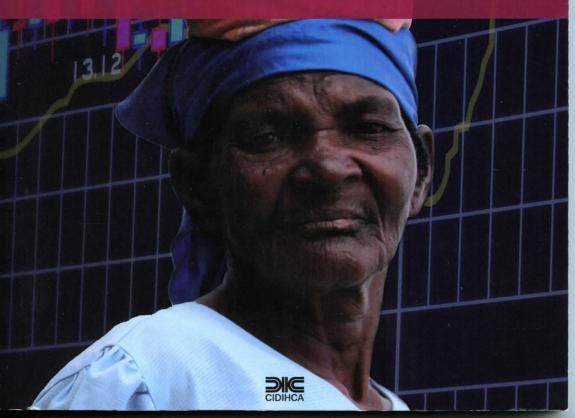


Mango in Haiti: Long on Promise, Short on Delivery

A STUDY IN PEASANT RATIONALITY

KATARINA KAHLMANN and MATS LUNDAHL



Once a leading exporter of valuable commodities such as coffee, sugar and cocoa, Haiti now barely produces enough food to feed its own population. Mango is a rare exception — the country's mango exports to the United States grew from negligible levels in the mid-1970s to become Haiti's most important agricultural export product. By the end of the past century, businesses, investors and aid donors nurtured high hopes of mango bringing more foreign exchange to the impoverished country. Despite intense efforts and large investments over the past two decades, export growth, however, stagnated and Haiti lost much of its market share to other countries.

Mango in Haiti describes Haiti's mango export industry from its birth to present day and assesses the role of mango for the country's economic future. The possibilities of increased exports generating higher incomes for farmers, businesses and the country as a whole are identified, together with barriers that hold exports back. The book analyzes the factors that influence farmers' production and sales decisions. It looks into the interaction and competition between exports and domestic sales in the domestic market as well as the tradeoff between mango cultivation and the cultivation of other crops.



KATARINA KAHLMANN is a graduate of the Stockholm School of Economics. She worked between 2010 and 2013 as Country Director of TechnoServe in Haiti and is currently Regional Director of TechnoServe West Africa.



MATS LUNDAHL is Professor emeritus of Development Economics at the Stockholm School of Economics and affiliated researcher at the Institute of Latin American Studies at Stockholm University. He is the author of seven books on Haiti.





ISBN: 978-2-89454-361-0

CIDIHCA Publisher

KATARINA KAHLMANN and MATS LUNDAHL

Mango in Haiti: Long on Promise, Short on Delivery A Study in Peasant Rationality

ISBN: 978-2-89454-361-0

Design and layout: MANUEL SALGADO

Editor: Frantz Voltaire

Legal deposit: third trimester 2018 Bibliothèque et Archives nationales du Québec Library and Archives Canada

> Les Éditions du CIDIHCA 430, rue Sainte-Hélène, bureau 401 Montréal QC H2Y 2K7 Canada

> > Phone: 514-845-0880 E-mail: cidihca@yahoo.com Web: www.cidihca.com

© Katarina Kahlmann, Mats Lundahl and CIDIHCA, 2018

TABLE OF CONTENTS

Preface	9
1 Mango: A Different Commodity	11
2 Exporting Mango	21
3 Production and Exports	37
4 Exports and Local Consumption	49
5 Large-Scale Orchards	61
6 The Smallholder Alternative: Mango versus Other Crops	71
7 Poverty and Risk	85
8 Increasing Yields	95
9 The Post-Harvest and Exporter Stages	105
10 Peasant Rationality Revisited	115
11 In Search of Value Added	135
12 The Uncertain Future	147
13 Conclusions	155

8	Mango in Haiti:	Long on	PROMISE,	SHORT ON	DELIVERY
Appendix	1 • Tables				159
Appendix	x 2 • The Qualit Mango Pro	·			165
Referenc	es				169