



February 18, 2020

Senator Donovan M. Dela Cruz, Chair
Senator Gilbert S.C. Keith-Agaran, Vice Chair
Senate Committee on Ways and Means

Testimony in Support of SB 2710, S.D.1, Relating to Agriculture (Makes an appropriation to fund one full-time equivalent accredited rural appraiser position within the Department of Agriculture [DOA].)

Thursday, February 20, 2020, 1:00 p.m., in Conference Room 211

The Land Use Research Foundation of Hawaii (LURF) is a private, non-profit research and trade association whose members include major Hawaii landowners, developers and utility companies. One of LURF's missions is to advocate for reasonable, rational and equitable land use planning, legislation and regulations that encourage well-planned economic growth and development, while safeguarding Hawaii's significant natural and cultural resources and public health and safety.

LURF appreciates the opportunity to provide testimony in **support of SB 2710, S.D.1**, and to offer comments.

SB 2710, S.D.1. LURF understands that there is currently a dearth of accredited rural appraisers, also known as farm or agricultural appraisers, in Hawaii and that there is presently no accredited rural appraiser position within the DOA despite the Department's need to conduct approximately 50 agricultural appraisals each year, and the number is expected to increase as additional parcels continue to be transferred into the Department's charge. The retention or use of commercial appraisers is not suitable for DOA's purposes since commercial and residential land in Hawaii differ significantly from agricultural land, as do their values. The purpose and intent of this bill is therefore to appropriate funds for one full-time equivalent accredited rural appraiser within the DOA.

LURF's Position. LURF members include private property owners, farmers and ranchers who own, maintain, and engage in agricultural enterprises, and whose business, operations and livelihoods rely on the determination of fair property valuations and lease rents that are appropriate for intended agricultural uses. These landowners and agricultural stakeholders believe SB 2710, S.D.1 will greatly assist with appraisals required in connection with, amongst other things, new leases, lease conversions, rental re-openings, permits and easements.

This measure is consistent with the underlying intent and objectives of the IAL laws (Hawaii Revised Statutes, Sections 205-41 to 52), which were enacted to fulfill the mandate in Article XI, Section 3, of the Hawaii State Constitution, “to conserve and protect agricultural lands, promote diversified agriculture, increase agricultural self-sufficiency and assure the availability of agriculturally suitable lands.”

LURF therefore appreciates SB 2710, S.D.1, which will provide the DOA with a position which will help to support diversified agriculture and provide needed assistance to agriculture-related operations. By recognizing the significance of, and need to assist the local agriculture industry, and implement measures which help to support the growth and maintenance of agriculture in the State, this bill significantly helps to promote economically viable agriculture and food self-sufficiency in Hawaii.

As potential issues relating to and food safety and security continue to be a significant concern, LURF and its members appreciate this measure being taken to assist agricultural stakeholders.

For the reasons stated above, LURF is in **support of SB 2710, S.D.1**, and respectfully urges your favorable consideration of this bill.

DAVID Y. IGE
Governor

JOSH GREEN
Lt. Governor



State of Hawaii
DEPARTMENT OF AGRICULTURE
1428 South King Street
Honolulu, Hawaii 96814-2512
Phone: (808) 973-9600 FAX: (808) 973-9613

PHYLLIS SHIMABUKURO-GEISER
Chairperson, Board of Agriculture

MORRIS M. ATTA
Deputy to the Chairperson



TESTIMONY OF PHYLLIS SHIMABUKURO-GEISER
CHAIRPERSON, BOARD OF AGRICULTURE

BEFORE THE SENATE COMMITTEE ON WAYS AND MEANS

THURSDAY, FEBRUARY 20, 2020
1:00 P.M.
CONFERENCE ROOM 211

SENATE BILL NO. 2710, SD1
RELATING TO AGRICULTURE

Chairperson Dela Cruz and Members of the Committee:

Thank you for the opportunity to testify on Senate Bill 2710, Senate Draft 1. This measure makes an appropriation to fund 1 full-time equivalent (1.0 FTE) agricultural appraiser position within the Department of Agriculture. The Department strongly supports this measure.

