served and valued by the beneficiaries in the different areas of the program. They are one of the nutrients that provide our bodies the most efficient fuel.

Recommendations:

- The Kore Lavi program should promote the consummation of a wide variety of fruits and vegetables, influence nutritional knowledge about them and consequently influence their intake.
- Work with the local authorities and community leaders in improving the hygiene conditions on the local markets
- Work closely with the local producers and the BAC to foster market linkages in order to cope with eventual product scarcity
- Improve rigorousness of the price control monitoring system to prevent market price distortion

Question 5. - Do the value and the composition of the food basket meet the needs of the household-based beneficiaries in term of the number of Kcal to be consumed on a daily basis?

In principle, the value of the food voucher is 25 USD, it should contribute to 25% in the monthly food consumption of the recipient according to the Kore Lavi program.
Given the food received by the households are in general shared with other members of their widened families, and since the value coupon in gourde is not automatically indexed with inflation which gallops at this stage, it is understood that the proportion of the voucher in the monthly consumption of the household is reduced.
Since the families contain on average six people, and that the requirements in Kcal for a person is around 2000 Kcal per day. Ceteris paribus, the requirements in kcal for a family per month thus amount to 360,000 Kcal based on the following calculation: 6*2000*30 = 360,000 Kcal.
According to the focus-groups, the families are fed by the voucher to the maximum of 6 days a month, following a rhythm of minimal consumption, which represents 6 days/30 days = 1/5 = 20% of the consumption per month.

Based on the above analysis that the voucher contributes to 20% of the monthly consumption, we do understand that the voucher covers 72,000 Kcal by family per month. We should note also the number of calories the body consumes in a day is different for every person. 2,000 calories is a rough average of what people eat in a day. However, your body might need more or less than 2,000 calories depending on such factors as height, weight, gender, and age and activity level.

In terms of the composition of the coupon, a more detailed analysis is made with regard to the contribution of the coupon for a food basket balanced by commune (question on the most popular foods). According to municipalities, certain groups of foods essential for the normal functioning of the organism have been found to be insufficient or absent.

Comments/recommendations:

Since the need for Kcal per day in the individual varies according to sex, age, person's activities, family composition (whether or not pregnant women, nursing mothers, children under 5 years of age). These parameters should be taken into account in the composition of the coupon offered in order to make the program more effective.

Question 6. - Determine the effect of the program activities on the availability of local products.

Except for the island of La Gonave where agricultural activities are quite weak, in all the other four departments, a significant increase in the availability of local products on the local markets has been observed. This observation is true for both the staple and fresh food products. The local rice from the department of Artibonite is the product that becomes the most abundant on the local markets. According to the FDG participants, before the program, the beneficiaries used to consume quasi exclusively imported rice. As for the fresh products, they become more available on the local markets; as the producers produce them a lot more than before.

In fact, the Kore Lavi program does not – in any way – contribute to the scarcity of local products in the areas of intervention. On the contrary, the local products become more and more available on the local markets. Nevertheless, during the voucher exchange period, the vendors tend to prioritize the program's beneficiaries over the non-beneficiaries. But overall, the program makes the local products more available. The consummation of local products is of a great importance to the areas where the program is being implemented and to the country at large. According to the participants of the FGD, the price of the products is becoming more affordable and that contributes to ease things for the most vulnerable, the people are better nourished with the use of local products, and the income of the local producers has been significantly improved.

Question 7. - Assess and recommend the best methodology/practice to improve the program's price control mechanism that aims at monitoring the market price to avoid unjustified inflation.

In all the communes that were included in the study, the vendors confirmed that the program has put in place a price control mechanism that allows the program's field agents to regularly

control the local market price in order to avoid price distortion. The social protection agents about week prior to the voucher exchange conduct a price survey and the vendors are required to post the price of the different food basket products for the exchange period. On top of that, the field agents oversee the voucher exchange and make sure that the agreed upon price is being followed.

However, the beneficiaries highlighted that some vendors bypass the price control mechanism by using fake measurements. In the Southeast department, the beneficiaries complain about the fake measurement used by some of the vendors. That problematic was brought to a focus group discussion with certain vendors. In a tentative to defend their actions, they pointed out that it is simply a strategy to cope with the late reimbursement of the program. In the commune of Anse-rouge, the vendors participating in the focus group discussion mentioned that they usually add 5 or 10 HTG on the price of each of the products to compensate their late payments.

While most the actors recognize the effectiveness of the price control mechanism; they believe that it should be more rigorous and thus involve other actors besides the APS.

Formula for price indexation
Following discussion with CARE staff, we understand that the Value of the Voucher has been adjusted three times for amounts totaling 1,100 Gourdes, 1,350 Gourdes, and 1,500 Gourdes respectively in order to take into account inflation and maintain the purchasing power granted by the 25 USD.

This indexation has been based on CNSA report and the increased prices recorded on the local markets.

In terms of formula for price indexation, we strongly recommend to adopt the formula of the exchange rate at the time of the voucher payment made in Haitian Gourdes to the vendors. This approach seems to be very simple, it is however the most effective to reflect the inflation trends.

This recommendation comes from discussion with a wide- range of Economists and Agricultural Economist, who believe that the theory of supply and demand is the reference to determine the price on the currency change market.
Given that a deflation phenomenon is rarely recorded in Haiti,, we do not anticipate in the coming months that the voucher's value in Gourdes might decrease in nominal value.

3.1. - Kore Lavi Staple food vendors

3.1.1. – Highlights for staple food vendors

In order to determine the effects of the social safety-net activities on the local market dynamic, on the local economy and on the community at large, it was important to take into account one

of the most important variables of interest which is the staple food vendors. It is worth mentioning that – judging by the field observations and secondary sources data – the staple food vendors are one of the crucial links that constitute the value chain of the Kore Lavi program's safety-net operationalization; as they absorb 66% of the total value of the voucher.

The majority of the interviewed staple food vendors – around 66% – reported that as a result of the program they now detain their legal authorization license (Patent), they benefit from regular training from the program's staff, they have access to bank account, they use receipts to record their transactions, and they are familiar with the e-platform technology. We shall note that the above-mentioned practices were not common among the vendors before the arrival of the program. As a matter of fact, we found out that some vendors refused to integrate the program because of the tough requirements.

It is has been noticed that the program's accredited vendors have increased their storage capacities, stocked their products in better hygiene conditions, diversified their product lines, hired part time and permanent workers, and most of all they have paid more taxes to the local government officials. Regardless of shortage and increased demand, the program's vendors have managed to stock enough commodities and work out supply chain. As a matter of fact, the stock capacities have significantly increased as a result of the program's intervention. The study also revealed that the vendors do not only sell their products to the safety-net beneficiaries; but to the entire community (beneficiaries & non-beneficiaries) at the same price.
Descriptive statistics revealed that before the arrival of the program, the median capital of the vendors ranged between 30,000 and 75,000 Haitian gourdes (HTG); whereas with the arrival of the program the current median capital ranges between 150,000 HTG and 300,000 HTG.

3.1.2. – Detailed findings derived from the staple food vendors' quantitative data

This section of the report presents in-depth critical analysis that was carried out on the staple food vendors' quantitative data.

The table below indicates that the percentage of staple food vendors that belong to an association of merchants is very weak. In fact, only 7 of the 26 interviewed vendors said to be members of an association of vendors. This weak percentage can be explained by the fact that the merchants are not used to such practices; as they did not have such clientele. Since they are now partners of the Kore Lavi program, they strive to envision any type of positive strategies that can allow them to respond to the program's requirement and to reduce their expenses.

Table 1: Are you a member of an association of Merchants?

Are you a member of an association of Merchants?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
No	5.3%	15.8%	26.3%	31.6%	21.1%	19
Yes	14.3%	14.3%	14.3%	.0%	57.1%	7
Total number of respondents	2	4	6	6	8	26

Source: Survey data – produced by the consultancy team

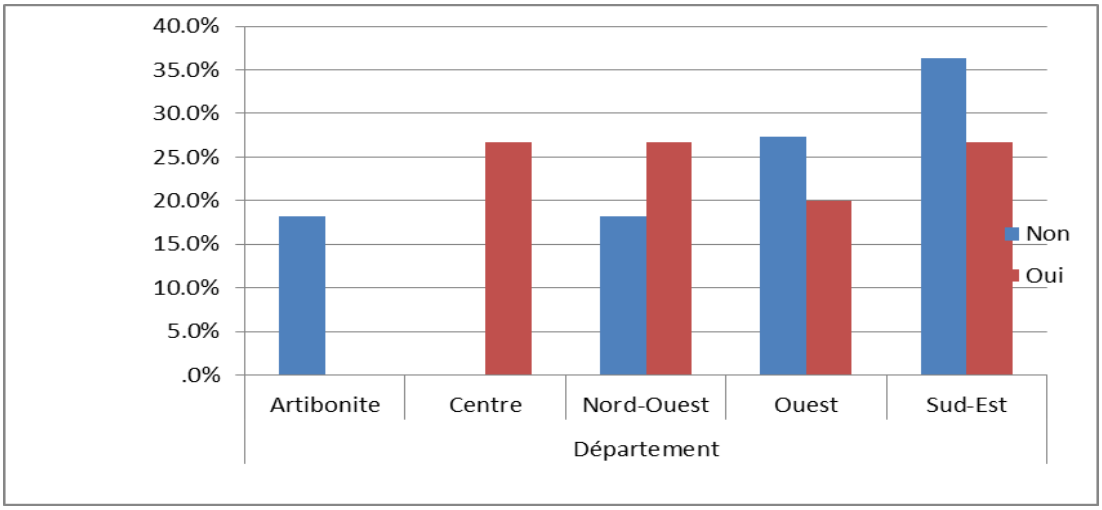
Table 2: Are you in direct contact with an association of producers in your area?

Are you in direct contact with an association of producers in your area?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
No	10.5%	21.1%	31.6%	15.8%	21.1%	19
Yes	.0%	.0%	.0%	42.9%	57.1%	7
Total number of respondents	2	4	6	6	8	26

Source: Survey data – produced by the consultancy team

Overall, 26.9 % of the interviewed staple food merchants are in contact with an association of producers. The southeast department detains 57.1% of this total percentage. Please note in certain areas, there are no associations of producers. And based upon field observations and the focus group discussions, the majority of the vendors are compelled to reach out to other producers in other regions in order to cope with the bad performance of the agricultural endeavors due to the long-lasting drought.

Figure 1: Do you organize yourselves in group when making your purchase?



Besides the department of Artibonite, it has been noted that the vendors from the other four (4) departments organize themselves in group when making their purchase. In fact, 57% of the interviewed vendors said to have made their purchased in group. According to the FGD participants, this initiative allows them to reduce the costs that occurred during transportation. For instance, they usually rent a big truck together in order to transport their merchandise and they share the cost responsibilities.

Table 3: Have you observed the creation of new associations of merchants with the arrival of the program?

Have you observed the creation of new associations of merchants with the arrival of the program?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
No	12.5%	12.5%	12.5%	37.5%	25.0%	16
Yes	.0%	20.0%	40.0%	.0%	40.0%	10
Total number of respondents	2	4	6	6	8	26

Source: Survey Data – Produced by the consultancy team

Up to 38. 4 % of the interviewees have observed the creation and/or reinforcement of new associations of merchants because of the program's implementation – especially in the department of Northwest and Southeast. Among other advantages, this initiative allows them to make grouped purchase and consequently reduce their transportation expenses. However, this initiative may not be too beneficial for the beneficiaries; as those vendors can also put their heads together to adjust the price of their commodities to their advantage.

Table 4: Have you increased your commodity stock due to the effect of the program?

Have you increased your commodity stock due to the effect of the program?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
No	.0%	.0%	.0%	.0%	100.0%	2
Yes	8.3%	16.7%	25.0%	25.0%	25.0%	24
Total number of respondents	2	4	6	6	8	26

Source: Survey data – produced by the consultancy team

Based on the above table, the majority – 92.3% – of the interviewed staple food vendors recognized a significant increase of their supplying stock as a result of the program's intervention.

Table 5: Has your purchase frequency increased with the program?

