



Food and Agriculture
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REPUBLIC OF HAITI | HAND-IN-HAND INITIATIVE

Investing in Haiti's Agroforestry-based Value Chains

Investment Note 2026 — investment priorities for coffee, cocoa and roots & tubers value chains in contribution to resilient and sustainable agrifood systems in Haiti

Hand-in-Hand Investment Forum | Rome | October 2026



Government of the Republic of Haiti — MARNDR /
INCAH · FAO Investment Centre



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Context and enabling environment

Haiti's current situation and the agricultural sector

Why investing in agroforestry-based value chains – challenges and opportunities.

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HiH 2026 Investment Note

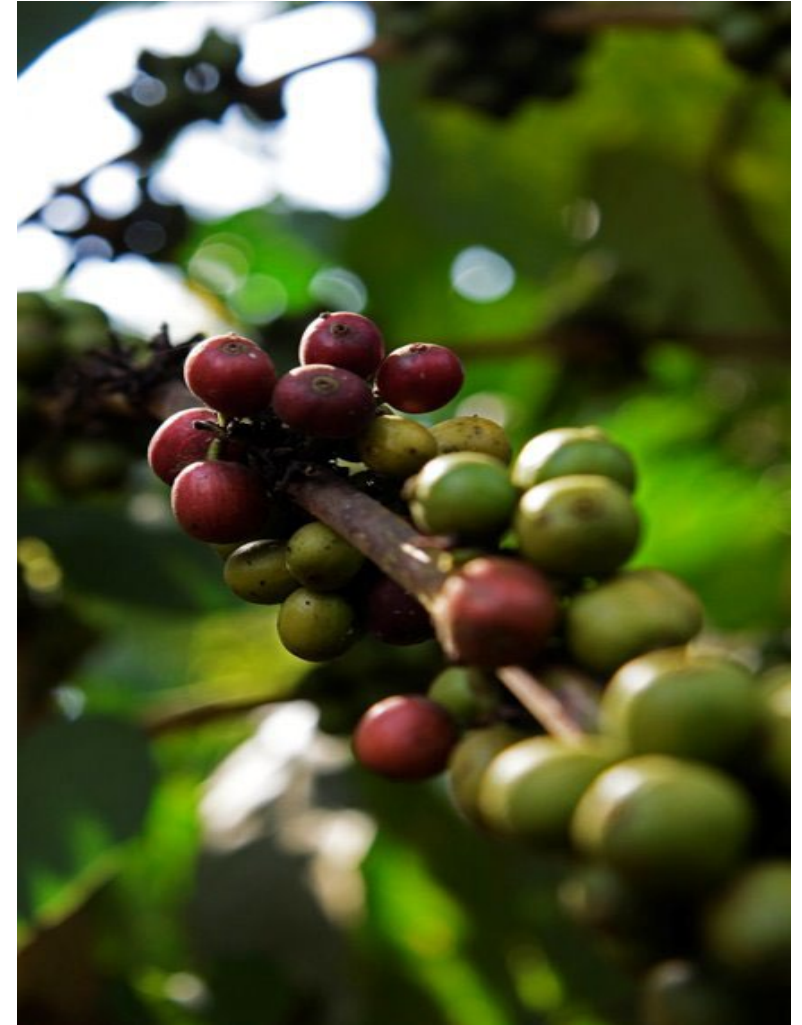
Ten territorial clusters in four priority regions: coffee as anchor chain, complemented by a cocoa module and roots & tubers

Climate – resilient, inclusive and sustainable production, transformation and commercialization

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Investment Note Summary

Costs, financial and economic indicators, social and climate co-benefits, financing mechanisms and up-scaling with partners



The macroeconomic context in 2025

GDP growth: -4.2% in 2024 and -2.2% to -3.1% in 2025

2025 is the sixth consecutive year of contraction.

-323 M USD in trade deficit

Reflecting sustained import reliance and limited export capacity

28% Inflation; 130 HTG per USD

Inflation and currency depreciation keeps pressure on purchasing power and access to food

Over USD 800 M in value of exports

With almost 50M from essential oils. Despite the overall decline in exports value, there is growth in niche markets – i.e. coffee

32 M USD in foreign direct investment

Dropping from 105M USD in 2018 to 32M USD in 2022.

1 694 USD in GDP per capita

with GINI index of 41.1 (moderate level of income inequality).

6 million people live in poverty

And 2.5 million living in extreme poverty

Agroforestry-based value chains are key to increase rural income, generate employment and restore the landscape in Haiti.

Agriculture is Haiti's backbone — and its opportunity

The sector today

Approx 20% of GDP — and half the workforce; yet value added is stagnant at USD 1.7 billion/yr for a decade, and the sector contracted -5.6% y/y in early 2025

60% of the poorest households — are rural. Agricultural income growth is pro-poor by design

Diversified smallholdings — approx. 5 crops per farm household; creole gardens combine food and tree crops

Three complementary value chains — coffee (4,400 t on 8,500 ha) and cocoa (3,000–5,000 t) are exported far below potential; roots & tubers reach 0.9 Mt/yr on 230,000 ha (cassava 674 kt, sweet potato 104 kt, yam 22 kt) at only 2–4.5 t/ha — half or less of achievable yields; women are up to 70% of the farm labour force



Why invest in Haiti now



Market proximity

US and DR markets (DR truck corridor: USD 776M of trade Jan-Aug 2025); strong local and diaspora demand



Agroecological potential

diverse mountain terroirs, year-round cultivation



Large productivity gap

significant returns to well-targeted technology and capacity



Peace dividends

rural jobs for youth and women reduce fragility drivers — > most returnees have farming experience

The vision — why invest in Haiti's coffee and complementary value chains

USD 90M

coffee export earnings in the 1980s — the market position that Haiti can rebuild at today's record world prices

2.5×

yield headroom — the 200 → 500+ kg/ha pathway is already proven in Haiti by recent and current investment Projects (i.e. PITAG)

80%

of the primary production leaves informally through the DR border — value ready to be recaptured via formal quality channels

EUDR

first-mover advantage among Caribbean origins: agroforestry by tradition + digital traceability from day one