A Real Property Appraiser position was added to the Agricultural Resource Management Division (ARMD) in 2012 Legislative session. Unfortunately, before the required reorganization could be addressed and the position filled, the position was deleted. The ARMD has an annual need of approximately fifty (50) appraisals per year, and the number is expected to grow as additional parcels are transferred into their inventory. Appraisals are required for rental re-openings, lease conversions, new leases, revocable permits, easement valuations, etc.

Organizing these appraisals is a very time-consuming task. Currently, each individual Property Manager must identify all of the appraisals required for their respective leases and ensure that the appraisals are conducted on a timely basis. A



solicitation to hire is put together and the appraisal firm hired. Then visitation routes must be mapped out and the tenants contacted. This process takes over a week for each inspection and does not include the inspection itself. A singular position, dedicated to this process will enable the property managers to spend more time with their tenants and ensure a timely, consistent appraisal product and process. Finally, time permitting, this position may be able to conduct a limited number of appraisals in house. The Department appreciates the recognition that this position is important and necessary for us to effectively address its mission to promote diversified agriculture.

Thank you for the opportunity to testify on this measure.

From: [Alan Gottlieb](#)
To: [WAM Testimony](#)
Subject: I support SB2710 SD1
Date: Wednesday, February 19, 2020 8:40:08 AM

Dear Chairman Dela Cruz,

Aloha Chair Dela Cruz, Vice-Chair Keith-Agara, and members of the committee,

I support SB2710 SD1, which makes an appropriation to fund 1 full-time equivalent (1.0 FTE) agricultural appraiser position within the Department of Agriculture.

This measure will assist in determining rent for leased agricultural lands, HDOA currently seeks appraisals of land value using outside appraisers. There are no certified agricultural appraisers in Hawaii, and many commercial appraisers in Hawaii lack knowledge of, or access to, agricultural rents in Hawaii. This can result in appraisals far higher than typical rents on private agricultural lands. Care must be taken to select appraisers who can recommend rents appropriate to the proposed agricultural activity. The best way to accomplish this may be to hire a qualified staff appraiser with statewide agricultural knowledge and access to current agricultural comparable.

Thank you for the opportunity to submit testimony.

Mahalo!

Sincerely,

Alan Gottlieb
Vice President
Ponoholo Ranch
PO Box 700489
Kapolei, HI 96709
alan@prloffice.com

From: [John Giblin](#)
To: [WAM Testimony](#)
Subject: I support SB2710 SD1
Date: Wednesday, February 19, 2020 9:00:14 AM

Dear Chairman Dela Cruz,

Aloha Chair Dela Cruz, Vice-Chair Keith-Agara, and members of the committee,

I support SB2710 SD1, which makes an appropriation to fund 1 full-time equivalent (1.0 FTE) agricultural appraiser position within the Department of Agriculture.

This measure will assist in determining rent for leased agricultural lands, HDOA currently seeks appraisals of land value using outside appraisers. There are no certified agricultural appraisers in Hawaii, and many commercial appraisers in Hawaii lack knowledge of, or access to, agricultural rents in Hawaii. This can result in appraisals far higher than typical rents on private agricultural lands. Care must be taken to select appraisers who can recommend rents appropriate to the proposed agricultural activity. The best way to accomplish this may be to hire a qualified staff appraiser with statewide agricultural knowledge and access to current agricultural comparable.

Thank you for the opportunity to submit testimony.

Mahalo!

Sincerely,

John Giblin
owner
Ohana Farm Orchards
87-2814 Mamalahoa Hwy
Captain Cook, HI 96704
jgiblinjr@aol.com

From: [James Gomes](#)
To: [WAM Testimony](#)
Subject: I support SB2710 SD1
Date: Wednesday, February 19, 2020 9:10:06 AM

Dear Chairman Dela Cruz,

Aloha Chair Dela Cruz, Vice-Chair Keith-Agara, and members of the committee,

I support SB2710 SD1, which makes an appropriation to fund 1 full-time equivalent (1.0 FTE) agricultural appraiser position within the Department of Agriculture.