Has your purchase frequency increased with the program?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
No	16.7%	16.7%	33.3%	.0%	33.3%	6
Yes	5.3%	10.5%	21.1%	31.6%	31.6%	19
Total number of respondents	2	3	6	6	8	25

Source: Survey data – produced by the consultancy team

Once again – based on the figures listed in the table above – 76% of the total respondents said that the program has an impact on their purchasing frequency. The remaining 24% of the respondents have not increased their buying frequency; however, they have increased significantly the volume of their purchase in the spirit of reducing transportation costs. Albeit some of them have registered losses due to poor storage conditions which constitutes for them an ongoing fight/battle.

Table 6: Do you change your source of supply in periods of scarcity?

Do you change your source of supply in periods of scarcity?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
No	12.5%	.0%	12.5%	12.5%	62.5%	8
Yes	5.6%	22.2%	27.8%	27.8%	16.7%	18
Total number of respondents	2	4	6	6	8	26

Source: Survey data – produced by the consultancy team

It has been revealed that the majority (69%) of the vendor's cope with product scarcity by using other regional markets. This constitutes a suitable strategy allowing them to respond to the program's requirement as per the food basked composition. The participants of the focus group discussions have thus mentioned that some vendors do not make purchase in other regional markets in period of scarcity due to the size of their enterprise – which is relatively small – and their business capital. Their capacities to serve the program's beneficiaries are also limited as opposed to other staple food vendors.

Table 7: Do you make purchase in other regions with the program?

Do you make purchase in other regions with the program?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
No	.0%	.0%	33.3%	.0%	66.7%	3
Yes	8.7%	17.4%	21.7%	26.1%	26.1%	23
Total number of respondents	2	4	6	6	8	26

Source: Survey data – produced by the consultancy team

The staple food merchants had the habit to frequent other regional markets to make their purchase. However, 11.5% of the interviewed vendors recognized that the Kore Lavi program has reinforced that habit. By the same token, it is important to note that 33.3% of the Northwest respondents and 66.7% of the Southeast respondents said to make their purchase locally. According to the participants of the focus group discussions, certain products – such as beans and maize – are found locally in the departments of Northwest and Southeast.

\

Table 8: What is your primary source of supply with regards to the Kore Lavi food basket composition?

What is your primary source of supply with regards to the Kore Lavi food basket composition?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
Farmer's garden at the commune level	.0%	.0%	.0%	16.7%	.0%	1
Local markets	.0%	75.0%	50.0%	33.3%	25.0%	10
Local markets from other communes	100.0%	25.0%	50.0%	50.0%	75.0%	15
Total	100.0%	100.0%	100.0%	100.0%	100.0%	26

Source: Survey data – produced by the consultancy team

Based upon the above table, in general about 58% of the interviewed staple food vendors purchase their products from other local markets in other communes within the same department. In fact, besides the department of Centre, more than 50% of the vendors in the other four departments make purchase in other communes.

According to the FGD participants, this trend can be explained by the fact that most of the food basket commodities required by the program are not available locally. Because of that, certain staple food vendors are compelled to consider other markets outside of their areas. For instance, the majority of the targeted communes do not produce local rice; whereas rice is one of the most consumed commodities within the food basket.

Table 9: Among the food basket commodities, which ones did you use to sell before the program?

Among the food basket commodities, which ones did you use to sell before the program?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
Local rice	100.0%	25.0%	100.0%	33.3%	75.0%	17
Beans	.0%	50.0%	.0%	.0%	25.0%	4
Corn/Maize	.0%	.0%	.0%	16.7%	.0%	1
Sorghum	.0%	.0%	.0%	16.7%	.0%	1
Vegetable Oil	.0%	25.0%	.0%	.0%	.0%	1
Flour	.0%	.0%	.0%	33.3%	.0%	2
Total	100.0%	100.0%	100.0%	100.0%	100.0%	26

Source: Survey Data – produced by the consultancy team

The above table offers an interesting picture of the commodities that are included in the safety-net food basket; that the vendors used to sell prior to the arrival of the program.

Table 1: Do you increase the variety of your staple food products with the program?

Do you increase the variety of your staple food products with the program?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
No	7.1%	14.3%	28.6%	28.6%	21.4%	14
Yes	9.1%	18.2%	18.2%	18.2%	36.4%	11
Total number of respondents	2	4	6	6	7	25

The Kore Lavi program seems to have brought changes in term of diversification of the available products on the local markets. This claim is being corroborated by 44% of the interviewed staple food vendors. It is worth noting that – according to some merchants, beneficiaries and producers that participated in a focus group discussion – in certain communes of the Northwest department, before the arrival of the program, well-off people with high incomes in the communities mainly consumed the local rice. The program has thus allowed the most vulnerable to purchase local rice. In the midst, the program has stimulated the availability of a wide variety of local products on the local markets. On top of that, the program has influenced positively the diet of both the beneficiaries and non-beneficiaries (the community at large).

Table 2: Has your sale increased with the arrival of the program?

Has your sale increased with the arrival of the program?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
Yes	8.0%	16.0%	24.0%	24.0%	28.0%	25
Total number of respondents	2	4	6	6	7	25

Source: Survey Data – produced by the consultancy team

Unanimously, all the 25 interviewed staple food merchants recognized that they have registered an unprecedented increase in their sale volume as a result of the program's intervention. Their clientele is becoming more important as opposed to before the arrival of the program and the demand is pretty stable. The same observations have been made during the focus group discussions.

Table 3: how do you think your sale varies?

	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
No change	.0%	100.0%	.0%	.0%	.0%	1
Slightly increase	12.5%	.0%	37.5%	37.5%	12.5%	8
half increase	.0%	.0%	.0%	50.0%	50.0%	4
Doubled	.0%	27.3%	27.3%	9.1%	36.4%	11
More than doubled	100.0%	.0%	.0%	.0%	.0%	1
Total number of respondents	2	4	6	6	7	25

Source: Survey Data – produced by the consultancy team

About a half of the interviewed staple food merchants considered that their usual sales have doubled with the arrival of the program by simply comparing their sales before and during the program's implementation. This survey result has just confirmed the perceived tendency during the focus group discussion pertaining to sale increase.

Table 4: Do you sell more easily your products with the arrival of the program?

Do you sell more easily your products with the arrival of the program?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
Yes	8.3%	16.7%	25.0%	20.8%	29.2%	24
Total number of respondents	2	4	6	5	7	24

Source: Survey Data – produced by the consultancy team

Once again, this table has just confirmed a result that was obtained during the focus group discussions. 100% of the survey total respondents recognized that besides the increase of the sale volume and the diversification of staple foods, the kore lavi program has tremendous effects on the sale flow of the products.

Table 5: Have you observed the integration of new vendor in business of staple food commodities with the program arrival?

Have you observed the integration of new vendor in business of staple food commodities with the program arrival?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
No	18.2%	18.2%	18.2%	36.4%	9.1%	11
Yes	.0%	14.3%	28.6%	14.3%	42.9%	14
Total number of respondents	2	4	6	6	7	25

Source: Survey Data – produced by the consultancy team

Except for the department of Artibonite, an increase in the number of staple food vendors has been registered according to the participants of the focus group discussions. In fact, 56% of the survey interviewees have observed that new local entrepreneurs undertaking the sale of staple food commodities because of the program's intervention. This intensifies the local market activities and contributes to improve the local economy.

Table 6: Do you store your products in better hygiene conditions with the arrival of the program?

Do you store your products in better hygiene conditions with the arrival of the program?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
No	20.0%	40.0%	40.0%	.0%	.0%	5
Yes	5.0%	10.0%	20.0%	30.0%	35.0%	20
Total number of respondents	2	4	6	6	7	25

Source: Survey data – produced by the consultancy team

Around 80% of the interviewed staple food vendors said to have stored their commodities in better hygiene conditions because of the program's intervention. The FGD participants have

associated this good practice with the ongoing sensitization campaign conducted by the program's network of field. Field observations also revealed that the vendors store their merchandise in better hygiene conditions.

Table 7: Did you borrow money from a given financial institution (IMF, VSLA) with the program's arrival?

Did you borrow money from a given financial institution (IMF, VSLA) with the program's arrival	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
No	.0%	.0%	16.7%	50.0%	33.3%	12
Total	8.0%	16.0%	24.0%	24.0%	28.0%	25
Total number of respondents	2	4	6	6	7	25

Source: Survey Data – produced by the consultancy team

The above table indicates that about 50% of the interviewed staple food merchants have borrowed money from financial institutions because of the program's intervention. During focus group discussions, it is found out that a significant percentage of those loans are from the village saving and loan associations created with the assistance of the program.

Table 8: Have you extended the storage capacities of your shop with the program?

Have you extended the storage capacities of your shop with the program?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
No	.0%	20.0%	20.0%	40.0%	20.0%	5
Yes	10.0%	15.0%	25.0%	20.0%	30.0%	20
Number of respondents	2	4	6	6	7	25

Source: Survey Data – produced by the consultancy team

Up to 80% of the interviewed stapled food merchants recognized to have extended their shop capacities with the arrival of the program. All the interviewed vendors of Artibonite support this assertion.

Table 9: Have you established a new shop or storage facility with the program's arrival?

Have you established a new shop or storage facility with the program's arrival?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
No	5.6%	11.1%	22.2%	33.3%	27.8%	18
Yes	14.3%	28.6%	28.6%	.0%	28.6%	7
Total	8.0%	16.0%	24.0%	24.0%	28.0%	25
Number of respondents	2	4	6	6	7	25

Source: Survey Data – produced by the consultancy team

According to the above table, the program has encouraged the establishment of new shops and storage facilities in the target communities – especially in the department of Centre, Southeast and the island of La Gonave.

Table 10: Have you employed new workers with the program's arrival?

Have you employed new workers with the program's arrival?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
No	20.0%	.0%	40.0%	.0%	40.0%	5
Yes	5.0%	20.0%	20.0%	30.0%	25.0%	20
Number of respondents	2	4	6	6	7	25

Source: Survey data – produced by the consultancy team

The program has also contributed to the creation of new temporary jobs in the communities. For instance, 20 out of the 25 interviewed vendors confirmed to have created new jobs in the communities. The participants of certain focus group discussions who said that during the period of voucher exchange, they are compelled to hire part time workers to help them serve the program's beneficiaries in a timely fashion have also confirmed this information. However, there are no indications that those vendors will be able to keep those employments beyond Kore Lavi.

Table 11 Does your price range differ from that of the non-kore lavi vendors?

Does your price range differ from that of the non-kore lavi vendors?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
No	10.5%	15.8%	21.1%	31.6%	21.1%	19
Yes	.0%	16.7%	33.3%	.0%	50.0%	6
Total	8.0%	16.0%	24.0%	24.0%	28.0%	25
Number of respondents	2	4	6	6	7	25

Source: Survey Data – produced by the consultancy team

Up to 76% of the staple food merchants said that their price range does not differ from the local market price. See above table for more details. During the focus group discussion, we raised the question with the aim to dive deeply into determining the reasons why some vendors do not systematically use the same price when selling the products to the beneficiaries and the non-beneficiaries of the Kore Lavi program. According to the FDG participants, the price difference is due to the fact that the Kore Lavi transactions are done on credit and it takes them more than 22 days to get reimbursed. They consider that as a strategy to respond to their loan obligations.

Table 12 : What was your business capital before and during the program?