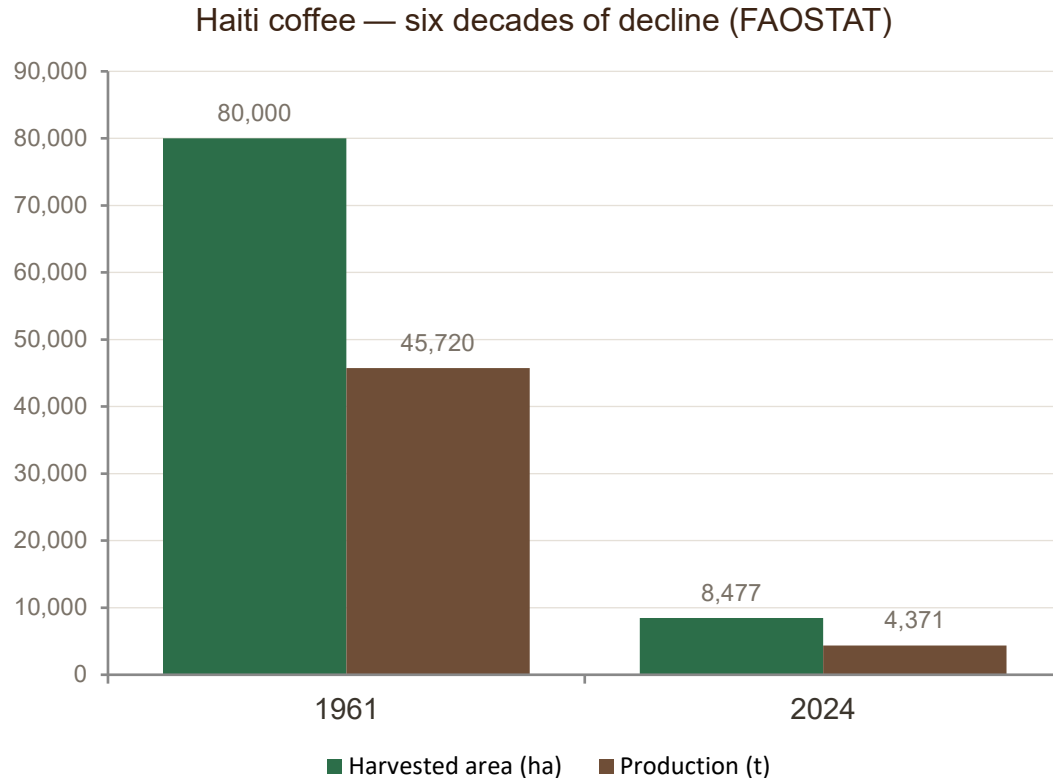
Vision 2036: a network of ten agroforestry coffee clusters — cooperative and private processing powered by renewable energy, digitally traceable exports and strong local institutions — turning Haiti's mountain territories into engines of rural income, forest restoration and stability.

The same territorial assets serve two complements: cocoa complementing on the humid lowlands (<900 m) of the coffee clusters, and roots & tubers integrated in the creole gardens for food security and early cash flow while trees establish. Coffee and cocoa are framed as medium-term investments: quality differentiation, niche contracts and traceability premiums buffer world-price volatility.



Haiti's comparative advantage: heirloom Typica & Bourbon coffee genetics and Criollo/Trinitario cocoa in traditional agroforestry, mountain terroirs, unsaturated specialty and fine-flavour demand — the closest heirloom origin to the US and DR markets.

Coffee: a historic value chain to rebuild



A reduction of 89% in production area – and 90% in production volume - since 1961

From 80,000 ha to 8,477 ha; production down from 45,720 t to 4,371 t (2024)



Yields near 516 kg/ha on average

According to field surveys for studies ranging from 2015 – 2025, the yields of small-holder farmers do not surpass 200 kg / ha



Up to 80% traded informally

cherry sold across the border to the Dominican Republic, with little value retained



Official green coffee exports: only USD 1.37M (2024)

161 t of green coffee, 80% to the US, at ~USD 8.5/kg (FAOSTAT TCL 2024) — a fraction of the ~\$90M/yr of the 1980s

Limited transformation capacity constrains quality and incomes — the core bottleneck this note addresses. High but volatile world prices call for a medium-term frame: quality differentiation and niche contracts. The same diagnosis holds for cocoa (exported unfermented at a ~30% discount) and the same territories grow the staple roots & tubers that feed households while coffee and cocoa trees establish — hence one territorial portfolio, not multiple projects.

Why linking investments in the coffee value-chain with complementary opportunities for cocoa and roots & tubers

1 Cocoa — complementary territories and assets

3,000 t/yr on 6,142 ha (FAOSTAT 2024: ~490 kg/ha; sector surveys: total 18,000 ha under agroforestry, 21% of cocoa-AF cover), **>20,000 families** in Grande-Anse, Nord and Nord-Est — the lowlands of the coffee clusters.

Already **Haiti's 2nd agricultural export (5th export product overall)**: 2,698 t and USD 13.5M in 2024 (FAOSTAT) (~5,000 USD/t), 70% in bulk unfermented beans to Malaysia; the fermented/organic niche (Canada, France, Italy, US, ~USD 3M) is where FECCANO (Ethiquable, Valrhona) and PISA (Taza) already earn 2,500–3,400 USD/t.

Cocoa and coffee VCs share nurseries, bio-input factories, extension, solar energy, traceability and finance — separate fermentation lines only.

World prices remain 2–3× their 2020-23 level; **fine flavour and EUDR-compliant origins earn premiums**.

2 Roots & tubers — food security and cash flow

Cassava, sweet potato and yam: **~0.9 Mt/yr on ~230,000 ha** (FAOSTAT 2024) — a purely domestic market (no exports) while Haiti imports >USD 1.5 bn of food (rice 412M, palm oil 139M, sugar 117M); imports cover >70% of cereal needs; food inflation 35%; 5.7M people in IPC 3+.

Low yields (2.2 t/ha for sweet potato and 4.5 t/ha for cassava / yam vs 16 t/ha yam in Jamaica), seed quality (minisets, cuttings) and live stakes are the binding constraints — services already considered in the clusters.

Early cash flow and source of food for the households while coffee and cocoa trees establish (years 1-4); women lead seed production and local trade.