This measure will assist in determining rent for leased agricultural lands, HDOA currently seeks appraisals of land value using outside appraisers. There are no certified agricultural appraisers in Hawaii, and many commercial appraisers in Hawaii lack knowledge of, or access to, agricultural rents in Hawaii. This can result in appraisals far higher than typical rents on private agricultural lands. Care must be taken to select appraisers who can recommend rents appropriate to the proposed agricultural activity. The best way to accomplish this may be to hire a qualified staff appraiser with statewide agricultural knowledge and access to current agricultural comparable.

Thank you for the opportunity to submit testimony.

Mahalo!

Sincerely,

James Gomes
Operation Manager
Ulupalakua Ranch
8640 Kula Hwy
Kula, HI 96790
jag@urmaui.com

From: [Philippe Visintainer](#)
To: [WAM Testimony](#)
Subject: I support SB2710 SD1
Date: Wednesday, February 19, 2020 9:30:08 AM

Dear Chairman Dela Cruz,

Aloha Chair Dela Cruz, Vice-Chair Keith-Agara, and members of the committee,

I support SB2710 SD1, which makes an appropriation to fund 1 full-time equivalent (1.0 FTE) agricultural appraiser position within the Department of Agriculture.

This measure will assist in determining rent for leased agricultural lands, HDOA currently seeks appraisals of land value using outside appraisers. There are no certified agricultural appraisers in Hawaii, and many commercial appraisers in Hawaii lack knowledge of, or access to, agricultural rents in Hawaii. This can result in appraisals far higher than typical rents on private agricultural lands. Care must be taken to select appraisers who can recommend rents appropriate to the proposed agricultural activity. The best way to accomplish this may be to hire a qualified staff appraiser with statewide agricultural knowledge and access to current agricultural comparable.

Thank you for the opportunity to submit testimony.

Mahalo!

Sincerely,

Philippe Visintainer
Member
HCP
7600 Hana Hwy
Haiku, HI 96708
philippe@coconutprotectors.com



February 2, 2020

Senator Donovan M. Dela Cruz, Chair
Senator Gilbert S.C. Keith-Agaran, Vice Chair
Senate Committee on Ways and Means
State Capitol, 415 S. Beretania St.
Honolulu, HI 96813

Re: SB2710 SD1 Relating to Agriculture

Dear Chair Gabbard, Vice Chair Ruderman, and Committee Members

The Hawaii Aquaculture & Aquaponics Association (HAAA), with statewide membership, **strongly supports the intent of SB2710 SD1** which would restore an agricultural appraiser position under the Hawaii Department of Agriculture.

HDOA's former agricultural appraiser position was lost during the department's downsizing following the nation's 2008/2009 financial crisis and needs to be restored to enable the department of appropriately determine fair agricultural rents on HDOA leases and for the agricultural lands to be transferred from the Department of Land and Natural Resources. Agricultural rents are based on land quality, usable acreage, and agricultural comparables which are not in the public domain and are unfamiliar to commercial and residential appraisers.

We recommend the following amendments to this measure since there are no accredited rural appraisers currently identified in Hawaii but there are persons identified with agricultural appraiser experience:

Page 1, SECTION 1, lines 9, 10 – [accredited rural] agricultural appraiser within the department of agriculture.

Page 1, SECTION 2, lines 14, 15, [accredited rural] agricultural appraiser position.

The HAAA respectfully requests your support of this important measure to help expand opportunities for farmers to obtain important investment capital and partnerships for their operations, and to allow farmers to construct and operate such agriculture-related infrastructure on HDOA-leased lands. Thank you for the opportunity to testify in strong support of SB2710.

Sincerely,

Ronald P. Weidenbach
HAAA President



EAST OAHU COUNTY FARM BUREAU
910 CALIFORNIA AVE., WAHIAWA, HI 96786

February 18, 2020

Senator Donovan M. Dela Cruz, Chair, and Senator Gilbert S.C. Keith-Agaran, Vice Chair
Senate Committee on Ways and Means
State Capitol, 415 S. Beretania St.
Honolulu, Hawai'i 96813

Dear Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee,

The East O'ahu County Farm Bureau, which represents approximately 420 farmers and supporters of agriculture from Waimanalo to Kahuku, **strongly supports SB 2710 SD1**, "Relating to Agriculture," which would provide funds for the Agriculture Department to hire an agricultural appraiser. In the past, HDOA had an appraiser on staff, but due to budget cuts the position was lost.

