



March 12, 2018

Senator Mike Gabbard
Chair, Senate Committee on Agriculture & Environment
Hawaii State Capitol, Room 201
Honolulu, HI 96813

Aloha e Senator Gabbard:

We are writing in strong support of HB1971, Relating to the Issuance of Special Purpose Revenue Bonds to Kunoa Cattle Company, LLC (Kunoa).

Kunoa is a vertically integrated, Hawaii-Grown meat company co-located on Oahu and Kauai. We manage 2,000 head of cattle on our Kauai ranch, and we operate the State's largest animal harvest and processing facility in Kapolei, HI (formerly, Hawaii Livestock Cooperative).

An essential part of our business model is aggregating from farmers throughout the neighbor islands, providing them with a new market for their livestock. We currently work with more than two dozen producers on Oahu, Kauai, Maui, and Big Island. We also provide third-party processing services for ranchers and hog farmers on Oahu and Big Island.

We have grown from two employees in 2015 to 26 employees today. We have opened new markets in Hawaii for local meats, including Times Supermarkets, Don Quijote, and the US Military Commissaries, replacing imports and displacing mainland beef market share. Our products are all-natural and healthier alternatives to conventional beef and pork, both for the environment and for human health.

To multiply these benefits, we are seeking a SPRB to finance additions to our current operation in Kapolei, including expanded livestock infrastructure and production, agritourism and education, and renewable energy components.

We are grateful for your support of our efforts to double Hawaii's food production.

A handwritten signature in black ink, appearing to read 'Jack Beuttell & Robert J. Farias, Jr.', written in a cursive style.

Jack Beuttell & Robert J. Farias, Jr., Co-founders
Kunoa Cattle Company, LLC