Markets: communal, departmental and urban (Jacmel, Cap-Haïtien, Les Cayes, Miragoâne), institutional purchases.

3 Portfolio logic

Altitude gradient: specialty coffee >1,200 m · mixed coffee–cocoa 900–1,200 m · cocoa <900 m — one landscape, tree products (agri-food system perspective with the interaction of agroecosystems, watersheds and value chains).

Risk diversification: different calendars, markets and price cycles; several entry points for producers (coffee, fermented cocoa, food crops, seedlings, bio-inputs).

Government (MARNDR) view of complementary services for agro-forestry-based VCs: bio-inputs, seeds and seedlings, solar energy, credit, technical assistance, logistics and digital solutions.

Considerations for agroforestry-based VC interactions: cocoa only where suitability, organised producers and a path to fermentation are confirmed; separate costing and results by chain; scale after pilots.

Result: coffee remains the anchor VC of this programme (3,000 ha; ten clusters ≈ USD 27M including shared cluster services and the roots & tubers sub-component of USD 1.8M); cocoa adds 650 ha and USD 3.2M; national functions USD 5.6M — the combined programme (USD 35.7M) raises the economic return from EIRR 13.9% (coffee VC only) to 14.2% and reaches 9,300 families.

Haiti's coffee assets meet a favorable world market

Unique assets



Exceptional genetic diversity

complex Arabica Typica & Bourbon mixtures documented in Haitian agroforestry systems (Patrick et al., 2024)



Shade-grown by tradition

creole gardens are diversified agroforestry — low-input, de facto organic, biodiversity-rich



Mountain terroirs

altitude and micro-climates behind the historic “Haitian Blue” premium reputation



Historic value chain stakeholders

INCAH; cooperatives & networks — COOPCAB/APCAB (Sud-Est), UCOBAC (Centre), CACGAVA, COOPACVOD, RECOCARNO (Nord/Nord-Est), RECOCAS (Sud), RECARB (Grande-Anse); exporters/roasters Rebo, Selecto, Geo Wiener, Novella; specialty & direct-trade channels (JA Coffee, Café Kreyol, Singing Rooster, Kafé Makaya)



~249 US¢/lb

ICO composite, June 2026 (232–310 ¢ range June–July) — elevated but volatile

A market moving toward Haiti's strengths

Specialty demand keeps growing — buyers pay premiums for traceable, forest-friendly, single-origin coffees

Deforestation-free sourcing (EUDR, from Dec 2025; mid-2026 for small operators) — rewards agroforestry origins with credible digital traceability

Unmet international demand — for differentiated Caribbean arabicas — Haiti can re-enter at the quality end

Haiti's cocoa assets also meet a favorable world market

Unique assets



Fine-flavour genetics, under-exploited base

Criollo and Trinitario in traditional agroforestry (Grande-Anse, Nord); FAOSTAT 2024: 3,000 t on 6,142 ha (~490 kg/ha, unofficial), sector surveys up to 5,000 t; ~10 elite-clone gardens (PITAG/PAPAIR)



Shade-grown, de facto organic

cocoa under mixed shade with banana, breadfruit and forest trees — 21% of Haiti's agroforestry cover; low input use, high biodiversity



Fermented quality already proven

FECCANO (12 cooperatives, ~8,000 members) exports fermented organic cocoa to Ethiquable at a 45% premium; four fermentation facilities built with AVSF



Established actors along the chain

Cooperatives: FECCANO (Nord), CAUD, COPCOD, EPDAM (Grand'Anse); processors: PISA (Nord, central fermentation, organic export), AYITIKA, KALEOS/KAÛNA, Chocolat Ralph Leroy; exporters Geo Wiener, Novella; buyers Ethiquable, Taza, Valrhona; AVSF, CATIE, Root Capital

USD 6,340/t

ICCO daily price, 2 Sept 2026 (NY Dec-26 futures ~6,290) — 2–3× the 2020-23 average after the 2024 peak above USD 12,000; volatile but structurally high

A market moving toward Haiti's strengths

Structural supply stress in West Africa — aging trees, swollen-shoot disease, growing climatic risks; 2026/27 balance forecasts range from a 400 kt deficit to a small surplus

Fine-flavour and single-origin premiums — chocolate makers pay for traceable, fermented, organic and fair-trade beans; Caribbean origins are under-supplied

Deforestation-free sourcing (EUDR) — rewards agroforestry cocoa with credible digital traceability — the same ITC DFTG / AgroWeb3 platforms combination supports traceability and financing of the coffee and cacao VCs.

An export base to build on — USD 13.5M in 2024 (FAOSTAT; 2,698 t) — Haiti's 2nd agricultural export and 5th export product overall: 70% bulk beans to Malaysia (~5,000 USD/t, unfermented); Canada, US, France and Italy buy the fermented/organic niche (~USD 3M) — the segment that fermentation centres target; DR processors next door.

Roots & tubers: local staples for a food-importing nation

Unique assets

- 
Staple food crops of the creole garden
 cassava 674,000 t (150,000 ha), sweet potato 104,000 t (48,000 ha), yam 22,000 t (4,900 ha), other tubers 61,000 t, plantains 248,000 t (FAOSTAT 2024) — grown with banana and pigeon pea on most farms
- 
Short cycle - stored, processed and sold locally
 3–12 month cycles; roots & tubers, cossettes, flour and other by-products move through local markets (i.e. Madan Sara, communal, departmental and/or urban markets).
- 
Proven upgrading path
 2023 HiH yam models: 3.3 → 9 t/ha (agroforestry) and 4.3 → 17 t/ha (open field) with quality minisets, compost and live stakes — EIRR 18%
- 
Women at the centre
 women produce seed (minisets), process and trade; the Government asks for women-led miniset production and sustainable yam stakes

>70%

~0.9 Mt of roots & tubers/yr (FAOSTAT 2024)

of cereal consumption is imported (FAO GIEWS 2025/26); food inflation 35.1% (Sept 2025); 5.7M people in acute food insecurity (IPC 3+) — locally grown staples substitute imports and stabilise household food access

