

# The city of the entrepreneur

Adrian Magendzo January, 2016



## What do Entrepreneurs say?

- Universitarios, Ideas interesantes poco/mal elaboradas. Son despiertos y cultos
- Problemas: Falta de conocimientos, contactos y financiamiento.
- Discriminación, burocracia y freno por parte incumbentes

→ Strengthen/Create Intermediate Institutions, Training and empowerment.

## What do Incumbent companies say?



- FORUM: Formar “club” de empresas grandes/medianas para apoyar la iniciativa.
- 280 Empresas pagan 88% de los Impuestos!!
- Lloran la perdida de las industrias manufactureras.
- Gran desconfianza del gobierno .

→ Crucial to form new formal entrepreneurs. Involvement of incumbents is Key.

## And the government?



- Muy preocupados de mejorar el clima de negocios. Plazos para constituer una empresa (6 a 1 mes).
- ANDE (Agence nationale de Développement de l’entreprenariat). Necesitan que los ayudemos.
- Start-Ups v/s Pymes. Necesitan mucho apoyo para el diseño de política e instrumentos de apoyo en cada caso.

→ Right timing to support government institutions with policy design and implementation. Concrete: Support ANDE.

## In the park?



- SONAPI muy importante para contactar , persuadir e involucrar a actores relevantes (Litz Kitel).
- S&H Global: “We don’t take into account any proposals made by employees”
- S&H Global: “We bring everything we need for our manufacturing plants from abroad. Some from DR”.

→ Opportunity for a cluster of suppliers of services and products for the garment industry.

→ Use the parks infrastructure: Water, Electricity, Internet, etc. also for new Start-Up companies.



# What do we have?

USA 2Hrs. (Diaspora)

DR 2-3 Hrs.

Calidad de Vida



Labadie

Cap-Haitien

International airport



1 h 19 min  
54.7 km

Quartier-Morin

Dormitory City

Lan Moleur



Limonade

Buclair

Universidad Limonade



Université d'État  
d'Haiti - Campus Roi

Dormitory City



Caracol

Boue

PIC



Terrier-Ro

Lourou

Trou-du-Nord

Petite Riviere

Milot

Panama 2.5Hrs.

Port. Price 25 Min.

## What?

Micro-Interventions “Hands-On” in the ground with the goal to establish a *“Entrepreneurship and Innovation Hub”* in the North of Haiti.

“THE CITY OF THE ENTREPRENEUR”