HRS Sec. 166-11, regarding leases within agricultural parks, states that the board of agriculture shall "require the appraisal of the parcel to determine the fair market value." For leases of non-agricultural park land, HRS Sec. 166E-11 states that the board shall "require the appraisal of the parcel using standards of national appraiser organizations to determine the rental ..."

With no agricultural appraisers on staff and in the current absence of agricultural appraisers in Hawai'i, HDOA must instead use a commercial appraiser, whose experience is with commercial and residential properties rather than with farms. Commercial and residential properties in Hawai'i are extremely expensive, and their prices bear no relation to the value of land for agricultural production. Therefore, HDOA's appraisals are liable to result in proposed lease rents which are overly burdensome or even prohibitive for a farmer who relies on income from the farm for his or her livelihood. In order to ensure fair lease rents that are appropriate for the intended agricultural use, it is important that HDOA have access to an appraiser who is familiar with agricultural land values.

In addition, Act 151 (2019) sets goals for HDOA to increase local food production, including "developing guidance for decisions regarding land acquisition, irrigation, and agricultural infrastructure." Presumably an appraiser knowledgeable about the value of agricultural land and infrastructure would be a valuable asset to HDOA as the department attempts to achieve this goal.

We therefore respectfully request that your committee approve the appropriation proposed by SB 2710 SD1. Thank you for the opportunity to testify on this important matter.

Sincerely,

Frederick M. Mencher
for Grant Hamachi, President
East O'ahu County Farm Bureau



HAWAII CROP IMPROVEMENT ASSOCIATION

Board of Directors 2018 - 2020

President
Joshua Uyehara

Vice-President
Warren Mayberry

Secretary
Dawn Bicoy

Treasurer
Laurie Yoshida

Directors-at-Large
Alan Takemoto
Leslie Campaniano
Michelle Starke
Joshua Uyehara
Warren Mayberry

President Emeritus
Alan Takemoto

TESTIMONY FROM THE HAWAII CROP IMPROVEMENT ASSOCIATION

In Support of SB2710
RELATING TO AGRICULTURE

Senate Committee on Ways and Means
Thursday, 02-20-20 at 1:00PM
Senate conference room 211

Chair Dela Cruz, Vice-Chair Keith-Agaran, and members of the committee:

The Hawaii Crop Improvement Association (HCIA) is in support of SB2710, which would provide operational funding for an agricultural appraiser within the Hawaii Department of Agriculture (HDOA).

Currently, there are no certified agricultural appraisers in Hawaii. When appraisals of land values for leased agricultural lands are needed, HDOA uses an outside appraiser. Many commercial appraisers lack knowledge of, or access to, agricultural rents and valuations in Hawaii, which can result in appraisals valued at far higher than typical rents on private agricultural lands.

Care must be taken to select appraisers who can recommend rents that are appropriate to the proposed agricultural activity. For this reason, we support funding a qualified agricultural appraiser within the HDOA who has statewide agricultural knowledge and access to current agricultural comparable.

Please vote in support of SB2710. Mahalo for your time and consideration.

Respectfully,

Emmanuel Zibakalam
Program Director, Hawaii Crop Improvement Association

The Hawaii Crop Improvement Association is a Hawaii-based non-profit organization that promotes modern agriculture to help farmers and communities succeed. Through education, collaboration, and advocacy, we work to ensure a safe and sustainable food supply, support responsible farming practices, and build a healthy economy.