A domestic market moving toward local staples

Purchased and imported food dominates — poorer households buy up to 85% of their food; Haiti imported >USD 1.5 bn of food in 2024 (rice 412M, palm oil 139M, sugar 117M) while roots & tubers are barely traded — the cheapest local calories when cereal prices spike

Urban and institutional demand — Cap-Haïtien, Les Cayes, Jacmel and Port-au-Prince markets; school feeding and humanitarian purchases increasingly source local produce

Yield gap = market opportunity — 2.2 t/ha sweet potato, 4.5 t/ha cassava and yam (FAOSTAT 2024) vs 16 t/ha yam in Jamaica and >10 t/ha cassava regionally: quality seed, bio-inputs and storage can double supply from the same land

Value addition and loss reduction — cassava flour, cossettes and small storage units extend shelf life and reach regional markets; informal trade with the DR shows unmet demand

An enabling framework that builds on ongoing investments



Government and FAO leadership

- **MARNDR & INCAH** — national coffee strategy and value-chain governance, quality standards and statistics
- **Hand-in-Hand approach** — government-led, data-driven territorial targeting. FAO in Haiti: USD 46M active portfolio and 5 field offices in target areas.



Development partners already investing in coffee and cocoa

- **FAO — GEF-6, 7 & 8** : GEF-6 (USD 6.2M, 2022-28): tree-crop systems in the northern coffee belt; GEF-7 (Grande-Anse, Nippes) agroforestry component orientable to coffee; GEF-8 (Sud).
- **IFAD & IDB** — EFOSE coffee agroforestry & processing in the Sud-Est; IBE+. PITAG completed — cost benchmark for this note.
- **World Bank** — Resilient Productive Territories II; PARSA; blockchain traceability pilot for cocoa exports.
- **USAID/DAI** — AVANSE market-system approach for northern cocoa (nurseries, post-harvest, exporter links); **ILO** — PROFIT (Norway): processing skills and export compliance; **CATIE** — agroforestry design and disease-resistant cocoa; **AVSF**, **Oxfam-Québec**.

What Hand in Hand 2026 adds



Scales proven agroforestry models beyond current Projects



Adds renewable energy to processing and logistics



Connects producers to markets with digital tools (ITC DFTG, AgroWeb3)



Strengthens all key actors — producers, cooperatives, suppliers, institutions

Where: four regions, ten coffee clusters - four clusters including cocoa and all clusters complemented with roots and tubers

Sud-Est

Departments: Sud-Est (Thiotte, Belle-Anse, Cap Rouge / La Vallée de Jacmel)

Coffee 600 ha · 2 clusters (yrs 1-2) · 1 large + 1 medium wet centre, 10 solar dryers, 2 roasters · EFOSE base, GEF-9; COOPCAB, APCAB, AYITIKA · roots & tubers 200 ha (2023 yam experience) · markets: Jacmel, Ouest

Grand Sud

Departments: Grande-Anse (Beaumont, Jérémie heights; Chambellan / Dame-Marie lowlands), Sud (Camp-Perrin / Maniche), Nippes (Baradères)

Coffee 900 ha · 3 clusters (yrs 2-3) · 1 large + 2 medium centres, 20 solar dryers, 3 roasters · cocoa 200 ha in Grande-Anse, 2 fermentation centres (CAUD, COPCOD, EPDAM; Geo Wiener) · coffee coops RECAB, RECOCAS · roots & tubers 300 ha · Jérémie, Les Cayes, Miragoâne; GEF-7/8

Nord / Nord-Est

Departments: Nord (Dondon / Grande-Rivière / Milot; Borgne / Port-Margot / Plaisance), Nord-Est (Vallières / Mombin-Crochu)

Coffee 900 ha · 3 clusters (yrs 2-3) · 2 large + 1 medium centres, 10 solar dryers, 3 roasters · cocoa 450 ha, 5 fermentation centres (FECCANO, PISA, Novella) · coffee coops CACGAVA, COOPACVOD, RECOCARNO · roots & tubers 300 ha · Cap-Haïtien port/airport; GEF-6

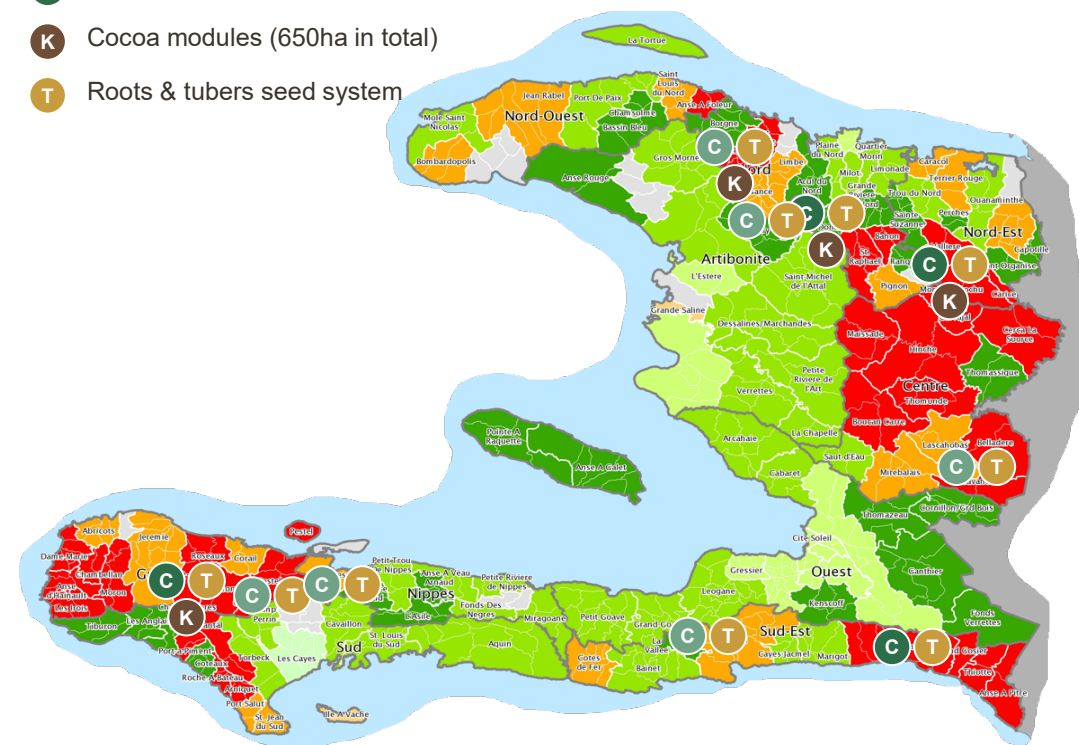
Centre / Artibonite

Departments: Centre (Baptiste / Savanette), Artibonite (Marmelade)