## How?

Create a space where Entrepreneurs can

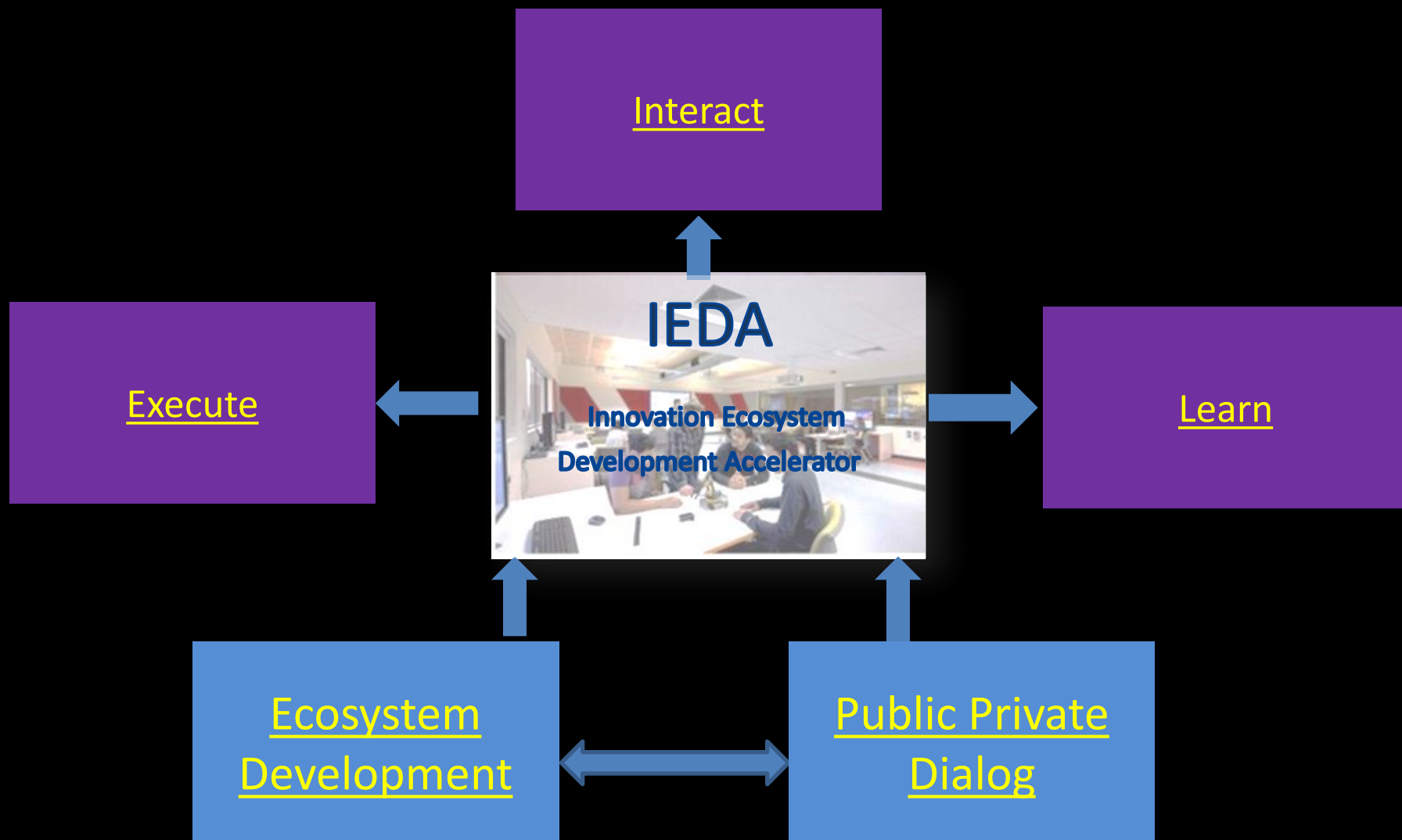
Learn – Interact - Execute

Incorporating the Public Sector in the Process

## With the Goal of

Create a Innovation and Entrepreneurship Hub that supports the formation of new **Formal** Entrepreneurs.

# What we do?



KEY #1

Training- Interacting and Business Discovery Unit  
Limonade University

Business  
Development Center



L'Université Chrétienne  
du Nord d'Haïti



Université Du Nord Cap-haitien



Entrepreneurship Center



TTO/Tech Dissemination  
Center



Business Incubator



Key #2  
Coworking Entrepreneurial Space  
PIC



Specie to launch Start-Up companies in coordination with the incubator within the Industrial park.

Creates an entrepreneurial environment that interacts with companies in the PIC

### Key #3

## The Entrepreneur City of Haiti



Living, interaction and recreational spaces  
Aspirational living environment



## Five Projects 5Yr. (very rough numbers)

### 1.- Entrepreneurship Center

Program design, implementation and assist operation

\$1m

Discovery and Pilot: 2Yr \$400K

### 2.- Incubator and TTO/Tech Dissemination Center

Setting Up and Operation

\$1.2m - \$1.5m

Discovery and Pilot: 2Yr \$500K

### 3.- Government Assistance Project.

Assessment, policy design and support with implementation.

\$800K

Pilot 2Yr.: \$400K

### 4.- Seed Capital/VC fund

Grants/Loans/Equity?

5Yr. \$3m (\$50k - \$100K for 30 to 50 Start-Ups)

Leverage other programs, Fomin and government funds.

Discovery and Pilot 2 Yr.: \$1m (\$50K 20 companies)

### 5.- Scaling Center at the PIC.

Modular Infrastructure. \$1m-\$1.5m (\$30K-\$50K 25-30 companies)

Common Services and professional assistance \$800K - \$1m 3 years

Pilot 2Yr.: \$500K (10 companies)

### Pilot 2-3 Yr.

- 10-15 companies Incubating
- 8-10 companies scaling process
- Government Entrepreneurship Agency in progress
- Incubator in operation 10 – 12 Incubates.
- Entrepreneurship Center in operation: 30-50 trained
- Fund operating and disbursed for 15-20 companies
- Scaling center operating with 10 new companies

# Project



## Other Bank Programs to Explore

- ANK Program. Matching grants
- BDS And Accelerator. Loans
- Social Entrepreneurship Program with IMF-ICC
- Center for facilitating of investments