

SUCCESS STORY:

HOME Facilitates the Creation of the First Housing Developers' Association in Haiti: A Platform for Collaboration and Innovation in the Sector



On December 10, 2019, seven different entities, including construction firms and housing developers, agreed on the framework to launch an association to represent the interests of the housing sector.

September 2020 - HOME facilitated a first meeting with housing developers and construction firms in Haiti, along with key USAID staff to launch a formal association of housing developers on December 10, 2019. This was in response to the request of several key market players, including commercial banks, housing developers, construction companies, and the Central Bank of Haiti who wanted to see more formal and structured collaboration in the sector. This group decided that the creation of a professional association would reinforce the objectives of each member, creating a common platform to represent their interests, introduce norms and standards, leverage Haitian Governmental institutions, and solidify the continued growth of the sector. In this first meeting, participants created a steering committee that will be responsible for the establishment of the association. A second meeting was held on December 18, 2019 for the steering committee to present its recommendations of the preliminary set of bylaws that will govern the association. HOME facilitated further work with a legal expert for the registration of the association which is anticipated to be complete by the end of 2020.

"As President of *Association Des Promoteurs Haitiens (APIH)*, I truly believe we can make a positive impact on the sector, so far representing an offer of close to 1,000 modern, decent, affordable housing units, with an investment value of at least US \$150,000,000, the need for some US \$18,000,000 external funding and bank financing, over the next 5 years. This is the first private sector collaborative, rather than competitive effort, ever! We have already caught the attention and interest from the governmental institutions and are confident we can rally twice that momentum nationally, within a year." – Gerald Emile Brun

Combined with HOME's partnership with Delphin Investments to develop investment raising tools for partner developers, the establishment of this association represents HOME's exit strategy and legacy for increased access to affordable and green housing. The creation of APIH organizes the sector, which did not exist previously, around seven founding members who represent entities that had invested heavily in commercially driven housing projects or have active plans to deploy large housing projects. The association members will collectively address issues affecting affordable housing in the long term and advocate for further public support.

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In August 2020, the association has been represented by several of its members in meetings held by the Ministry of Finance, Ministry of Public Works, the Central Bank of Haiti and *l'Unité de Construction des Logement et des Bâtiments Publics (UCLBP)*; the government entity responsible for public housing construction. As a result of these meetings, association members have established a public-private technical committee to support the implementation of the national housing 2020/2022 strategy.