Coffee 600 ha · 2 clusters (yr 3) · 2 medium centres, 20 solar dryers, 2 roasters · UCOCAB, CACVA · cocoa only after strict validation (UCOCAB <900 m trials) · roots & tubers 200 ha · Hinche, Gonaïves; security-sensitive targeting

Markers on the map:

- C Coffee cluster (300 ha each – 3000 ha in total)
- K Cocoa modules (650ha in total)
- T Roots & tubers seed system



Typology of agricultural microregions (HiH targeting, 2023)

Total: 3,000 ha coffee (10 clusters, 8,000 families) + 650 ha cocoa (4 clusters, 1,300 families) + ~1,000 ha roots & tubers gardens upgraded. Clusters start 2026-2028; each block plants over 3 years (20/40/40%). All sites outside the metro area, on the northern and southern logistics corridors.

What: three coffee models — plus a cocoa model – roots and tubers integrated in the Agroforestry system (AFS / SAF — système agroforestier)

SAF 1 — Establish coffee

Banana-yam gardens upgraded with selected coffee, fruit and forest trees, pigeon pea

Coffee yield

0 → 510 kg/ha by year 6

Growing income over time

banana, yam, pigeon pea in the short-term complemented by coffee and fruits over the long-run

Increased ecosystem services

Higher green cover; Improved soil and land management

100 ha per block · 0.25 ha per family

SAF 2 — Density & diversify

Existing coffee-banana systems reinforced with grafted mango and cocoa

Coffee yield

200 → 500 kg/ha by year 5

Income diversified

cocoa & mango bear from year 4 to complement current products

Increased resilience

renewal pruning & replanting built in

100 ha per block · 0.50 ha per family

SAF 3 — Forest coffee

Coffee-banana-fruit systems advanced into diversified shade / secondary-forest coffee

Coffee yield

200 → ~500 kg/ha (slower path)

Specialty premium

+30% price linked to forest restoration

Conservation

Biodiversity and watershed protection in strategic landscapes

100 ha per block · 0.50 ha per family

SAF 4 — Cocoa rehabilitation

Degraded cocoa plots and creole gardens below 900 m replanted with grafted cocoa, gliricidia / fruit shade, banana and yam

Cocoa yield

250 → 1,000 kg/ha by year 7

Fermented quality

beans sold to 7 solar fermentation centres

Restoration

Rehabilitation and improvement of cocoa-based Agroforestry Systems

650 ha in 4 clusters · 0.50 ha per family

800 families per coffee block — packages include compost, bio-pesticides, training and phased reinvestments. A fourth model, SAF 4 (grafted cocoa agroforestry below 900 m, banana and yam as temporary shade), adds 650 ha and 1,300 families in four clusters. Nurseries, bio-input factories and seed centres are sized to all three chains (~USD 0.5M per cluster) + USD 1.0M national R&D.

Coffee value chain: from cherry to cup

1

SAF 1, 2 and 3 — agroforestry production

3,000 ha in 10 clusters, 8,000 families: SAF 1 establishes coffee in banana-yam gardens (0 → 510 kg/ha); SAF 2 densifies coffee-banana systems with mango and cocoa (200 → 500 kg/ha); SAF 3 advances forest coffee to specialty (+30%).

Packages include selected seedlings, bio-inputs, training and phased reinvestment; 57% Project grant for SAF 1, 53% SAF 2, 37% SAF 3.

2

Two processing routes, all solar

Wet route: cherry → parchment → milled green — 4 large (158 MT) + 6 medium (50 MT) eco-pulping centres, cooperative/JV/PPP. **Dry route:** cherry → solar-dried pods → naturals — 60 group units (10 MT) with PV-ventilated greenhouse dryers.

10 youth/women roasting MSMEs (15 MT green/yr) for national and niche markets; QC, storage and packaging throughout; existing logistics platforms with fee-based services.

3

Digital markets and partners

ICO composite 249 US\$/lb (June 2026); 2024 exports: 161 t of green coffee at 8.5 USD/kg (FAOSTAT) (80% to the US, then Canada, Japan) — the EFA's 6.5 USD/kg is conservative.

Specialty (+30%) and traceability (+10%) premiums via ITC DFTG / AgroWeb3 (EUDR geolocation, credentials for finance).

Partners: INCAH; COOPCAB/APCAB (Sud-Est), UCOCAB (Centre), CACGAVA, COOPACVOD, RECOCARNO (Nord/Nord-Est), RECOCAS (Sud), RECARB (Grande-Anse); Rebo, Lux, Selecto, Geo Wiener, Novella; Café Kreyol, Singing Rooster, JA Coffee, Kafé Makaya; IFAD-EFOSE, GEF-6/7/8/9.

3,000 ha	700 MT/yr	USD 4M+/yr	16 - 26%	22 - 36%	USD 8.9 M
agroforestry coffee, 8,000 families	green coffee (140 MT specialty, ~275 naturals); 125 MT roasted	formal exports vs ~1.4M of green coffee today	IRR range SAF 2/3 - SAF 1 (20 yrs); B/C 1.1 - 1.4	IRR processing units; B/C 1.05 – 1.17	coffee production and processing; USD 22.8 with pro-rata shared services & national functions (of 35.7M)

Capacity matched to supply: ~150 MT of parchment-equivalent per cluster at full development — one large centre, or one medium centre plus 10 solar-drying units; ~70 MT of green coffee per cluster. Farmer Field Schools, cooperative business management and input & service enterprises support every step.