SB-2710-SD-1

Submitted on: 2/19/2020 7:52:48 AM

Testimony for WAM on 2/20/2020 1:00:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Nicole K Galase	Testifying for Hawaii Cattlemen's Council	Support	No

Comments:



P.O. Box 253, Kunia, Hawai'i 96759
Phone: (808) 848-2074; Fax: (808) 848-1921
e-mail info@hfbf.org; www.hfbf.org

LATE

February 20, 2020

HEARING BEFORE THE
SENATE COMMITTEE ON WAYS AND MEANS

TESTIMONY ON SB 2710, SD1
RELATING TO AGRICULTURE

Room 211
1:00 PM

Aloha Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee:

I am Brian Miyamoto, Executive Director of the Hawaii Farm Bureau (HFB). Organized since 1948, the HFB is comprised of 1,800 farm family members statewide, and serves as Hawaii's voice of agriculture to protect, advocate and advance the social, economic and educational interests of our diverse agricultural community.

The Hawaii Farm Bureau strongly supports SB 2710, SD1, with comments, which makes an appropriation to fund one full-time equivalent (1.0 FTE) accredited rural appraiser position within HDOA. This position was unfortunately lost during downsizing but is a necessary component to further the State's self-sufficiency goals.

The position is necessary to ensure that fair rent terms are established for State-leased agricultural lands. Appraisals are required for rental re-openings, lease conversions, new leases, revocable permits, and easement valuations. HDOA has testified that it has an annual need of approximately 50 appraisals per year, and likely many more, as additional parcels are transferred into their inventory.

Currently, commercial appraisers are used by HDOA. This has resulted in appraisals for State agricultural lands that are much higher than typical rents on private agricultural lands. This inequity can be rectified by housing a qualified appraiser within HDOA that possesses statewide agricultural knowledge and access to agricultural comparables.

Terminology

Since, as recognized in the bill, there are no "accredited rural appraisers" currently identified in Hawaii, we defer to HDOA to recommend the appropriate terminology to be used in the bill to identify qualified appraisers with agricultural experience.

Thank you for your continued support of our local farmers who look forward to providing more of Hawaii's agricultural needs.

LATE

SB-2710-SD-1

Submitted on: 2/19/2020 4:01:04 PM

Testimony for WAM on 2/20/2020 1:00:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Warren Watanabe	Testifying for Maui County Farm Bureau	Support	No

Comments:

From: [Alvin Tsuruda](#)
To: [WAM Testimony](#)
Subject: I support SB2710 SD1
Date: Wednesday, February 19, 2020 8:00:11 AM

Dear Chairman Dela Cruz,

Aloha Chair Dela Cruz, Vice-Chair Keith-Agara, and members of the committee,

I support SB2710 SD1, which makes an appropriation to fund 1 full-time equivalent (1.0 FTE) agricultural appraiser position within the Department of Agriculture.

This measure will assist in determining rent for leased agricultural lands, HDOA currently seeks appraisals of land value using outside appraisers. There are no certified agricultural appraisers in Hawaii, and many commercial appraisers in Hawaii lack knowledge of, or access to, agricultural rents in Hawaii. This can result in appraisals far higher than typical rents on private agricultural lands. Care must be taken to select appraisers who can recommend rents appropriate to the proposed agricultural activity. The best way to accomplish this may be to hire a qualified staff appraiser with statewide agricultural knowledge and access to current agricultural comparable.

Thank you for the opportunity to submit testimony.

Mahalo!

Sincerely,

Alvin Tsuruda
Owner
Waihale Products
41-910 Mahiku Pl
Waimanalo, HI 96795
waihale@hawaiiantel.net

From: [Carolynn Lum](#)
To: [WAM Testimony](#)
Subject: I support SB2710 SD1
Date: Wednesday, February 19, 2020 11:20:06 AM

Dear Chairman Dela Cruz,

Aloha Chair Dela Cruz, Vice-Chair Keith-Agara, and members of the committee,

I support SB2710 SD1, which makes an appropriation to fund 1 full-time equivalent (1.0 FTE) agricultural appraiser position within the Department of Agriculture.