What is your business capital before and during the program?	Department										Total
	Artibonite		Centre		Northwest		West		Southeast		
	Before	After	Before	After	Before	After	Before	After	Before	After	
Between 30,000 and 75,000 HTG	0 %	0%	20%	0%	60%	0%	0 %	0%	20%	0%	5
Between 75,000 and 150,000 HTG	40%	0%	20%	0%	0%	66 %	40 %	0 %	0 %	33%	5
Between 150,000 and 300,000 HTG	0.00 %	25.00 %	22.20%	75.00%	22.20%	0.00 %	33.30%	0.00%	22.20%	0.00%	9
Between 300,000 and 500,000 HTG	0.00 %	14.30 %	0.00 %	14.30%	33.30%	28.60%	33.30%	14.30 %	33.30%	28.60 %	3
More than 500,000 HTG	0.00 %	0.00%	0.00 %	0.00 %	0.00 %	10.00%	0.00 %	50.00 %	100.00%	40.00 %	3
Total	8.00 %	8.00%	16.00%	16.00%	24.00%	24.00%	24.00%	24.00 %	28.00%	28.00 %	25
Total # respondents	2	2	4	4	6	6	6	6	7	7	25

Source: Survey data – produced by the consultancy team

We observe that the business capital intervals increase during the program for a large part of vendors compared to the initial situation before the arrival of the program in the 5 geographic

departments. In Artibonite, we have respectively 25% and 14.30 % of vendors who newly manage after the program a larger business capital between 150,000 and 300,000 HTG, and between 300,000 and 500,000 HTG, whereas no-vendor was in these intervals before the program.

For Centre and Northwest, we observe respectively 14.30 % and 10% of vendors who newly manage after the program a larger business capital in the intervals between 300,000 and 500,000 HTG and more than 500,000 HTG, whereas 0% before the program.

Table 13 : Has your profit increase?

Has your profit increase?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
No	.0%	100.0%	.0%	.0%	.0%	1
Yes	8.3%	12.5%	25.0%	25.0%	29.2%	24
Total	8.0%	16.0%	24.0%	24.0%	28.0%	25
Number of respondents	2	4	6	6	7	25

Source: Survey data – produced by the consultancy team

For 96% of the interviewed staple food merchants, their profits have significantly increased because of the program's intervention. According to the participants of certain focus group discussions, the sale volume is the key element behind this tremendous increase.

Table 14 : In what way do you think that your profits have varied?

In what way do you think that your profits have varied?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
No change	.0%	100.0%	.0%	.0%	.0%	1
Slightly increased	16.7%	8.3%	16.7%	41.7%	16.7%	12
half increased	.0%	25.0%	50.0%	25.0%	.0%	4
Doubled	.0%	14.3%	28.6%	.0%	57.1%	7
More than doubled	.0%	.0%	.0%	.0%	100.0%	1
Total number of respondents	2	4	6	6	7	25

Source: Survey Data – produced by the consultancy team

Seven (07) out the 25 staple food vendors, around 28% of the total respondents, believe that their profits have doubled after the program. These interviewees are mostly located in the Southeast and Northwest respectively at 57.1 and 28.6%.

Table 15: Did you have legal business permit before the program?

Did you have legal business permit before the program?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
No	.0%	.0%	50.0%	.0%	50.0%	2
Yes	8.7%	17.4%	21.7%	26.1%	26.1%	23
Number of respondents	2	4	6	6	7	25

Source: Survey Data – produced by the consultancy team

Up to 92% of the respondents had already detained their legal business permit before the arrival of the Kore Lavi program. Having a patent entails that the business pays its regular taxes. With regard to building capacities of the program's vendors, we need to highlight the whole business formalization process - in addition to the detention of patent - and the reinforcement of the institutional capacities of the program's vendors. Based on statements in the focus group, it is worth mentioning that the vendors benefited continued training, they use receipts to record their transactions and they are using new communication technology.

Table 16 : Are you able to address your basic household needs because of the program's intervention?

Are you able to address your basic household needs because of the program's intervention?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
Yes	8.0%	16.0%	24.0%	24.0%	28.0%	25
Total	8.0%	16.0%	24.0%	24.0%	28.0%	25
Total number of respondents	2	4	6	6	7	25

Source: Survey Data – produced by the consultancy team

Unanimously, all the vendors recognized that the program has allowed them to address their basic household needs such as: food security, education and health fees.

Table 17: Are you satisfied with the Kore Lavi program?

Are you satisfied with the Kore Lavi program?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
Yes	8.0%	16.0%	24.0%	24.0%	28.0%	25
Number of respondents	2	4	6	6	7	25

Source: Survey Data – produced by the consultancy team

All the interviewed vendors have proudly voiced their degree of satisfaction to the Kore Lavi program.

Table 28: How do you use the profits that you generate because of the program's activities?

How do you use the profits that you generate because of the program's activities?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
Household feeding	50.0%	.0%	66.7%	.0%	100.0%	12
Education fees	.0%	50.0%	16.7%	50.0%	.0%	6
Reinvestment in the business	.0%	25.0%	16.7%	50.0%	.0%	5
Construction/house rental/house rehabilitation	50.0%	25.0%	.0%	.0%	.0%	2
Total	100.0%	100.0%	100.0%	100.0%	100.0%	25

Source: Survey Data – produced by the consultancy team

The above table indicates that the benefits generated by the vendors are multipurpose. Except for the departments of Centre and West, in general the majority of the interviewed vendors said that the profits generated through the program's intervention are mainly used to cover expenses related to household food security. In the department of West, 50% of the respondents said that they used their benefits to cover school fees. Some others have reinvested their profits in the business operations.

3.2. - Kore Lavi fresh food vendors

3.2.1. – Highlights for fresh food vendors

The main goal of the MAST-led social safety net is to ensure that the vulnerable households have access to diversified, local and nutritious food. With that being said the second variable of interest concerns the "fresh food" vendors. The latter is mainly responsible to facilitate the exchange of the fresh food paper vouchers against vegetables, root crops, fish, and meats.

Let us note that 56% of the interviewed fresh food vendors are members of associations of local producers and consequently used the products that they produced on their gardens to sell on the local markets. They reported that the Kore Lavi program has helped them securing a more stable clientele and thus generating more benefits. They have also witnessed the establishment of new association of local producers as a result of the program. Albeit the majority of the fresh food vendors are members of associations of local producers, that does not prevent them to have constant contact with other producers from other regions in order to compensate for any eventual product shortage. Their stock of products is (at the midst) maintained in better hygiene conditions.

The fresh food vendors recognize that their stock alone with their weekly sale have substantially increased with the arrival of the program in their communities. While the majority of them reported to have sufficient fresh products to satisfy the needs to the consumers, others deem it is necessary to reach out to other local and regional markets to replenish their stocks. The fresh food vendors also reported the fact that there are more activities on the local market; as the program fosters certain stability in the demand – pertaining to the number of consumers that frequent the local market on a weekly basis. According to them, the number of local vendors that frequent the market has also been increased significantly. That enables them to hire part time workers (mostly family labor).

While the majority of them confirmed that their product price is standard across the beneficiaries and the non-beneficiaries, an important percentage of them revealed that their product prices differ among the beneficiaries and the non-beneficiaries; due to some delay in the payment of the merchants in some program areas, the prices applied for beneficiaries are indexed accordingly. For the same reason, they have also pointed out the fact that they pay more taxes because of the program's intervention.

3.2.2. – Detailed results derived from the fresh food vendors' quantitative data

Overall, 97.1% of the respondents confirmed to have already had an ID card prior to the arrival of the program as shown in the table below.

Table 29: Did you have an ID prior to the arrival of the program?

Did you have an ID prior to the arrival of the program?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	.0%	33.3%	33.3%	.0%	33.3%	3	2.9
Yes	18.2%	20.2%	27.3%	9.1%	25.3%	99	97.1
Total number of respondents	18	21	28	9	26	102	100

Source: Survey data – produced by the consultancy team

Based upon the content of the table it is obvious that the majority of the fresh food – specially the Northwest department (27.3%) vendors have already possessed an ID card prior to the program's arrival.

Table 30: Are you a member of an association of Merchants?

Are you a member of an association of merchants?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	20.0%	6.7%	40.0%	17.8%	15.6%	45	44.1
Yes	15.8%	31.6%	17.5%	1.8%	33.3%	57	55.9
Total number of respondents	18	21	28	9	26	102	100

Source: Survey data – produced by the consultancy team

If we refer to the table above, 55.9% of the interviewed fresh food vendors are members of an association of merchants. Among others, that allows them to reduce transportation costs when purchasing their local products and thus reinforce their business bonds.

Nonetheless, we shall note that, the departments of Southeast and Centre have the highest percentage of fresh food vendors that belong to an association of merchants with respectively 33.3% and 31.6%.

According to the below table, 52.9% of the interviewed fresh food vendors are fully convinced that the program has contributed greatly to the creation and/or reinforcement of new association of vendors.

Table 31: Have you observed the creation of new association of merchants because of the program's implementation?

Have you observed the creation and/or reinforcement of new association of merchants because of the program's implementation?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	18.8%	8.3%	41.7%	18.8%	12.5%	48	47.1
Yes	16.7%	31.5%	14.8%	.0%	37.0%	54	52.9
Total number of respondents	18	21	28	9	26	102	100

Source: Survey data – produced by the consultancy team

It is useful to point out that more associations of merchants were created in the departments of Southeast and Centre with respectively 37.0% and 31.5%.

The below graph pinpoints clearly the departments within which the fresh food vendors reach out to other associations of producers in other regions to purchase their products and replenish their stock. The visual representation also allows us to deduct that the majority of the southeast vendors purchase their stock from other producers in other regions.

Figure 2 : Are you linked with producers 'associations for supplying?

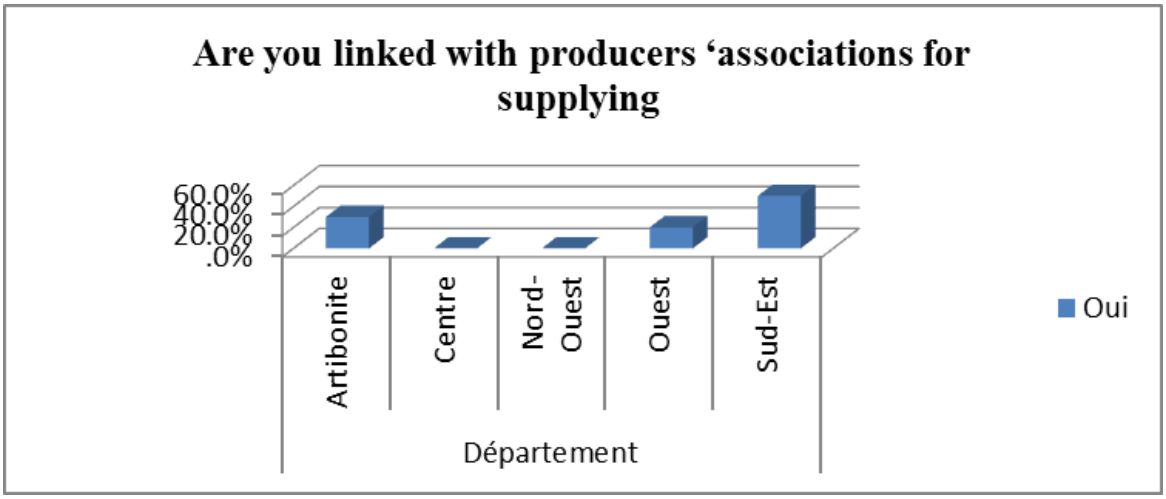


Table 32: Has your supplying fresh food stocks increased because of the program implementation?

Has your supplying fresh food stocks increased as a result of the program implementation?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	35.7%	.0%	64.3%	.0%	.0%	14	13.7
Yes	14.8%	23.9%	21.6%	10.2%	29.5%	88	86.3
Total number of respondents	18	21	28	9	26	102	100

Up to 85% of the interviewed fresh food vendors reported with satisfaction that their supplying fresh food stocks have significantly increased because of the program's intervention. The above table offers more details.

If we take a close look at the table, we will notice that the Southeast department has the highest percentage – 29.5% – about the increase of fresh food stock from the vendors' side because of the program's intervention.

Consequently, 77.4% of the respondents have confirmed that their purchasing frequency has increased with the arrival of the Kore Lavi program. Once again, the southeast detains the highest percentage with 32.9%.

Table 33: Has your purchasing frequency increased because of the program intervention?

Has your purchasing frequency increased as a result of the program intervention?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	17.4%	17.4%	56.5%	8.7%	.0%	23	22.5
Yes	17.7%	21.5%	19.0%	8.9%	32.9%	79	77.5
To number of respondents	18	21	28	9	26	102	100

Source: Survey Data – produced by the consultancy team

Table 34: What is your primary supply source concerning the program's food basket commodities?