Cocoa module: SAF 4 agroforestry and solar fermentation centres

1 SAF 4 — grafted cocoa agroforestry Rehabilitation/replanting of degraded cocoa plots and creole gardens below 900 m: 650 ha, 800 grafted plants/ha (Trinitario/Amelonado clones), gliricidia and fruit shade, banana and yam as temporary shade and food. Yield 250 → 1,000 kg/ha of dry-bean equivalent by year 7; cost USD 5,150/ha (58% Project grant); 650 ha, 1,300 families (0.5 ha) in Grande-Anse, Nord (×2) and Nord-Est.	2 7 fermentation-drying centres 100 MT of dry beans/yr each — fermentation boxes, solar drying areas/greenhouses, PV, quality control — USD 100k per centre (1 per ~100 ha), cooperative or PPP ownership. Beans bought from producers at dry-equivalent farm-gate price (500 HTG/kg) and sold fermented and traceable (~5.1 USD/kg) — replacing unfermented exports sold at a ~30% discount.	3 Market and partners World price USD 6,340/t (ICCO daily, 2 Sept 2026); Haiti exported 2,698 t (USD 13.5M, ~5,000 USD/t) in 2024, 70% unfermented bulk to Malaysia. FECCANO (12 cooperatives, ~8,000 members) sells fermented cocoa at a 45% premium (Ethiquable). Partners: FECCANO, CAUD/COPCOD/EPDAM, PISA, AYITIKA, KALEOS; exporters Geo Wiener, Novella; buyers Ethiquable, Taza, Valrhona; AVSF, CATIE, USAID/DAI, ILO, INCAH; EUDR-ready traceability platform shared with coffee value chain.			
650 ha	620 MT/yr	USD 3M/yr	30%	38%	USD 3.2 M
cocoa agroforestry, 1,300 families	fermented traceable cocoa at maturity	cocoa export value (vs unfermented today)	IRR SAF 4 (20 yrs); B/C 1.43	IRR fermentation centre; B/C 1.07	cocoa module production and processing; USD 8.3 M with pro-rata shared services & national functions (of 35.7M)

Safeguards against dilution: cocoa is limited to territories with confirmed suitability, organised producers and a credible path to fermentation and sale; separate costing preserves traceability of costs, beneficiaries and results by value chain; scaling only after pilots validate the models.

Roots & tubers, and shared services from seed to market



Roots & tubers sub-component — USD 1.8M (USD 4.6M with pro-rata shared services)

Yam, cassava and/or sweet potato integrated in the agroforestry models (SAF 1 banana-yam base; temporary yam in SAF 4) and in ~100 ha of creole gardens per cluster upgraded through the seed system — household food and local/regional markets.

- Women-led seed system: yam minisets, cassava and sweet-potato cuttings, gliricidia live stakes — 33 seed centres (60 t/yr), USD 1.0M; seed groups USD 0.4M.
- Storage/aggregation and price information for communal, departmental and urban markets; institutional purchases (USD 0.4M).
- Net benefit ~USD 900/ha/yr at maturity (following Haiti HiH 2023 investment note for yam models, 3.3 → 9 t/ha) — conservative at 2026 prices; early cash flow while trees establish.

Shared services along the three value chains

Stage	Service and sizing	Coffee	Cocoa	R&T	USD
Inputs	36 polyvalent nurseries (60k plants/yr) · 33 bio-input factories (400 t/yr) · 152 solar pumping/drip kits — 33 seed centres (1.0M) costed in the R&T sub-component	●	●	●	4.1M
Production	Farmer Field Schools — agroforestry by altitude, fermentation, roasting, minisets (4.0) · input & service providers, producer–vendor partnerships, vouchers (1.0)	●	●	●	5.0M
Processing	Cooperative, MSME and institutional strengthening (INCAH/DDA): business plans, quality labs and maintenance for 87 solar processing units	●	●	○	3.0M
Markets	Digital traceability & certification (ITC DFTG, AgroWeb3, EUDR), market promotion — R&T storage/aggregation and price information (0.4M) in the R&T sub-component	●	●	●	2.0M
Finance	Revolving working-capital funds, USD 150k/cluster (1.5) · national guarantee/interest facility for 3-5% credit (1.0) · digital credentials	●	●	●	2.5M
R&D&I	INCAH coffee-cocoa research (1.0) · variety trials and clonal gardens (0.6) · national innovation & dialogue platform (0.3)	●	●	●	1.9M
Mgmt & M&E	Programme management, territorial planning, safeguards (2.5) · M&E by value chain, knowledge management, impact evaluation (0.8)	●	●	●	3.3M

Why it matters: sizing of services derived from the models’ requirements; services follow the product from seed to market for coffee, cocoa and food crops alike. Total shared cluster services and national functions: USD 21.8M (slide 17, blocks B and C); the R&T sub-component (USD 1.8M: seed centres 1.0, women’s seed groups 0.4, storage and markets 0.4) is shown at left. ● applies · ○ partial

Summary of key investments (USD 35.7M, 2026-2031)

Investment area — what is financed	Coffee	Cocoa	Roots & tubers	Shared / national	Total
A. Value-chain-specific investments					13.9
Agroforestry production packages — SAF 1-3 on 3,000 ha (57/53/37% Project grant); SAF 4 grafted cocoa on 650 ha (58%)	6.6	1.9	—	—	8.5
Processing & renewable energy — 4 large + 6 medium wet centres, 60 solar dryers (70%), 10 roasters (50%); 7 cocoa fermentation-drying centres	2.3	0.7	—	—	3.0
Cocoa fermentation & quality training, cooperative and export linkages — USD 0.15 M per cocoa cluster (4)	—	0.6	—	—	0.6
Roots & tubers seed system and markets — 33 women-led seed centres, minisets/cuttings/live stakes, storage and local-market linkages	—	—	1.8	—	1.8
B. Shared cluster services (10 clusters)					16.2
Input services sized to the three chains — 36 nurseries, 33 bio-input factories, 152 solar pumping/drip kits				4.1	4.1
Capacity building — Farmer Field Schools (4.0), cooperatives and institutions INCAH/DDA (3.0)				7.0	7.0
Input & service providers — agro-dealers, producer–vendor partnerships, pilot input vouchers				1.0	1.0
Digital commercialisation — ITC DFTG & AgroWeb3 traceability, certification, market promotion				2.0	2.0
Revolving working-capital funds — USD 150k per cluster				1.5	1.5
Variety trials and clonal gardens (coffee–cocoa)				0.6	0.6
C. National functions					5.6
Programme management, territorial planning, safeguards (2.5) · M&E, knowledge management, impact evaluation (0.8)				3.3	3.3
INCAH coffee–cocoa research programme (national)				1.0	1.0
National innovation & dialogue platform (State institutions, universities, cooperation agencies, producer organisations)				0.3	0.3
Guarantee / interest facility for 3-5% credit with partner MFIs				1.0	1.0
TOTAL (USD M, 2026-2031)	8.9	3.2	1.8	21.8	35.7
<i>With shared services and national functions allocated pro rata to chain-specific investment (slide 23)</i>	22.8	8.3	4.6	—	35.7

