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Daniel Jean-Louis, Jacqueline Klamer
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"A must read for market-based solutions." —JoAnn Flett, Capital for Good

FROM AID TO TRADE

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Lessons Learned From Haiti



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you for writing *From Aid to Trade*. I am currently in Nicaragua endeavoring to do business; so much of what you write of Haiti is true here. The book has solidified some thoughts, shown me other ways to view and consider situations, is still giving me new ideas, and I am encouraged to keep on." Tom Dykstra *From Aid to Trade: How Aid Organizations, Businesses, and Governments Can Work Together: Lessons Learned from Haiti* 5 of 5 people found the following review helpful. I'd like everyone who has ever wanted to affect cycles of ... By k. Brooks A MUST read! I'd like everyone who has ever wanted to affect cycles of poverty to put this book at the TOP of their reading list. We do so many things that damage economies, without even realizing it. This book gives deep meaningful insight into the problems...and offers case by case examples of solutions. It shows us that we can help, but we must think through our methods. A lot of good info on basic economics along the way. 0 of 0 people found the following review helpful. ... lead mission along side a Haitian man with a great vision for his community By Greater Means I've traveled to Haiti and work through a US church lead mission along side a Haitian man with a great vision for his community. This book is convicting from small to large decisions we make in our work in country. Worth the read!

Why do poor countries remain poor? Why, after receiving billions of dollars, do poor countries remain poor? Why are failing foreign aid models utilized over and over again? After the devastating 2010 Haiti earthquake, authors Daniel Jean-Louis and Jacqueline Klamer observed first-hand the negative consequences of donations provided with the sincerest of good intentions; donations that ultimately undermined local industries and wiped out jobs. Based on primary research and in-depth case studies, and personal experience, *From Aid to Trade* offers practical, achievable solutions to help Haiti; and other developing countries; grow more viable economies by: building on innovative businesses and existing market-based systems; equipping NGOs and governments to work with local businesses; recognizing that growing out of poverty requires entrepreneurial solutions that drive self-sustainable economic growth. Ambitious and optimistic, *From Aid to Trade* confronts the inadequacies of current foreign aid strategies and offers a clear means of economic and personal growth for individuals seeking a positive future for Haiti and other developing countries.

Daniel Jean-Louis and Jacqueline Klamer draw from years of working with entrepreneurs and businesspeople to offer a refreshing look at the problem of poverty one that shifts the focus from aid and assistance to the productive capacity of people. *From Aid to Trade* is not just about Haiti. It is about creating the conditions for the poor to create prosperity in their own families and communities, and should be read by anyone who is concerned about poverty and economic development. (Michael Matheson Miller, Director/Producer of Poverty, Inc. and PovertyCure) Daniel Jean-Louis and Jacqueline Klamer are right: if you keep doing the same thing over and over, you cannot expect different results. Yet, that is exactly what has been happening in Haiti for decades. This book is a wakeup call. It provides a blueprint for a new Haiti through both in-depth analysis and real life stories, and is a must-read for all actors in the Haitian government, the Haitian private sector and the international community. (Ted Boers, Author of *Demons of Poverty*) In the context of Haiti, Jean-Louis and Klamer capture the tragic historical events and the rickety development efforts thereafter. Yet, they also prescribe a constructive path forward, where aid organizations and businesses can work together to transform developing nations and their economies. This well-written and most helpful book should be a mandatory reading for NGO leaders, donors and businesspeople who are serious about serving people and building nations. --Mats Tunehag, Chair of Business as Mission Global Think Tank When it comes to Haiti, we all need to change our mental structure. We need to look at Haiti the way we do any other country and see the potential Haiti has to achieve its own unique future. [...] Yet, for this change to happen, the government, the private business sector, NGOs, and the international community need to be all in. It will be a long, strenuous battle, yet one we can all win together. *From Aid to Trade* is a stepping-stone pointing us in the right direction. (Ralph Edmond, Cofounder and President of Farmatrix S.A.) Jean-Louis and Klamer offer thoughtful insights as to why Haiti remains a poor nation amidst the ongoing aid, and how changes can be obtained when NGOs collaborate with Haitian businesses. This book is a must read for those seeking to bring about market-based solutions to economic problems in Haiti and around the world. (JoAnn Flett, Board Chair, Capital for Good; Director of MBA in Economic Development, Eastern University) This book presents a detailed review of the impact of aid to the Haitian economy. Yet, more importantly, it provides a comprehensive response and implementable strategies to transform Haiti from the Republic of NGOs to a competitive force in the 21st century global market place. --Firmin Backer, President of Haiti Renewal Alliance This book embraces the whole paradigm shift Haiti needs to move forward. It provides key insights about negative impacts of aid and gives perspectives on the need to organize the Haitian economy around a model based on business development and growth. Not only do Daniel and Jacqueline go into an in-depth analysis of the issues, but they also support their arguments with facts. (Rock Andreacut;, Founder of Center for Entrepreneurship and Leadership in Haiti) *From Aid to Trade* is a must read if you care about Haitians or any other economically struggling people! This book offers great insight into the economic woes and opportunities of Haiti's people from Haiti, written by a Haitian, for the shalom of Haiti's people. Daniel Jean-Louis brings expertise, experience and heart to bear on the devastation unthoughtful aid has brought to his country, and the hope that lies in promoting and unleashing the trading capacity of her people. Read and

learn! --Dr. Dru Dodson, Author of Kingdom Outposts: A Fresh Theology of Relief and Development About the Author Daniel Jean-Louis, entrepreneur and investor, is the founder of Bridge Capital S.A. investment firm and owner of Trinity Lodge in Port-au-Prince, Haiti. He teaches at Universiteacute; Quisqueya and speaks and trains internationally on entrepreneurship and development. Jacqueline Klammer has worked in business development for nearly a decade with experience throughout the Caribbean, Latin America, Africa and Asia, and is author of articles highlighting Haiti and its opportunities for business solutions.