What is your primary supply source for the program's food basket commodities?	Department				
	Artibonite	Centre	Northwest	West	Southeast
Locally	100.0%	81.0%	78.6%	55.6%	92.3%
Other areas	.0%	19.0%	21.4%	44.4%	7.7%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Survey Data – produced by the consultancy team

The above table indicates that the vast majority of the interviewed fresh food vendors make their purchase locally as opposed to other areas. Except for the West department where local agricultural production seems to be quite weak.

Table 35: Have you purchased your commodities in other regions with the program's arrival?

Have you purchased your commodities in other regions with the program's arrival?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	16.2%	20.3%	31.1%	9.5%	23.0%	74	72.5
Yes	21.4%	21.4%	17.9%	7.1%	32.1%	28	27.5
Total number of respondents	18	21	28	9	26	102	100

Source: Survey data – produced by the consultancy team

The interpretation of the table above allows us to conclude that the program has – in a certain way – encouraged the vendors to replenish their stocks using other regional markets. While the majority (72.5%) of them purchases their commodities locally, some do reach out to other regional market – especially during periods of scarcity. Among the frequented markets we can name the markets of l'Esthere, Artibonite, Kenscoff, Lascahobas, Baie de Henne and Port-au-Prince.

Table 36: Among the fresh food products that compose the food basket, which ones did you use to sell before the arrival of the program?

Among the fresh food products that compose the food basket, which ones did you use to sell before the arrival of the program?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
Vegetables	38.9%	38.1%	35.7%	33.3%	11.5%	31
Fruits	.0%	.0%	3.6%	.0%	.0%	1
Meat	55.6%	42.9%	35.7%	55.6%	26.9%	41
Fish	.0%	4.8%	10.7%	.0%	7.7%	6
Root crops	.0%	9.5%	7.1%	11.1%	50.0%	18
Others	5.6%	4.8%	7.1%	.0%	3.8%	5
Total	100.0%	100.0%	100.0%	100.0%	100.0%	102

Source: Survey data – produced by the consultancy team

The above table indicates that selling practices of the fresh food vendors are in accordance with the program's food basket composition. However, with the arrival of the program, certain local authorities (namely the BAC) have noticed a proliferation of vendors that are specialized in selling meats.

Table 37: Have you increased the diversification of your product as a result of the program's intervention?

Have you increased the diversification of your product because of the program's intervention?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	26.2%	10.8%	32.3%	12.3%	18.5%	65	63.7
Yes	2.7%	37.8%	18.9%	2.7%	37.8%	37	36.3
Total # of respondents	18	21	28	9	26	102	100

Source: Survey Data – Produced by the consultancy

It should be note that the program has brought new market dynamics to the local communities by encouraging certain fresh food vendors to diversify their product with regards to the food basket composition. In fact, 36.3% of the total respondents reported to have diversified their

product lines because of the program's intervention. Note one more time that the departments of Southeast and Centre have the highest percentage with respectively 37.8%.

Table 38: Has your sale increased with the arrival of the program?

Has your sale increased with the arrival of the program?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	20.0%	.0%	80.0%	.0%	.0%	5	5
Yes	16.8%	22.1%	25.3%	9.5%	26.3%	95	95
Total number of respondent	17	21	28	9	25	100	100

Source: Survey Data – produced by the consultancy team

Due to the fact that with the arrival of the program the vendors are able to sell more easily their products, 95% of the interviewed fresh food vendors confirmed that their sales have significantly increased during the course of the program's intervention. Among the five (5) geographic departments, the southeast has the highest percentage (26.3%) of favorable respondents. According to some recording testimonies during some focus groups, some vendors have even doubled their sale during the voucher exchange. See above table for more details.

Among the interviewed fresh food vendors 34% confirmed that their sales have doubled with the arrival of the program. In that percentage, the vendors of the department of Centre detain 37.1% alone. The table bellows speaks more clearly:

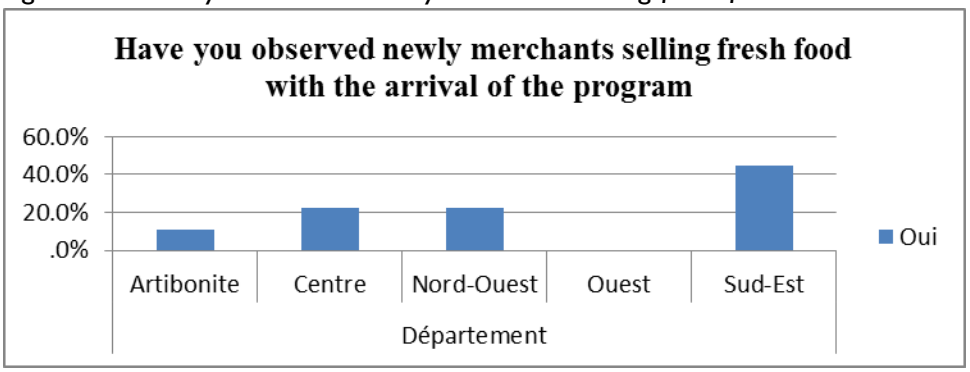
Table 39: How do you think that your sales have varied because of the program's intervention?

How do you think that your sales have varied because of the program's intervention?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
Diminution	.0%	.0%	100.0%	.0%	.0%	1	0.9
No Change	50.0%	.0%	50.0%	.0%	.0%	2	2
Slightly increased	20.8%	8.3%	33.3%	25.0%	12.5%	24	23.7
An increase in about a half	17.1%	14.3%	28.6%	5.7%	34.3%	35	34.7
Doubled	17.1%	37.1%	22.9%	2.9%	20.0%	35	34.7
More than doubled	.0%	25.0%	.0%	.0%	75.0%	4	4
Total number of respondents	18	21	28	9	25	101	100

Source: Survey Data – produced by the consultancy team

The below graph has allowed us to deduct that new merchants have integrated the sale of fresh food products. In fact, 26% of the interviewed vendors said to have observed new merchants integrate the fresh food sale activities. The southeast has the highest percentage (44.4%). Other than the departments of Artibonite and the island of La Gonave, all the respondents have observed an increase in the fresh food vendors. It is worth mentioning that a good quantity of vendors confirmed that the local market has been revitalized; as there are more products on the market, the purchasing power of the consumers has increased, there are more vendors that frequent the markets on permanent basis; and the local authorities perceive more taxes than before.

Figure 3 : Have you observed newly merchants selling fresh food with the arrival of the program?



Thanks to the arrival of the Kore Lavi program, the fresh food products are kept in better hygiene conditions. This affirmation is confirmed by 70% of the interviewed fresh food vendors. Among the respondents, 34.7% are based in the southeast department. This information has been corroborated by the results of the focus group discussions during which the participants noted that as a result of the program's intervention the transportation and the conservation of the fresh food products respect the hygiene norms. Except for the vendors of the northwest department who believe that more assistance must be given to the fresh food vendors in term of materials to foster the respect of the hygiene conditions.

Table 40: Among the fresh food products, which ones do the beneficiaries buy the most.

Among the fresh food products, which ones do the beneficiaries buy the most.	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
Vegetables	44.4%	42.9%	42.9%	44.4%	12.5%	36
Fruits	.0%	4.8%	.0%	.0%	.0%	1
Meat	55.6%	38.1%	35.7%	44.4%	25.0%	38
Fish	.0%	.0%	10.7%	11.1%	.0%	4
Roots crops	.0%	14.3%	10.7%	.0%	62.5%	21
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100

Source: Survey Data – produced by the consultancy team

The figures in the table above clearly indicate that Meat, vegetables and root crops constitute the preference of the program beneficiaries. In fact, the demand for vegetables and meat represent 100% across all the five (5) departments. Please note that the demand for root crops for the southeast department represents 62.5%.

Table 4118: With the arrival of the program, do you keep the fresh food products in better hygiene conditions?

With the arrival of the program, do you keep the fresh food products in better hygiene conditions?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	17.2%	27.6%	51.7%	3.4%	.0%	29	28.7
Yes	18.1%	18.1%	18.1%	11.1%	34.7%	72	71.3
Total number of respondents	18	21	28	9	25	101	100

Source: Survey Data – produced by the consultancy team

Up to 38% of the total respondents said to have borrowed money from VSLA and Microfinance institutions in order to increase their fresh food product stock because of the program intervention. The departments of Centre and Northwest detain the highest percentage concerning this matter (respectively 34, 2%). It should also be note that the majority (91.1%) of the fresh food vendors recognized that the sales have significantly increase because of the Kore Lavi implementation. The below graph offers more details:

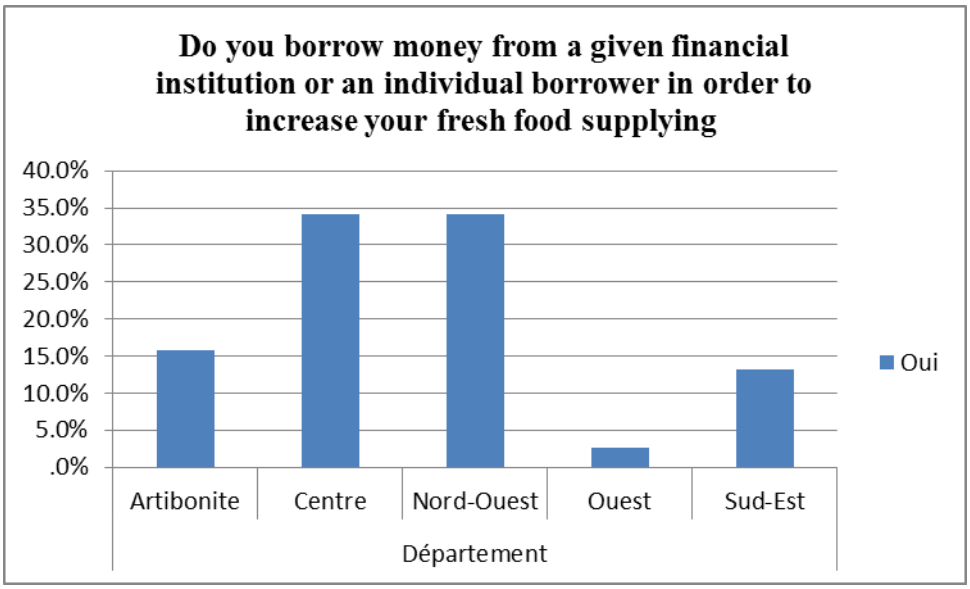
Table 42: What types of fund that you use do finance your business activities?

What types of fund that you use do finance your business activities?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
Own funds	77.8%	66.7%	82.1%	100.0%	60.0%	75
Loan	22.2%	33.3%	17.9%	.0%	36.0%	26
Total	100.0%	100.0%	100.0%	100.0%	100.0%	101

Source: Survey Data – Produced by the consultancy team

Among the 101 interviewed fresh food merchants, 74% use their own funds to finance their business activities. The other 26% use loans – mainly from the village saving and loan associations created with the assistance of the Kore Lavi program.

*Figure 4 : Do you borrow money from a given financial institution or an individual borrower in order to increase your fresh food supplying***?**



According to 91.1% of the total respondents, the sale volume has significantly increased with the arrival of the Kore Lavi program. Among the five (5) geographic departments, the Northwest and the Southeast have the highest percentage (23.9%). Please see the below table for more details:

Table 43: Does your sale volume increase with the arrival of the program?