This measure will assist in determining rent for leased agricultural lands, HDOA currently seeks appraisals of land value using outside appraisers. There are no certified agricultural appraisers in Hawaii, and many commercial appraisers in Hawaii lack knowledge of, or access to, agricultural rents in Hawaii. This can result in appraisals far higher than typical rents on private agricultural lands. Care must be taken to select appraisers who can recommend rents appropriate to the proposed agricultural activity. The best way to accomplish this may be to hire a qualified staff appraiser with statewide agricultural knowledge and access to current agricultural comparable.

Thank you for the opportunity to submit testimony.

Mahalo!

Sincerely,

Carolynn Lum
2746 Apapane St
Lihue, HI 96766
hawaii96766@yahoo.com

From: [Luly Unemori](#)
To: [WAM Testimony](#)
Subject: I support SB2710 SD1
Date: Wednesday, February 19, 2020 8:00:13 AM

Dear Chairman Dela Cruz,

Aloha Chair Dela Cruz, Vice-Chair Keith-Agara, and members of the committee,

I support SB2710 SD1, which makes an appropriation to fund 1 full-time equivalent (1.0 FTE) agricultural appraiser position within the Department of Agriculture.

This measure will assist in determining rent for leased agricultural lands, HDOA currently seeks appraisals of land value using outside appraisers. There are no certified agricultural appraisers in Hawaii, and many commercial appraisers in Hawaii lack knowledge of, or access to, agricultural rents in Hawaii. This can result in appraisals far higher than typical rents on private agricultural lands. Care must be taken to select appraisers who can recommend rents appropriate to the proposed agricultural activity. The best way to accomplish this may be to hire a qualified staff appraiser with statewide agricultural knowledge and access to current agricultural comparable.

Thank you for the opportunity to submit testimony.

Mahalo!

Sincerely,

Luly Unemori
530 Hiilei Pl
Wailuku, HI 96793
lunemori@kohakuriver.com

SB-2710-SD-1

Submitted on: 2/19/2020 11:33:30 AM

Testimony for WAM on 2/20/2020 1:00:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Ted Yamamura	Individual	Support	No

Comments:

Testimony in Support of SB 2710, SD1.

Dear Chair Dela-Cruz, Vice-Chair Keith-Agaran, and Members of the Committee:

I am a State Certified General (CGA) licensed real estate appraiser. I have had the privilege of providing appraisal reports to various State of Hawaii departments, with and without staff appraisers, for over 30 years. It has been my experience that departments with a staff appraiser are far better prepared to ensure the appraisal product completed in-house or by contracted fee appraisers meets the requirements and needs of the department.

I wholeheartedly support the intent of SB 2710, SD1, and firmly believe that the appraiser position will make a significant contribution to the Department of Agriculture's mission and objectives. I respectfully offer only one revision to the Bill.

The language and provisions in SB 2710, SD 1, should be kept succinctly as written except that all references to "accredited rural appraiser" be deleted. The Department of Agriculture should be the agency that determines specific and appropriate educational, experience and accreditation requirements of its department appraiser rather than by legislation.

The following background and supporting information is provided.

The “accredited rural appraiser” (ARA) accreditation is issued by only one organization, the American Society of Farm Managers and Rural Appraisers (ASFMRA). There are presently no members of that organization in Hawaii, which may negate ever filling the Department of Agriculture appraiser position. Furthermore, the ARA accreditation should not be viewed as a cure-all appraisal designation that would fulfill the intent of SB 2710 or the needs of the department – it is not that simple.

If the Bill is intent on naming an appraisal designation, the Bill would be better served if it required a state-licensed “certified general appraiser” (CGA) designation.

The CGA license is issued by the State of Hawaii and regulated by the Department of Commerce and Consumer Affairs. License renewal is required every two (2) years after proof of completion of continuing education requirements. The CGA license demonstrates proof of competency to analyze and value all property types, not only commercial or residential. If it is the additional intent of the Bill to ensure the Department of Agriculture appraiser position become familiar with the ASFMRA, the CGA appraiser will be better equipped, through education and experience, to properly apply ASFMRA concepts, techniques and requirements in their appraisals of rural and farm properties.

Thank you for this opportunity to testify.

