

INVEST: Mobilizing Private Investment for Development

Statement of Objectives for RFP INVEST-014 Haiti INVEST Platform Diaspora Engagement USAID/Haiti Assessment of Finance Needs and Opportunities

I. Introduction

USAID seeks to unlock the potential of private capital to drive inclusive growth. Increasingly, private investors and businesses are looking to emerging markets for better returns and new market opportunities. Specifically, USAID can leverage its resources – grants, technical assistance, guarantees, and convening power – to help raise awareness of investment opportunities, lower transaction costs, and mitigate the risk of investments that generate positive social, economic, and environmental impact.

In support of its efforts to promote blended finance within the agency, the USAID Office of Private Capital and Microenterprise (USAID/PCM) awarded the INVEST contract to DAI in September of 2017. Through INVEST’s flexible buy-in mechanism, USAID Missions and Operating Units are able to access an unprecedented network of firms and individuals that have the range of technical expertise needed to identify opportunities and effectively mobilize private capital toward development priorities. Using a lean approach tailored to high potential opportunities, relevant parts of the network will come together to research, develop, and build specific solutions that align private capital with development needs.

II. Haiti INVEST Activity

USAID/Haiti launched the Haiti INVEST Buy-in Activity at the end of FY18 to promote and facilitate private investment into Haitian small and medium sized enterprises (SMEs). The activity will target businesses in the agriculture, housing, tourism, manufacturing, and other sectors.

The recent civil unrest in Haiti highlights the immediate need to help foster and promote investment so that the economy can create sustainable employment. While the environment is challenging, the absence of significant investment in the recent past could create an opportunity for those with the know-how and expertise to navigate the market and identify compelling investments.

Given the large and dynamic diaspora in the United States and Canada, the project also seeks to harness the economic potential of the Haitian communities outside the country itself. The project will identify one or more Haitian diaspora networks or groups to support its effort to conduct outreach to the Haitian diaspora including but not limited to the tasks outlined below.

Transaction Advisor and Investor Identification and Information Sessions

- A. Through demonstration of existing networks relevant for engaging the Haitian diaspora, the subcontractor will identify a network of transaction advisors able to bridge the gap between overseas investors and SMEs in Haiti. The subcontractor will support the promotion of the incentive program designed by Haiti INVEST by identifying relevant actors active in the US, Canada, Haiti and elsewhere who can serve or have served as transaction advisors in Haiti, the Caribbean, and/or South America. Mining their contacts of Haitian and non-Haitian professionals working in investment in Haiti or similar environments, the subcontractor will help to promote new actors to participate in project activities and thereby increase private sector investment in Haiti. Relevant transaction advisors should be familiar with the Haitian market and have the ability to raise capital from corporate investors, Development Finance Institutions, and/or strategic high net worth individuals, to invest in Haitian SMEs. Transaction advisors include, but are not limited to, the following:

- Investment bankers
- Capital fund-raisers
- Strategy consultants
- Real estate agents
- Private bankers

The research should also identify and provide a profile on overseas investors interested in the Haitian market.

- Deliverables include:
 - A preliminary list of at least 25 potential qualified transaction advisor and investor contacts.
 - Final assessment report profiling the transaction advisors and investors, including contact information, degree and areas of interest and potential ways to engage.
 - Concept note for the organization and execution of a series of information sessions for transaction advisors and investors to introduce them to the Haitian market, economic sectors and resources available to assist investors (government agencies, law firms, accounting firms, etc.).

- B. Organize a series of informational sessions for transaction advisors and investors to introduce them to the market, the different sectors of the economy, and the resources available to assist investors. All organization, convening and logistics for the informational sessions is to be provided by the offeror and should be budgeted to include refreshments for attendees and any anticipated printing or material costs.
 - Deliverables include:
 - Detailed agendas, invite lists, and invitations for each of the 5 half-day sessions
 - Provision of 5 informational sessions including no less than 20 participants each and taking place in strategic regional hubs where there are significant Haitian Diaspora communities including, but not limited to, NYC, Atlanta, Miami, Boston, and Montreal.
 - Post event reports including participant sign in and contact information sheets, event materials and presentations, summary of key issues discussed and recommended follow up actions.

Role of INVEST Project

INVEST will work closely with USAID/Haiti and the selected partner(s) during all stages of this work. DAI will subcontract the selected partner(s) directly and provide review and oversight throughout the life of the activity in accordance with INVEST’s lean management approach. DAI will administer periodic check-ins, reporting, deliverable review prior to client presentation and approval, and manage an ongoing ME&L framework.

- **Partner Onboarding:** DAI will work closely with USAID/HAITI staff to provide the successful offeror(s) with all necessary context, and work with USAID/HAITI staff and the successful offeror(s) to develop work plan(s)

- **Project Implementation:** The selected partner(s) will implement the work as prescribed by the work plan(s). DAI will provide management support and ensure periodic check-ins/reporting

- Ongoing Monitoring, Evaluation, and Learning: DAI will define indicators in subcontract, collect and review M&E data from subcontractors for requisite reporting to USAID. DAI will conduct data quality assessments as necessary.

Duration and Place of Performance

This engagement is expected to commence in May 2019 and is anticipated to be a 7-month contract with potential to extend. Work will take place in the US, Canada, and Haiti.

An illustrative timeframe is outlined below; however, offerors may provide alternate timeframes.

Deliverable	Timeframe
a) List of at least 25 potential qualified transaction advisor and investor contacts	Month 1
a) Final assessment report	Month 3
a) Concept note for the organization and execution of a series of information sessions	Month 4
b) Detailed agendas, invite lists, and invitations for each of the 5 sessions	Month 5
b) Execution of 5 Information sessions	Month 5-7
b) Post event report	Month 7