Does your sale volume increase with the arrival of the program?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	.0%	.0%	66.7%	.0%	33.3%	9	8.9
Yes	19.6%	22.8%	23.9%	9.8%	23.9%	92	91.1
Total number of respondents	18	21	28	9	25	101	100

Source: Survey data – produced by the consultancy team

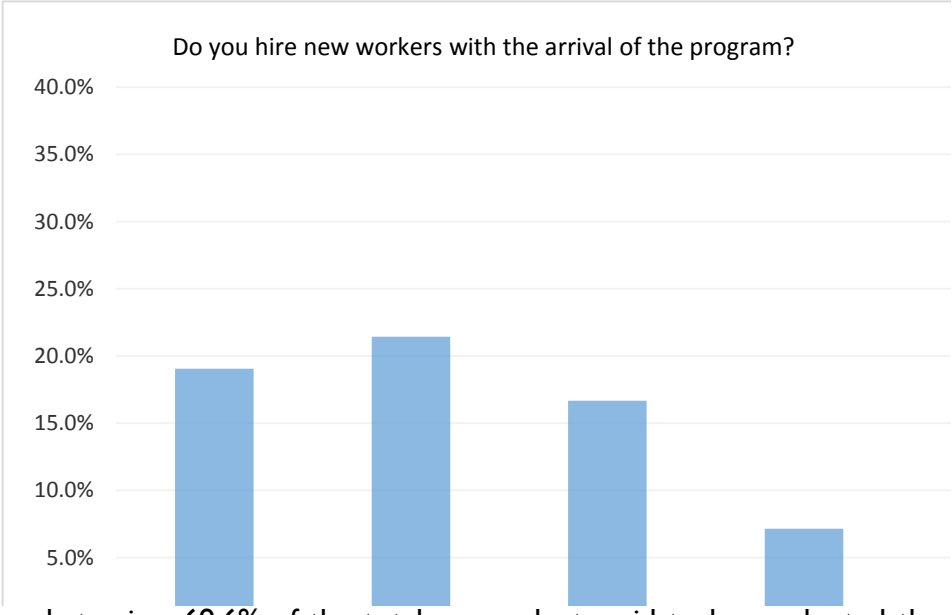
Overall, 59.4% of the total respondents said to have increased the household labor on the commercialization of the fresh food product because of the program's intervention. However, during the focus group discussions, the fresh food vendors said that the part time employments are mainly created during voucher exchange. See below table for more details:

Table 44: Have you increased the household labor as result of the program's intervention?

Have you increased the household labor as result of the program's intervention?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	12.2%	9.8%	31.7%	7.3%	39.0%	41	40.6
Yes	21.7%	28.3%	25.0%	10.0%	15.0%	60	59.4
Total number of respondents	18	21	28	9	25	101	100

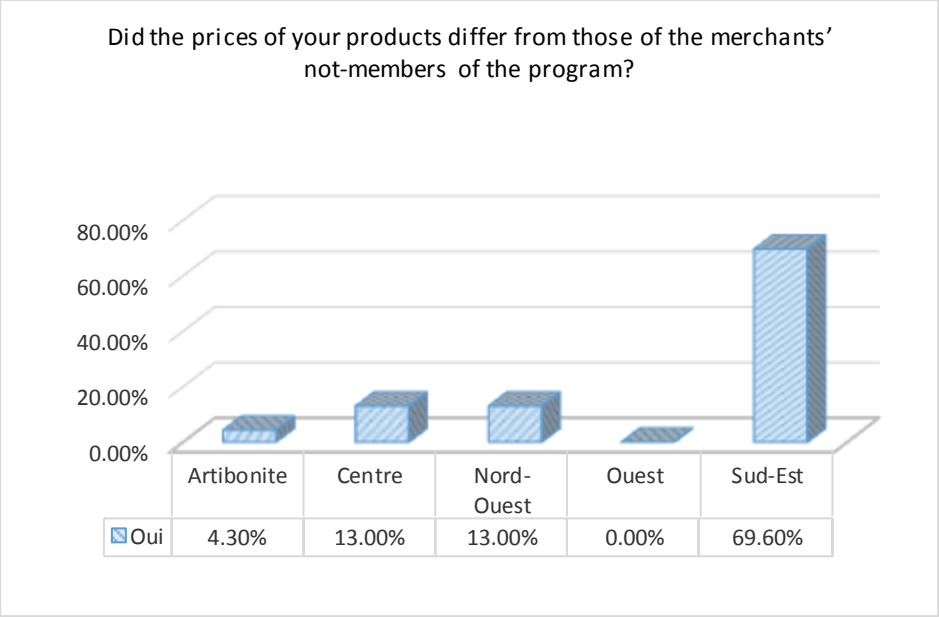
With the arrival of the program's intervention, 43.3% of the vendors said to have employed new workers; especially during voucher exchange. It should also be noted that the transportation sector and the informal transporter benefit enormously; as the vendors intensify their purchase frequency. The FGD participants have noticed more "tap-tap" and "moto taxi" because of the program's intervention.

Figure 5 : Do you hire new workers with the arrival of the program?



About the market price, 69.6% of the total respondents said to have adopted the same price for both the beneficiaries and the non-beneficiaries of the program. However, let us note that 23.5% confirmed to have practiced different price. The interviewed fresh food vendors said that the program has put in place a price control mechanism; but the latter is not being followed faithfully; as they are the ones who set up the price of their products. According to the focus group participants, the issue of measurement is the root of the existing discrepancies in the price range. The measurement that is used among vendors is not standard – that prevent the vendors to sell at the same price.

Figure 6 : Do the prices of your products differ from those of the merchants that are not member of the program?



In addition, more than 80% of the total respondents confirmed that they have applied the same price range as those who are not part of the social safety-net program. Among this percentage, 32.5% are based in the Northwest department. Nevertheless, during focus group discussions, the majority of the vendors said to be willing to buy products regardless of their steep price in other to respond to their demands. It is worth mentioning that this practice usually contributes to the increase of the costs price. The representatives of the BAC also share this affirmation. According to the latter, the pressure that is being exercised on the local products contributes to raise the local products. Albeit the local authorities recognize the benefit of the Kore Lavi program in the local economy, they also view it as a threat to the local market dynamic. They are afraid that the program contributes to raise the price of the local commodities.

Table 45: do you adopt the same price as the non-Kore Lavi vendors?

Do you adopt the same price as the non-Kore Lavi vendors?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
Same price as the other merchants	20.5%	21.7%	32.5%	10.8%	14.5%	83	84.7
Higher price than the other merchants	.0%	.0%	7.1%	.0%	92.9%	14	14.3
Less than the other merchants	100.0%	.0%	.0%	.0%	.0%	1	1
Total number of respondents	18	18	28	9	25	98	100

Source: Survey data – produced by the consultancy team

Based upon the below table, 74% of the total respondents estimate their capital to more than 4,000 HTG before the arrival of the program.

Table 46: What was your capital before the arrival of the program?

What was your capital before the program's arrival?	Department					Total	
	Artibonite	Centre	Northwest	West	Southeast		
Between 1,500 and 2,000 HTG	16.7%	50.0%	16.7%	.0%	16.7%	6	6.2
Between 2,000 and 2,500 HTG	.0%	25.0%	.0%	25.0%	50.0%	4	4.1
Between 2,500 and 3,000 HTG	.0%	14.3%	28.6%	.0%	57.1%	7	7.2
Between 3,000 and 3500 HTG	33.3%	.0%	.0%	33.3%	33.3%	3	3.1
Between 3,500 and 4,000 HTG	.0%	.0%	.0%	40.0%	60.0%	5	5.2
More than 4,000 HTG	22.2%	16.7%	34.7%	6.9%	19.4%	72	74.2
Total number of respondents	18	17	28	9	25	97	100

Source: Survey data – produced by the consultancy team

Close to 89% of the interviewed vendors estimated at more than 4,000 HTG their cash flow with the arrival of the program's intervention. See below table for more details:

Table 47: What is your current cash flow?

What is your current cash flow?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
Between 2,500 and 3,000 HTG	.0%	50.0%	50.0%	.0%	.0%	2	2
Between 3,000 and 3500 HTG	20.0%	20.0%	20.0%	20.0%	20.0%	5	5
Between 3,500 and 4,000 HTG	100.0%	.0%	.0%	.0%	.0%	1	1
More than 4,000 HTG	18.2%	18.2%	29.5%	9.1%	25.0%	88	90
15000 HTG	.0%	.0%	.0%	.0%	100.0%	2	100
Total	18.4%	18.4%	28.6%	9.2%	25.5%	98	-

Source: Survey data – produced by the consultancy team

Concerning the income of the vendors, 95% of the total respondents have recognized that the Kore Lavi program has contributed significantly to the increase of their income. 26.3% of those respondents are based in the Southeast department.

Table 48: Has your income increased with the arrival of the program?

Has your income increased with the arrival of the program?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	.0%	20.0%	80.0%	.0%	.0%	5	5
Yes	18.9%	20.0%	25.3%	9.5%	26.3%	95	95
Total number of respondents	18	20	28	9	25	100	100

Source: Survey data – produced by the consultancy team

Up to 40% of the respondents have thus estimated that their income has doubled because of the program's implementation – 27.5% of whom are based in the Northwest department. The below table offers more details:

Table 49: How do you think your income varied?

How do you think your income varied?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No change	20.0%	20.0%	60.0%	.0%	.0%	5	5
slightly increased	21.7%	4.3%	30.4%	17.4%	26.1%	23	23
Increased in about a half	12.5%	22.5%	27.5%	12.5%	25.0%	40	40
Doubled	23.3%	23.3%	23.3%	.0%	30.0%	30	30
More than doubled	.0%	100.0%	.0%	.0%	.0%	2	2
Total number of respondents	18	20	28	9	25	100	100

Source: Survey data – produced by the consultancy team

Based on the below table, 38% of the total respondents said to have detained their legal business permit and consequently paid taxes on a regular basis. The department of Artibonite has the highest percentage (34.2%).

Table 50: Do you have a legal business permit to carry out your commercial activities?

Do you have a legal business permit to carry out your commercial activities	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	8.1%	12.9%	40.3%	14.5%	24.2%	62	62
Yes	34.2%	31.6%	7.9%	.0%	26.3%	38	38
Total number of respondents	18	20	28	9	25	100	100

Source: Survey data – produced by the consultancy team

Up to 66% of the interviewed fresh food vendors said to paid taxes to the local government officials on a regular basis. The tax rate varies between 250 to 520 HTG per week. However, during the focus group discussion, the vendors mentioned that the service that they get in return is not proportional to the amount of taxes that they paid. See below table for more details: This information was crosscheck with certain local market directors and they confirmed that the perceived taxes are not sufficient to improve the environment of the local markets. So, they do what they can to address the hygienic issues.

Table 5119 : Do you pay taxes to local authorities?

Do you pay taxes to local authorities?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	8.8%	11.8%	47.1%	.0%	32.4%	34	34
Yes	22.7%	24.2%	18.2%	13.6%	21.2%	66	66
Total number of respondents	18	20	28	9	25	100	100

If we refer ourselves to the below the content of the below table alone with the focus group discussions, the Kore Lavi program seems to have significant impact on the living conditions and the socio-economic status of the fresh food vendors. In fact, 92% of the total respondents said that thanks to the program they could now easily address the basic needs of their households.

Table 52: Are you able to address the basic needs (food security, health education and so on) of your household because of the program's intervention?

Are you able to address the basic needs (food security, health education and so on) of your household because of the program's intervention?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	.0%	.0%	50.0%	.0%	50.0%	8	8
Yes	19.6%	21.7%	26.1%	9.8%	22.8%	92	92
Total number of respondents	18	20	28	9	25	100	100

Source: Survey data – produced by the consultancy team

It shall be noted that in general, the fresh food vendors do not limit the sale of their products to the program's beneficiaries. In fact, 93.9% of the total respondents said to have sold their products to both Kore Lavi and non-Kore Lavi beneficiaries. However, it shall be noted that the participants of a focus group discussion said that it is quite difficult to the non-Kore Lavi beneficiaries to purchase local products from the fresh food vendors during the first two weeks of voucher exchange. While the local authorities recognized the benefit of Kore Lavi concerning the revitalization of the local markets and economic development, they do think that the program contributes somehow to price distortion. According to them, certain products become more expensive; as their number of consumers that frequent the market has doubled and even tripled in some cases.

Table 53: How do you the benefits that you generate from the program?