SB-2710-SD-1

Submitted on: 2/19/2020 11:58:47 AM

Testimony for WAM on 2/20/2020 1:00:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
J Ashman	Individual	Support	No

Comments:

This measure may not appear to be a priority, but it is, if we want to increase food self-sufficiency in Hawaii.

Because the State uses commercial appraisers who lack the specialized knowledge required to accurately appraise agricultural properties, State ag land lessees are forced to pay lease rents that are far higher than their actual value.

Please pass this measure that supports our farmers by providing accurate assessments of State ag land values. Thank you.

From: [John Gordines](#)
To: [WAM Testimony](#)
Subject: I support SB2710 SD1
Date: Wednesday, February 19, 2020 8:30:10 AM

Dear Chairman Dela Cruz,

Aloha Chair Dela Cruz, Vice-Chair Keith-Agara, and members of the committee,

I support SB2710 SD1, which makes an appropriation to fund 1 full-time equivalent (1.0 FTE) agricultural appraiser position within the Department of Agriculture.

This measure will assist in determining rent for leased agricultural lands, HDOA currently seeks appraisals of land value using outside appraisers. There are no certified agricultural appraisers in Hawaii, and many commercial appraisers in Hawaii lack knowledge of, or access to, agricultural rents in Hawaii. This can result in appraisals far higher than typical rents on private agricultural lands. Care must be taken to select appraisers who can recommend rents appropriate to the proposed agricultural activity. The best way to accomplish this may be to hire a qualified staff appraiser with statewide agricultural knowledge and access to current agricultural comparable.

Thank you for the opportunity to submit testimony.

Mahalo!

Sincerely,

John Gordines
6721 Kawaihau Rd
Kapaa, HI 96746
gordines@kauaiflowers.com

From: [Diane Chuensanguansat](#)
To: [WAM Testimony](#)
Subject: I support SB2710 SD1
Date: Wednesday, February 19, 2020 8:40:06 AM

Dear Chairman Dela Cruz,

Aloha Chair Dela Cruz, Vice-Chair Keith-Agara, and members of the committee,

I support SB2710 SD1, which makes an appropriation to fund 1 full-time equivalent (1.0 FTE) agricultural appraiser position within the Department of Agriculture.

This measure will assist in determining rent for leased agricultural lands, HDOA currently seeks appraisals of land value using outside appraisers. There are no certified agricultural appraisers in Hawaii, and many commercial appraisers in Hawaii lack knowledge of, or access to, agricultural rents in Hawaii. This can result in appraisals far higher than typical rents on private agricultural lands. Care must be taken to select appraisers who can recommend rents appropriate to the proposed agricultural activity. The best way to accomplish this may be to hire a qualified staff appraiser with statewide agricultural knowledge and access to current agricultural comparable.

Thank you for the opportunity to submit testimony.

Mahalo!

Sincerely,

Diane Chuensanguansat
PO Box 860898
Wahiawa, HI 96786
dina@hawaii.rr.com

From: [Susan Cabral](#)
To: [WAM Testimony](#)
Subject: I support SB2710 SD1
Date: Wednesday, February 19, 2020 8:40:07 AM

Dear Chairman Dela Cruz,

Aloha Chair Dela Cruz, Vice-Chair Keith-Agara, and members of the committee,

I support SB2710 SD1, which makes an appropriation to fund 1 full-time equivalent (1.0 FTE) agricultural appraiser position within the Department of Agriculture.

This measure will assist in determining rent for leased agricultural lands, HDOA currently seeks appraisals of land value using outside appraisers. There are no certified agricultural appraisers in Hawaii, and many commercial appraisers in Hawaii lack knowledge of, or access to, agricultural rents in Hawaii. This can result in appraisals far higher than typical rents on private agricultural lands. Care must be taken to select appraisers who can recommend rents appropriate to the proposed agricultural activity. The best way to accomplish this may be to hire a qualified staff appraiser with statewide agricultural knowledge and access to current agricultural comparable.

Thank you for the opportunity to submit testimony.

Mahalo!

Sincerely,

Susan Cabral
PO Box 337
Volcano, HI 96785
s.kronecabral@gmail.com