≈ USD 2.7 M per 300-ha coffee cluster incl. shared services · ≈ USD 0.4 M per 100-ha cocoa module + 0.15 M per cocoa cluster · USD 5.6 M national functions. Beneficiaries co-invest labour, inputs and matching shares (30% solar dryers, 50% roasters); financing mechanisms are counted as public endowments without crediting repayments (conservative). Bridge to the three domains of the next slide: production & inputs 13.6 = production packages 8.5 + input services 4.1 + seed centres 1.0; processing & energy 3.0; markets, digital & cross-cutting 19.1.

Source: EFA 2026 v4 — sheets 'Coût Projet', 'Coûts complémentaires', 'Services communs', 'Synthèse par filière' (FAO Investment Centre & Government of Haiti, Sept 2026).

Challenges → key investments → risk mitigation



Production & inputs

USD 13.6M

CHALLENGES

Aging, low-density coffee and cocoa plantations; rust and pests; climate shocks; no reliable seed, planting-material and bio-input supply

KEY INVESTMENTS

Packages over 3,000 ha coffee (USD 6.6M) + 650 ha grafted cocoa (USD 1.9M) + services sized to demand: 36 nurseries, 33 bio-input factories, 33 seed centres, 152 solar kits (USD 5.1M)

RISK MITIGATION

Agroforestry models by altitude (>1,200 m specialty coffee; 900–1,200 m mixed; <900 m cocoa, all integrating roots & tubers); native genetics; bio-inputs; FFS; phased 3-year implantation



Processing & energy

USD 3.0M

CHALLENGES

Limited washing/drying; no cocoa fermentation (beans exported unfermented at a 30% discount); quality losses; no rural energy

KEY INVESTMENTS

4 large + 6 medium wet centers, 60 solar-drying units, 10 roasting MSMEs, 7 cocoa fermentation centres (100 MT) — all solar / PV; matching grants; open to JV/PPP

RISK MITIGATION

Capacity matched to supply (~150 MT coffee per cluster; 1 cocoa centre per ~100 ha); renewable energy cuts operating cost; business plans per unit



Markets, digital & transversal

USD 19.1M

CHALLENGES

Informal cross-border trade; weak export channels; price volatility; no working capital or affordable credit; insecurity; food security; women and youth inclusion

KEY INVESTMENTS

Capacity building (FFS, coops, institutions); roots & tubers seed system and local markets; digital traceability and finance (ITC DFTG, AgroWeb3); revolving funds and 3-5% credit facility; innovation platform; M&E

RISK MITIGATION

Specialty (+30%) and traceability (+10%) premiums buffer volatility; food crops secure consumption and early cash flow; clusters outside the metro area; INCAH governance; women & youth targets; phased blocks

Total investment: USD 35.7M (2026-2031). Direct beneficiaries: 9,300 farm families + 87 processing organizations and MSMEs (~1,520 members/jobs); beneficiaries co-invest labor, inputs and matching shares.

Financing mechanisms, solar energy and an innovation platform



Revolving working-capital funds

USD 150k per cluster (USD 1.5M): cooperatives and processing/fermentation centres buy cherries and beans at harvest, advance inputs and pay producers on time — the first constraint FECCANO-type cooperatives face.



Guarantee / interest facility

USD 1.0M national endowment with partner MFIs (e.g. KOFIP) and banks to unlock producer and cooperative credit at 3-5% per year (proposed by the Government); donors and pooled funds from international organizations are invited to top up.



Producer–vendor partnerships & vouchers

USD 100k per cluster: private input and service providers (agro-dealers, nursery and bio-input enterprises), pilot input vouchers, service contracts with cooperatives.



Solar energy and water

All 87 processing units run on solar dryers / PV; 152 solar pumping + drip kits secure nurseries, bio-input factories, seed centres and demonstration gardens against limited access to energy and climate risks.



Innovation & dialogue platform

USD 0.3M: State institutions, universities and research centres, cooperation agencies and producer organisations — steering coffee-cocoa R&D (USD 1.0M, INCAH), M&E and policy coherence (PNIA, PSNSSANH, PNA).



Matching grants and PPPs

Solar-drying units (70/30), roasters (50/50), centres open to JV/PPP; business plans per unit; digital credentials (AgroWeb3) for access to finance.

Financing mechanisms (USD 2.5M) are costed as public endowments without crediting repayments — a conservative assumption; their leverage on private co-investment is not counted in the EFA.

Sources: MARNDR comments (Sept 2026); Schwartz (2019) on cooperative working-capital constraints; EFA 2026 ('Coûts complémentaires').