How do you the benefits that you generate from the program?	Department					Total
	Artibonite	Centre	Northwest	West	Southeast	
Household feeding	66.7%	65.0%	53.6%	88.9%	100.0%	72
School fees	22.2%	20.0%	39.3%	11.1%	.0%	20
Reinvestment in business operations	.0%	.0%	7.1%	.0%	.0%	2
Livestock acquisition	5.6%	10.0%	.0%	.0%	.0%	3
Other (Precise)	5.6%	5.0%	.0%	.0%	.0%	2
Total	100 %	100%	100.0%	100 %	100.0%	99

Source: Survey data – produced by the consultancy team

The above table indicates that in general the benefits generated by the fresh food vendors are mainly to cover expenses related to household food consumption and school fees. In fact, the expenses related to food security represent between 53.6% and 100% among the generated benefits. The expenses related to school fees ranges from 11.1% and 39.3%.

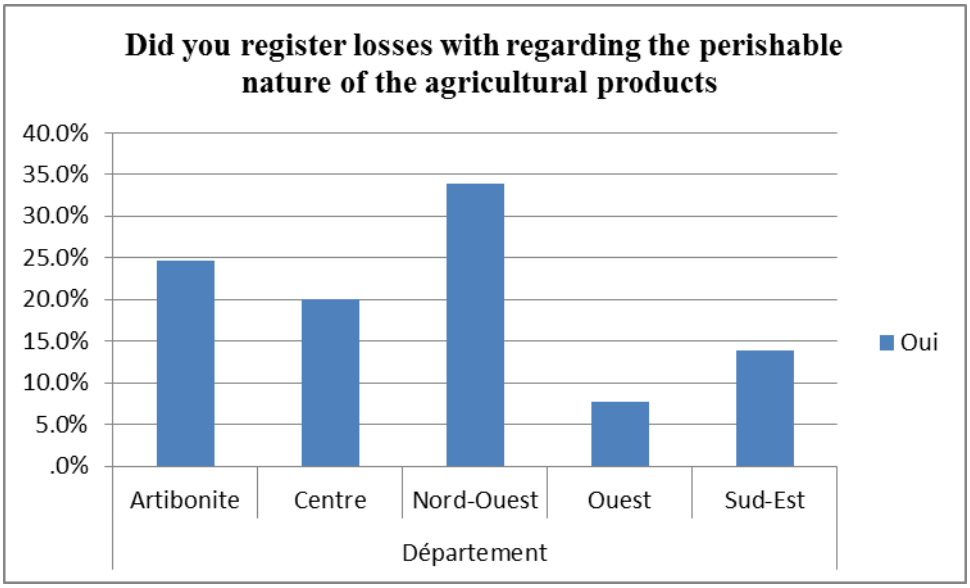
Table 54: Do you sell your products only to the beneficiaries of Kore Lavi?

Do you sell your products only to the beneficiaries of Kore Lavi	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	18.3%	21.5%	28.0%	8.6%	23.7%	93	93.9
Yes	16.7%	.0%	33.3%	.0%	50.0%	6	6.1
Total number of respondents	18	20	28	8	25	99	100

Source: Survey data – produced by the consultancy team

Overall, 65% of the total respondents said to have registered losses during the course of the business cycle – due to the perishable nature of the fresh food products. The Northwest department registered the highest percentage of loss with 33.8%.

Table 55: Did you register losses with regarding the perishable nature of the agricultural products?



It shall be noted that 29.4% of the respondents who claimed to have registered losses are convinced that those losses occurred during the conditioning process of the fresh food products.

Table 55: If yes, what is the nature of those losses?

If yes, what is the nature of those losses?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
Losses occurred during transportation	12.5%	12.5%	37.5%	18.8%	18.8%	16	15.7
Losses occurred during the conditioning process	23.3%	26.7%	36.7%	3.3%	10.0%	30	29.4
Product alteration	11.1%	22.2%	55.6%	.0%	11.1%	9	8.8
Others (no response)	75.0%	.0%	25.0%	.0%	.0%	4	3.9
	11.6%	20.9%	11.6%	11.6%	44.2%	43	42.2
Total number of respondents	18	21	28	9	26	102	100

Source: Survey Data – produced by the consultancy team

Overall, the communities very well appreciate the Kore Lavi program. In fact, 97% of the total respondents said to be satisfied with the program's implementation. The below table speaks for itself:

Table 56: Globally are you satisfied with the program?

Globally are you satisfied with the program?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	.0%	.0%	100.0%	.0%	.0%	2	2.0
Yes	18.6%	20.6%	26.8%	8.2%	25.8%	97	98.0
Total number of respondents	18	20	28	8	25	99	100

Source: Survey Data – produced by the consultancy team

While it is true that the vast majority of the fresh food vendors are very satisfied with the program, certain focus group discussion participants have raised a point concerning the timing of the voucher distribution and the reimbursement process of the exchanged vouchers. In fact, certain vendors (especially in Port-de-Paix) insisted of the issue of late payment. We have also detected some bad practices such as fresh food vendors selling staple food to the beneficiaries and the use of imported goods on the market.

3.3. - Local Producers

3.3.1. – Kore Lavi Local Producers Highlights

Since one of the program's objectives consists of giving a booster to the local production, it was quite logical to consider the local producers as the third most important variable of

interest. It was curious to notice that the majority of the interviewed local producers are not members of any association of producers. However, 86% of them confirmed to have sold their local products directly to the program's vendors. 66% of them reported that the program has allowed them to liquidate more easily their products as opposed to before.
Some of the interviewed local producers said to have participated in community efforts to better manage the surface water to irrigate their land and consequently improve soil fertility. Since the arrival of the program, they report to have observed a steady increase in the management and the use of the existing irrigation systems. They also acquired better seed quality and new agricultural tools. It is useful to note that prior to the program's arrival, the majority of them used to purchase good quality seeds and pesticides – they had just increased the purchase because of the program.

3.3.2. – Detailed results derived from local producers' quantitative data

A more detailed analysis of the survey results presented below – regarding the local producers - will allow us to better appreciate the impact of the program on the local production in the areas of intervention.

About membership in community association of producers**,** among the total interviewed farmers, 46% are members of a given association of producers. The below table allows us to note that the departments of Southeast and Northwest have the highest percentage (with respectively 39.5% and 32.6%) in term of farmers that belong to an association of producers.

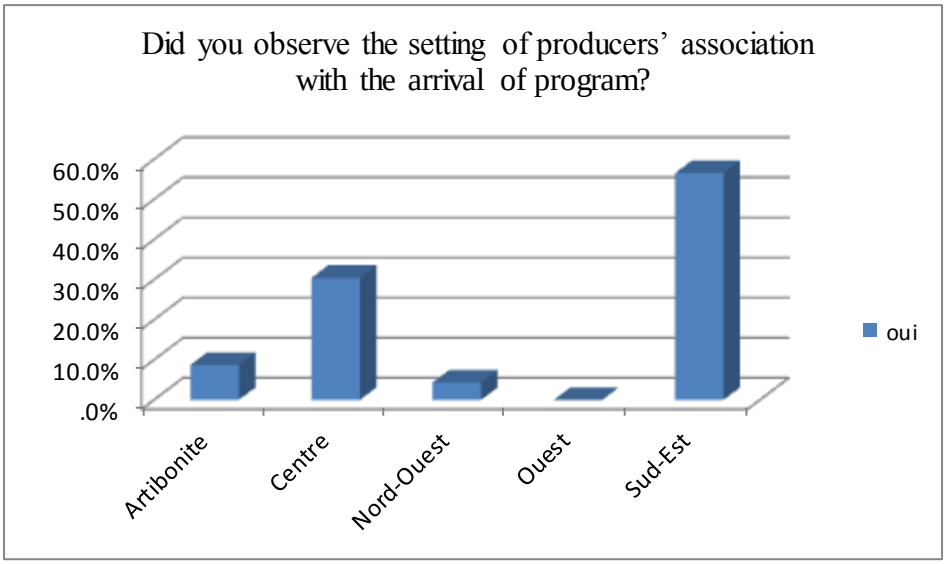
Table 57: Are you a member of an association of producers?

Are you a member of an association of producers?	Department					Total	**Total (%)**
	Artibonite	Centre	Northwest	West	Southeast		
No	26.0%	28.0%	30.0%	.0%	16.0%	50	53.8
Yes	11.6%	4.7%	32.6%	11.6%	39.5%	43	46.2
Total number of respondent	18	16	29	5	25	93	100%

Source: Survey data – produced by the consultancy team

On another note, 24.73% of the total respondents have observed the creation of new associations of producers due to the program's intervention. It shall also be noted that the motivation of create more association of producers is higher in the southeast department:

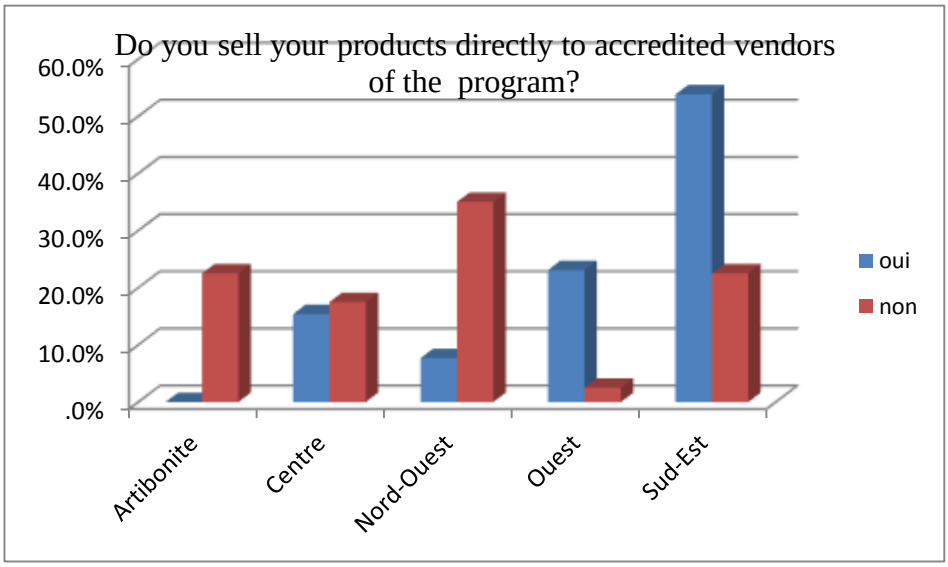
*Figure 7 : Did you observe the setting of producers' association with the arrival of the program***?**



Source: Survey data – produced by the consultancy team

13.9% of the interviewed farmers said to have sold their products directly to the Kore Lavi program accredited vendors. Please note that the southeast department detains the highest percentage (54%). Based on the collected qualitative data – from the focus group discussions – the weak percentage for the other departments is due to a considerable decrease of local production due to the long-lasting drought. See the visual representation below:

Figure 8 : Do you sell your products directly to accredited vendors of the program?



Source: Survey data – produced by the consultancy team

With the assistance of the Kore Lavi program, the farmers said to sale more easily their local products. The participants of a focus group discussion that was conducted in the Northwest department said that despite the drought issue, the program has contributed to the birth of a new dynamic among the farmers and other producers from other region due to the

existence of the new economic pole created by the Kore Lavi program. Nevertheless, it should be noted that in the commune of Anse-rouge in upper Artibonite the local production is quasi-inexistent besides some rare farmers who still grow some sorghums. However, the fishing activity is very profitable and represents – besides salt – the main income source of the people.

Table 58: Do you sell your products more easily with the arrival of the Kore Lavi program?

Do you sell your products more easily with the arrival of the Kore Lavi program?	Department					Total	Total (%)
	Artibonite	Centre	North-west	West	Southeast		
No	34.4%	9.4%	53.1%	.0%	3.1%	32	34.4%
Yes	11.5%	21.3%	19.7%	8.2%	39.3%	61	65. 6%
Total number of respondents	18	16	29	5	25	93	100%

Source: Survey data – produced by the consultancy team

It has been noted that the Kore Lavi program has a significant positive effects on the agricultural exploitations. In fact, 43.5% of the total respondents confirmed that they have increased their agricultural exploitations because of the program's intervention. See table below for more details:

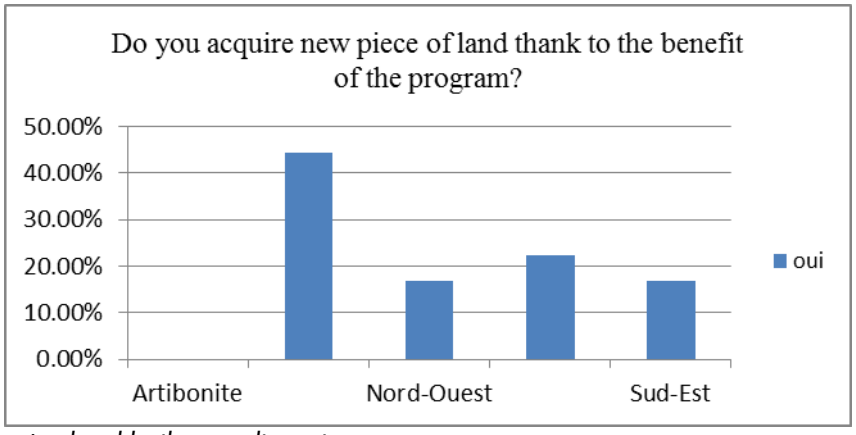
Table 59 Have you increased cultivable surface because of the program's intervention?

Have you increased cultivable surface because of the program's intervention?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	30.8%	5.8%	44.2%	.0%	19.2%	52	56.5%
Yes	5.0%	32.5%	15.0%	12.5%	35.0%	40	43.5%
Total number of respondents	18	16	29	5	24	92	100

The survey has revealed that the Kore Lavi program has positive impacts on the farmers; as it allows them to acquire new pieces of land for agricultural endeavors. In fact, looking at the below graph, one can note that 19% of the interviewed farmers have already acquired new pieces of land because of the program's intervention. The department of Centre detains the

highest percentage. Moreover, according to certain focus group discussion participants, the program has encouraged certain farmers to go back to their lands.

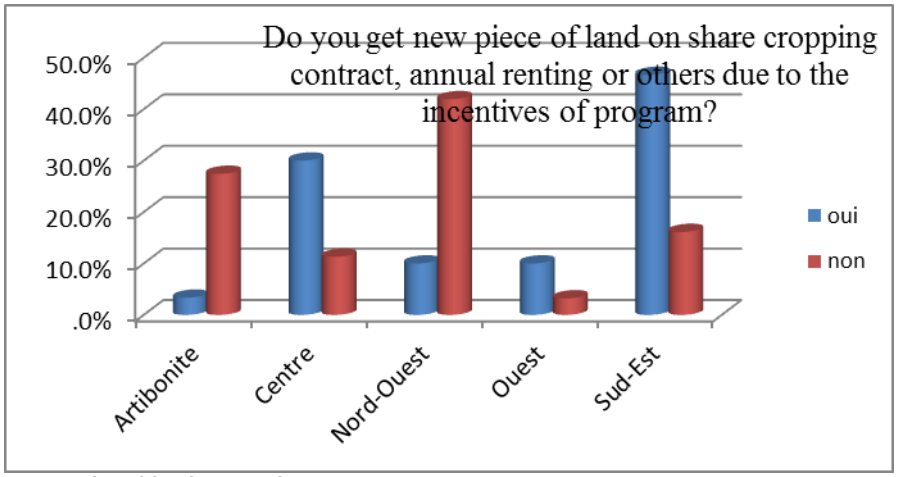
Figure 9 : Do you acquire new piece of land thank to the benefit of the program?



Source: Survey data – produced by the consultancy team

Other farmers who do not have the financial means have rented new pieces of land to extend their agricultural activities. It shall be noted that the Southeast department has the highest percentage of the farmers that have extended their agricultural exploitations due to the program's intervention.

Figure 10 : Do you get new piece of land on share cropping contract, annual renting or others due to the incentives of the program?



Source: Survey data – produced by the consultancy team

In general, 18.48% of the interviewed farmers said to have at their disposal a formal irrigation system that allows them to increase the productivity of their pieces of land. The departments of Centre and Northwest have the highest percentage with respectively 35.3% and 52.9% of farmers who use irrigation system for their agricultural activities. It should also be noted that the majority (81.5%) of the total respondents said to not have access to an irrigation system.

Table 60: Does your community possess an irrigation system?

Does your community possess an irrigation system?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	22.7%	13.3%	26.7%	6.7%	30.7%	75	81.5%
Yes	5.9%	35.3%	52.9%	.0%	5.9%	17	18.5%
Total number of respondents	18	16	29	5	24	92	100

Hence, the farmers that have access to irrigation and other sources of water system (such familial tanks…) said to have contributed to the effort to better manage these resources in order to irrigate their agricultural exploitations. They also claimed to be better motivated than before to protect and preserve those systems.
36% of the interviewed farmers said to have acquired better quality seeds because of the program's intervention. See below table for a complete picture:

Table 61: Do you purchase better seed quality because of the program's implementation?

Do you purchase better seed quality because of the program's implementation?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	25.4%	15.3%	40.7%	8.5%	10.2%	59	64
Yes	9.1%	21.2%	15.2%	.0%	54.5%	33	36
Total number of respondents	18	16	29	5	24	92	100

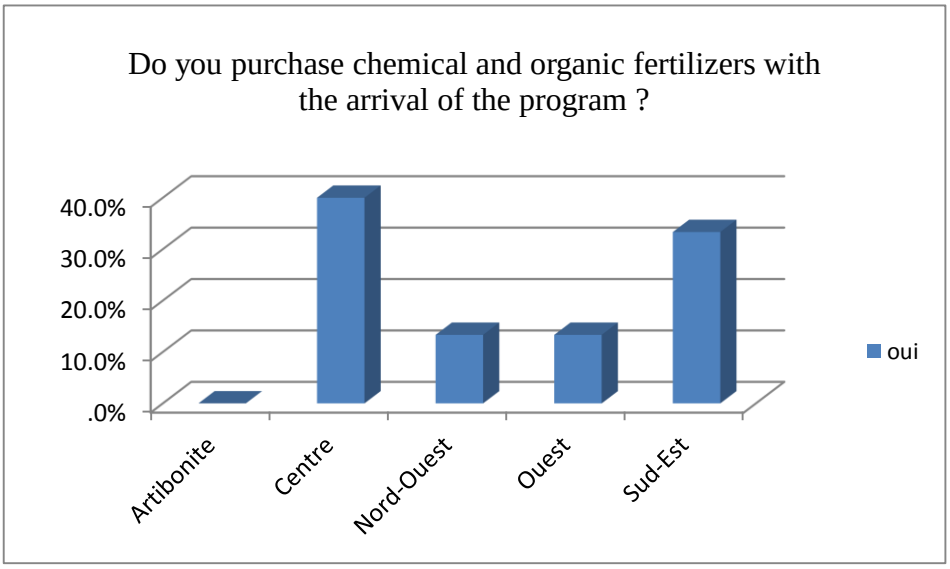
With the arrival of the program, certain vendors have also increased their acquisition of high quality seed. As shown in the below table, 56% of the interviewed farmers said to have done so. The FGD participants said that this increase in better seed quality allows them to respond to the Kore Lavi program requirements.

Table 62: Have you increased the purchase of better quality seed because of the program's intervention?

Have you increased the purchase of better quality seed because of the program's intervention?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	35.0%	10.0%	50.0%	.0%	5.0%	40	43.5
Yes	7.7%	23.1%	17.3%	9.6%	42.3%	52	56.5
Total number of respondents	18	16	29	5	24	92	100

The graph below shows the percentage of interviewed farmers – per department – that have acquired fertilizers for their agricultural practices because of the program's intervention. The highest percentages regarding that matter are found in the departments of Centre and Southeast.

*Figure 11: Do you purchase chemical and organic fertilizers with the arrival of the program***?**



Source: Survey data – produced by the consultancy team

According to the table below, 27% of the 92 interviewed farmers said to have increased their purchase in fertilizers because of the program's intervention.

Table 63: Have you increased your purchase in fertilizers because of the program intervention?

Have you increased your purchase in fertilizers because of the program intervention?	Department						Total (%)
	Artibonite	Centre	Northwest	West	Southeast	Total	
No	25.4%	11.9%	35.8%	3.0%	23.9%	67	72.83%
Yes	4.0%	32.0%	20.0%	12.0%	32.0%	25	27. 20%
Total number of respondents	18	16	29	5	24	92	100%

Source: Survey data – produced by the consultancy team

Overall, 46% of the interviewed farmers have practiced phytosanitary treatments in their lands because of the program's intervention.

Table 64: Do you practice phytosanitary treatments in your land because of the program's intervention?

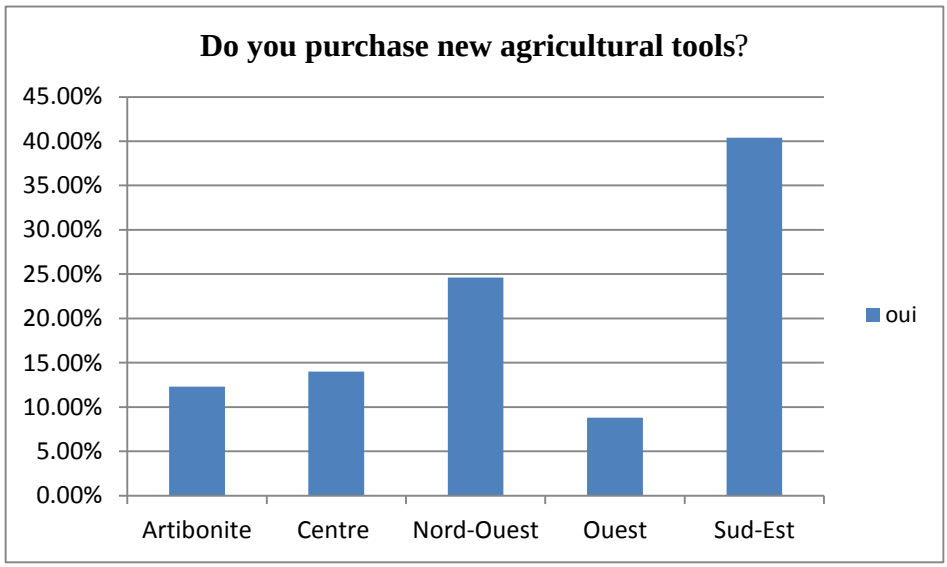
Do you practice phytosanitary treatments in your land because of the program's intervention?	Department						Total (%)
	Artibonite	Centre	Northwest	West	Southeast	Total	
No	18.4%	16.3%	22.4%	.0%	42.9%	49	53.3%
Yes	20.9%	18.6%	41.9%	11.6%	7.0%	43	46.7%
Total number of respondents	18	16	29	5	24	92	100%

Source: Survey data – produced by the consultancy team

Up to 62% of the interviewed farmers said to have purchased new agricultural tools because of the program's intervention. The graph below allows us to appreciate how the percentage varies per department.

\

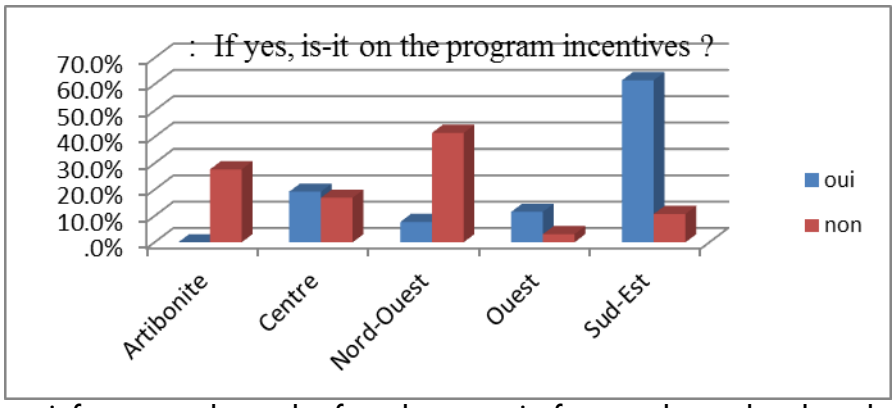
Figure 12 : Do you purchase new agricultural tools?