Expected results at full development



Production & exports

- 3,000 ha of agroforestry coffee — 1,500 MT parchment/yr; 650 ha of grafted cocoa — 620 MT fermented beans/yr
- 700 MT green coffee/yr (incl. 140 MT specialty, naturals); 125 MT roasted; traceable fermented cocoa replaces unfermented exports
- USD 4M+/yr formal coffee exports (vs USD 1.57M of green and roasted coffee today) + approx. USD 3M/yr fermented cocoa



Social & economic

- 9,300 producer families (46,500 people) — 8,000 coffee, 1,300 cocoa; 1,000 ha of roots & tubers gardens upgraded
- +USD 500–1,060 net income per family per year at maturity (weighted average ≈ USD 740); early cash flow and food security from yam, cassava, sweet potato
- 87 renewable-energy processing units (~1,520 members/jobs); ~100 nursery, bio-input and seed enterprises (youth, women); working capital and 3-5% credit



Environment & climate

- ~562,000 tCO₂e avoided/sequestered over 20 years (approx. 7.7 tCO₂e/ha/yr)
- Forest restoration and biodiversity through shade coffee and cocoa; bio-fertilisation replaces imported agrochemicals
- Reduced erosion and improved watershed and biodiversity protection in mountain territories

Strong returns across the chain (EFA 2026, v4)

Investment model (per ha / per uni)	IRR 10 yrs	IRR 15 yrs	IRR 20 yrs	NPV 20 yrs (USD)	B/C
SAF 1 — Establish coffee (banana-yam base)	21.0%	25.1%	26.1%	7,600 /ha	1.44
SAF 2 & SAF 3 — existing systems: densify / forest specialty	6.3–6.4%	14.0–14.5%	16.2–16.7%	1,061–2,045 /ha	1.11–1.15
Wet processing — 4 large (158 MT) · 6 medium (50 MT) centers	28–32%	32–34%	32–35%	150–435k /center	1.17
Solar-drying units (10 MT) & roasting MSMEs (15 MT)	16–33%	20–35%	22–36%	8.7–50k /unit	1.05–1.07
SAF 4 — Grafted cocoa agroforestry (<900 m)	24.3%	28.6%	29.5%	6,160 /ha	1.43
Cocoa fermentation-drying centre (100 MT)	35.3%	37.7%	38.1%	187k /centre	1.07

Financial analysis at 12% discount rate, 20 years, HTG (130.5 HTG/USD, BRH July 2026). Economic analysis with calculated conversion factors: SER 138 HTG/USD; SCF 1.06; labor CF 0.85; equipment CF 0.9 — i.e. benefits CF ≥ 1, costs CF ~0.8–0.9.

Source: EFA 2026 (FAO Investment Centre, Sept 2026); indicators at 10/15/20 years. Bio-input factory business model: IRR ~19% (10 yrs) / ~24% (20 yrs) with full CAPEX — viable as a service enterprise; CAPEX costed, operating flows not aggregated.

Programme-level economic returns (10% d.r.)

Base scenario

14.2% EIRR, NPV USD 10.2M · B/C 1.10

With carbon — low price

18.6% EIRR NPV USD 22.5M

With carbon — high price

22.6% EIRR, NPV USD 34.9M · B/C 1.33

Carbon co-benefits at World Bank shadow prices; ~560,000 tCO₂e over 20 years (provisional).

Scaling up with partners



Co-finance production, transformation, commercialization in priority zones

WB, IFAD, FAO and other partners already investing in strategic territories with a agri-food system perspective. International Financial Institutions, climate funds, EU / UN pooled funds, bilateral partners, investors are invited to invest through clusters and/or along specific value chains - both approaches structured with an integrated agri-food systems perspective.



Partner on markets

Specialty coffee roasters and importers, fermented-cocoa buyers and certification partners (fair trade, organic, EUDR-ready digital traceability) — building on Haitian Blue heritage and FECCANO's fermented-cocoa track record



Blend public and private

processing and fermentation centers, nurseries, bio-input factories and digital services designed as cooperative or youth/women-led businesses open to joint ventures and PPPs; matching grants seed MSMEs; revolving funds and a guarantee/interest facility unlock 3-5% credit with partner MFIs



De-risked by design

phased clusters outside the metro area, proven models (i.e. EFOSE/PITAG/PAPAIR), INCAH-led governance and a national innovation platform, renewable energy, climate-resilient agroforestry and diversified farm income (coffee, cocoa, food crops)

The Government of Haiti and FAO invite forum partners to support Agroforestry-based value chains in Haiti.



Summary of financial and economic indicators

Haiti : Hand-in-Hand Investment Note 2026 - coffee value chain with cocoa and roots & tubers complements



35.7 M USD Total investment	14.2 % EIRR (base scenario)	10.2 M USD NPV overall	9,300 Direct beneficiary families	~1,520 Direct jobs (processing units)	+740 USD Average income increase per family per year	7.7 tCO₂ eq/ha/yr Emission reductions
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Indicator	Coffee (anchor)	Cocoa module	Roots & tubers	Programme
Chain-specific Investments (USD M)	8.9	3.2	1.8	13.9
Total investments, incl. allocated shared services and national functions (USD M)	22.8	8.3	4.6	35.7
Economic IRR, 20 years (base scenario)	13.9 %	13.5 %	18.7 %	14.2 % (18.6–22.6 % with economic value of GHG balance)
Economic NPV, 20 years, 10 % (USD M)	6.6	1.7	1.9	10.2 (up to 34.9 with carbon)
B/C ratio (economic)	1.09	1.06	1.57	1.10 (up to 1.33 with carbon)
Financial IRR of models, 20 years (12 %)	SAF 1-3: 16–26 % · units: 22–36 %	SAF 4: 29.5 % · centres: 38 %	net benefit ≈ USD 900/ha/yr	all models viable
Direct beneficiary families (people)	8,000 (40,000)	1,300 (6,500)	same families — ~1,000 ha of gardens	9,300 (46,500)
Direct jobs / members in processing units	~1,240 (80 units)	~280 (7 centres)	—	~1,520 (87 units)
Indirect beneficiaries (people)	~23,700	~6,400	~4,100	~34,000
Net income increase per family at maturity (USD/yr)	500–910 (avg ≈ 690)	≈ 1,060	≈ 900 per ha of upgraded garden	500–1,060 (weighted avg ≈ 740)
GHG avoided/sequestered, 20 years (tCO ₂ e)	~362,000	~200,000	Integrated in the Coffee and Cocoa SAFs	~562,000 (7.7 tCO ₂ e/ha/yr)
Area and clusters	3,000 ha · in 10 clusters	650 ha · in 4 clusters	~1,000 ha · in 10 clusters	4,650 ha · 10 clusters

Source: EFA 2026 : 'Synthèse par filière'. Shared services, capacity building, digital, financing mechanisms and national functions (USD 21.8 M) are allocated pro rata to chain-specific investment; NPVs by chain add up to the programme NPV, EIRRs are not additive. Roots & tubers benefits accrue to the same coffee and cocoa families.