Source: Survey data – produced by the consultancy team

Among the 62% of the interviewed farmers who confirmed that they have acquired new agricultural tools, 28% said that the program has encouraged them to take the initiative.

Figure 13 : If yes, is-it on the program incentives?



The table below informs us about the fact that certain farmers have abandoned other cultures to adopt the cultures that are part of the food basket composition. In fact, 30% of the interviewed farmers said to have switched cultures to better respond to the program's requirements.

Table 65: Have you abandoned or reduced certain products to the benefit of the program's food basket?

Have you abandoned or reduced certain products to the benefit of the program's food basket?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	23.4%	12.5%	29.7%	7.8%	26.6%	64	70.3
Yes	11.1%	29.6%	37.0%	.0%	22.2%	27	29.7
Total number of respondents	18	16	29	5	23	91	100

Source: Survey data – produced by the consultancy team

Overall, 57% of the interviewed farmers have integrated new varieties of cultures in their agricultural practices due to the program's intervention.

Table 66: Do you produce a big variety of products to keep up with the program's demand?

Do you produce a big variety of products to keep up with the program's demand?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	43.6%	7.7%	41.0%	.0%	7.7%	39	42.9
Yes	1.9%	25.0%	25.0%	9.6%	38.5%	52	57.1
Total number of respondents	18	16	29	5	23	91	1 00

Over half (55%) of the interviewed farmers said to have witnessed in their communities' other people who start undertaking agricultural activities because of the program's intervention. Therefore, the number of farmers has significantly increased.

Table 67: Have you observed other people start agricultural endeavors because of the program's intervention?

Have you observed other people start agricultural endeavors because of the program's intervention?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	36.6%	.0%	53.7%	2.4%	7.3%	41	45.1
Yes	6.0%	32.0%	14.0%	8.0%	40.0%	50	54.9
Total number of respondents	18	16	29	5	23	91	100

Source: Survey data – produced by the consultancy team

If we base our judgment on the below table, we will conclude that the intra-household agricultural labor has significantly increased because of the program's intervention. Hence, 43% of the interviewed farmers said to have increased their household-based labor with the arrival of the program.

Table 68: Have you increased your household-based agricultural labor because of the program's intervention?

Have you increased your household-based agricultural labor because of the program's intervention?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	Southeast		
No	26.9%	5.8%	38.5%	.0%	28.8%	52	57.1
Yes	10.3%	33.3%	23.1%	12.8%	20.5%	39	42.9
Total number of respondents	18	16	29	5	23	91	100

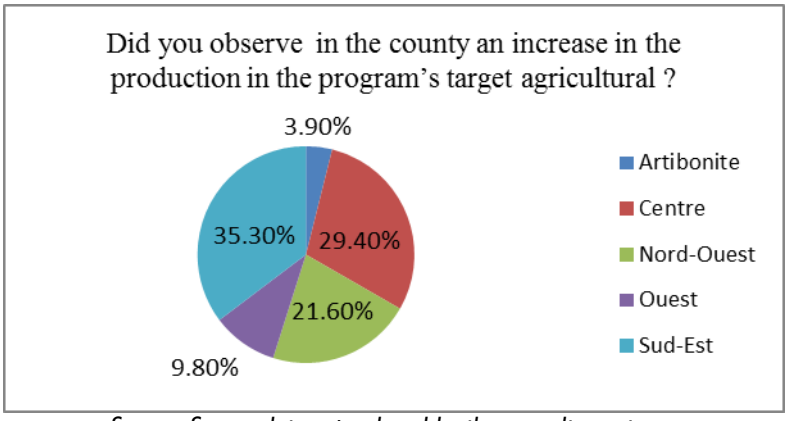
Up to 61% of the interviewed farmers said to have employed new workers' other household-based labor because of the program's intervention. The participants of the focus group discussion have thus noted an important increase in agricultural labor in their respective communities.

Table 69: Have you employed new agricultural workers because of the program's intervention?

Have you employed new agricultural workers because of the program's intervention?	Department					Total	Total (%)
	Artibonite	Centre	Northwest	West	South east		
No	31.4%	5.7%	45.7%	11.4%	5.7%	35	38.5
Yes	12.5%	25.0%	23.2%	1.8%	37.5%	56	61.5
Total number of respondents	18	16	29	5	23	91	100

Over half (56%) of the interviewed farmers said to have observed an increase in the local production targeting the commodities that compose the program's food basket. The graph below offers more details concerning the repartition of this percentage per department. Nevertheless, it should be noted that certain FGD participants have pointed out that the overall local production has decreased due to the drought that affected several agricultural seasons.

Figure 14 : Did you observe in the county an increase in the production in the program's target agricultural products?



Source: Survey data – produced by the consultancy team

3.3.3. - Best strategies recommended to create a network of local providers across the different departments of the country

Through the different focus groups that were conducted, we have identified several associations of producers. Those associations of producers seem to appreciate the Kore Lavi program because it allows them to sell their products more easily. For example, in the island of La Gonave (West department), the participants of a focus group discussion said and I quote: "*The Kore Lavi program has allowed us to sale more easily our product stocks and the price are very satisfactory – notably for the livestock*".

Furthermore, they estimate that the business link between the vendors of the program and the network of other associations of producers revealed to be very useful toward boosting local production. Moreover, in the Northwest department – mainly in Port-de-Paix – the farmer's members of associations of producers that were participating in a focus group discussion

believe that the Kore Lavi program is a major and favorable asset for the local production in their communities. In fact, all the vendors that participated in the focus group discussion declared that the network link between the program's vendors and the associations of producers entails many benefits. According to them, this initiative not only allows the producers to sale the products; but also avoids price distortion on the local markets.

IV. - GENERAL OBSERVATIONS AND REMARKS

Below are some general observations and remarks that need to be taken into account:

- Some beneficiaries share their rations with their relatives, which entails a bias on the supposed diet that the target families are supposed to benefit, which is calculated to be about 25% of this consumption, and reduce the period for the food program consumption.
- The price control mechanism works in some areas when CARE Mobilizers are present during the food voucher exchange, unfortunately these agents are not systematically presents at this period.

- Some bad practices are observed and mentioned during the focus groups such as fresh food vendors selling staple food to the beneficiaries and the use of imported goods on the market.

- The number producer's associations are limited in the program areas; this situation is not conducive for producer's network and the linkage between regions.
- Some participants in the focus group think that there is some weakness in the beneficiaries targeting system due to the perception that some beneficiaries are not the most vulnerable to be eligible to the program.
- In general, the vendors express some frustration regarding their regular taxes payment to the official authorities for their sites on the markets while they did not benefit any expected services such as water, sanitation…

V. - IMPACT OF THE HURRICANE MATTHEW ON THE MARKET DYNAMICS

It would be incorrect not to recognize the potential impact of the hurricane Matthew on the local market dynamics. According to the different post-hurricane assessment reports, the south peninsula (which regroups the Southeast, South, Nippes and Grand 'Anse) – especially the South and the Grand 'Anse department have been almost completely destroyed. The agricultural sector and livestock are affected at 100% in the Grand 'Anse department, at 60%-90% in the South, 60%-90% in Southeast and in the department of Nippes. Based upon an article written by the Metropole journal, the Haitian government has noticed a significant increase in the local product price in the departments of Grand 'Anse and South.
Since those affected departments used to play a major role in feeding the local markets, it shall be anticipated that a certain scarcity of certain local products, and in particular in the kore Lavi program directly affected areas (Southwest, Northwest, and West).
In this short term humanitarian period, the fresh food vendors could face high difficulty to purchase and feed the market with local products and the risk of substitution to staple food is obvious in order to response to the pressured beneficiaries demand.
However, if the damages caused by the hurricane Matthew are worrisome due to an eventual shortage on certain local products, the motivations of the farmers to seize this unprecedented

opportunity offered by the Kore Lavi program is comforting. This forthcoming winter season, from mi-November to end of February, is a key period to promote agricultural recovery in the affected areas by providing seeds, fertilizers, agricultural tools, and incentives through cash for works program targeting the productive sectors.

For the next three (3) months, the program management unit needs to follow very closely the unfolding of the market and anticipate appropriate measures to continue serving the social safety-net vulnerable beneficiaries.

In the middle and short term, to boost the recovery and reconstruction efforts in Matthew affected departments, this program approach supporting local production might serve as a model to scale up.

VI. – CONCLUSION

- **Staple food vendors.** Based upon the collected quantitative data, it is safe to say that the Kore Lavi program has substantial positive effects on the institutional capacities of the local vendors. The majority of the interviewed staple food vendors have reported that the program has allowed them – among many other benefits – to secure a new clientele, increase their capital, generate more benefits, address other household needs, strengthen their institutional capacities, and establish new business links with service providers in other regions.
- Descriptive statistics revealed that before the arrival of the program, the median capital of the staple food vendors ranged between 30,000 and 75,000 Haitian gourdes (HTG); whereas with the arrival of the program the current median capital ranges between 150,000 HTG and 300,000 HTG.
- **Fresh food vendors.** Even though the fresh food vendors confirmed to have generated more benefits; as they have access to a larger clientele with increased purchasing power thanks to the program, they have also sustained some losses – due to the perishable nature of the agricultural products. The majority of the losses occurred during the conditioning process and during transportation.
- While it is true that the vast majority of the fresh food vendors are very satisfied with the program, certain focus group discussion participants have raised a point concerning the timing of the voucher distribution and the reimbursement process of the exchanged vouchers. In fact, certain vendors (especially in Port-de-Paix) insisted of the issue of late payment. We have also detected some bad practices such as fresh food vendors selling staple food to the beneficiaries and the use of imported goods on the market.
- **Local Producers.** A reasonable percentage of the interviewed local producers said that they have increased their agricultural sown areas with the arrival of the program and some of them have even acquired new pieces of land to grow more local products. They enjoy having secured market to sell their products with satisfactory prices.
- A handful of interviewed local producers confirmed to have adapted their agricultural practices to the program's food basked composition of the Kore Lavi program. They have consequently grown a diversity of local root crops and vegetables. They mentioned that the program has motivated more producers to do agriculture.
- **Beneficiaries household.** They have access to additional regular and nutritive ration, which help to fight against hunger, with positive impact on the overall household health, and in particular an improvement in nutrition status of children and lactating women.

VII. - RECOMMENDATIONS

Based on the findings and the general remarks, the following recommendations are proposed to CARE in order to increase the effectiveness of the program and proceed with appropriate adjustments:

- **Timing of voucher distribution and reimbursement process.** Address the issues of prices indexation currently applied by the fresh food vendors in Northwest, in particular at Port-de-Paix, in view to compensate the delayed payment of the program in these areas.
- **Conditioning process.** Support the fresh food vendors for the use of particular materials (appropriate materials) during transportation of the agricultural products in order to reduce losses and improve the conditioning process with specialized training on storage and hygiene.

- **Price control mechanism**. CARE should improve its price control mechanism by involving other actors besides the APS.
- Motivate the CARE Agents to be more vigilant and present during the food distribution in order to control the prices practiced by the vendors, and to avoid the use of staple food instead of agricultural nutritious products, and the selling of imported goods on the market.
- Support the BAC to promote the creation of producer's associations, their networking across the regions/departments, and linkage between producers and vendors in order to facilitate the gathered purchase of agricultural products.

- Process with a double check of the eligibility for some beneficiary households in the areas where there is doubt on their vulnerabilities. Considering that, the program should target the most vulnerable families.

- Double checking the eligibility of some beneficiary households regarding the program' criteria that should target the most vulnerable families in the areas.
- Do advocacy in the official authority's offices in order to improve delivery of basics services in the markets areas - such as water and sanitation access – as an equitable return to the regular taxes payment of the vendors.

<u>Nutritional aspects</u>

- The Kore Lavi program should promote the consummation of a wide variety of fruits and vegetables, influence nutritional knowledge about them and consequently influence their intake.
- Work with the local authorities and community leaders in improving the hygiene conditions on the local markets.
- Work closely with the local producers and the BAC to foster market linkages in order to cope with eventual product scarcity
- Improve rigorousness of the price control monitoring system to prevent market price distortion