

Application Submittal Checklist

The following items are required for submittal of the grant application. Please verify and check off that the items have been included in the application packet.

- 1) Certificate of Good Standing (If the Applicant is an Organization)
- 2) Declaration Statement
- 3) Verify that grant shall be used for a public purpose
- 4) Background and Summary
- 5) Service Summary and Outcomes
- 6) Budget
 - a) Budget request by source of funds ([Link](#))
 - b) Personnel salaries and wages ([Link](#))
 - c) Equipment and motor vehicles ([Link](#))
 - d) Capital project details ([Link](#))
 - e) Government contracts, grants, and grants in aid ([Link](#))
- 7) Experience and Capability
- 8) Personnel: Project Organization and Staffing

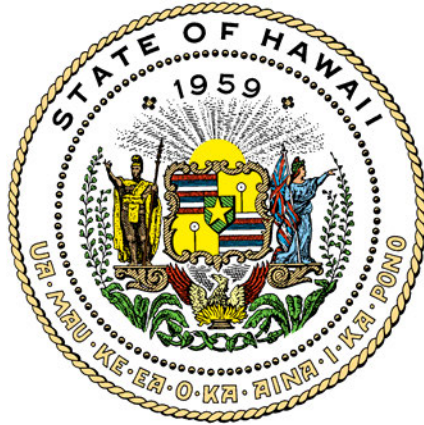


AUTHORIZED SIGNATURE

LARRY M. KOMATA
PRINT NAME AND TITLE

01-20-2022

DATE



Department of Commerce and Consumer Affairs

CERTIFICATE OF GOOD STANDING

I, the undersigned Director of Commerce and Consumer Affairs of the State of Hawaii, do hereby certify that

BIG ISLAND RESOURCE CONSERVATION AND DEVELOPMENT COUNCIL

was incorporated under the laws of Hawaii on 10/12/1989 ;
that it is an existing nonprofit corporation; and that,
as far as the records of this Department reveal, has complied
with all of the provisions of the Hawaii Nonprofit Corporations
Act, regulating domestic nonprofit corporations.



IN WITNESS WHEREOF, I have hereunto set
my hand and affixed the seal of the
Department of Commerce and Consumer
Affairs, at Honolulu, Hawaii.

Dated: January 20, 2022

Director of Commerce and Consumer Affairs



**STATE OF HAWAII
STATE PROCUREMENT OFFICE**

CERTIFICATE OF VENDOR COMPLIANCE

This document presents the compliance status of the vendor identified below on the issue date with respect to certificates required from the Hawaii Department of Taxation (DOTAX), the Internal Revenue Service, the Hawaii Department of Labor and Industrial Relations (DLIR), and the Hawaii Department of Commerce and Consumer Affairs

Vendor Name: **BIG ISLAND RESOURCE CONSERVATION AND DEVELOPMENT COUNCIL**

DBA/Trade Name: **Big Island Resource Conservation and Development Council**

Issue Date: **01/20/2022**

Status: **Compliant**

Hawaii Tax#: 40435414-01

New Hawaii Tax#:

FEIN/SSN#: XX-XXX9188

UI#: XXXXXX8741

DCCA FILE#: 77190

Status of Compliance for this Vendor on issue date:

Form	Department(s)	Status
A-6	Hawaii Department of Taxation	Compliant
8821	Internal Revenue Service	Compliant
COGS	Hawaii Department of Commerce & Consumer Affairs	Exempt
LIR27	Hawaii Department of Labor & Industrial Relations	Compliant

Status Legend:

Status	Description
Exempt	The entity is exempt from this requirement
Compliant	The entity is compliant with this requirement or the entity is in agreement with agency and actively working towards compliance
Pending	A status determination has not yet been made
Submitted	The entity has applied for the certificate but it is awaiting approval
Not Compliant	The entity is not in compliance with the requirement and should contact the issuing agency for more information



**STATE OF HAWAII
STATE PROCUREMENT OFFICE**

CERTIFICATE OF VENDOR COMPLIANCE

This document presents the compliance status of the vendor identified below on the issue date with respect to certificates required from the Hawaii Department of Taxation (DOTAX), the Internal Revenue Service, the Hawaii Department of Labor and Industrial Relations (DLIR), and the Hawaii Department of Commerce and Consumer Affairs

Vendor Name: HAWAI'I 'ULU PRODUCERS COOPERATIVE

DBA/Trade Name: Hawaii Ulu Cooperative

Issue Date: 12/05/2021

Status: Compliant

Hawaii Tax#: _____
New Hawaii Tax#: GE-1724446720-01
FEIN/SSN#: XX-XXX2889
UI#: No record
DCCA FILE#: 269078

Status of Compliance for this Vendor on issue date:

Form	Department(s)	Status
A-6	Hawaii Department of Taxation	Compliant
8821	Internal Revenue Service	Compliant
COGS	Hawaii Department of Commerce & Consumer Affairs	Compliant
LIR27	Hawaii Department of Labor & Industrial Relations	Compliant

Status Legend:

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**DECLARATION STATEMENT OF
APPLICANTS FOR GRANTS PURSUANT TO
CHAPTER 42F, HAWAI'I REVISED STATUTES**


The undersigned authorized representative of the applicant certifies the following:

- 1) The applicant meets and will comply with all of the following standards for the award of grants pursuant to Section 42F-103, Hawai'i Revised Statutes:
 - a) Is licensed or accredited, in accordance with federal, state, or county statutes, rules, or ordinances, to conduct the activities or provide the services for which a grant is awarded;
 - b) Complies with all applicable federal and state laws prohibiting discrimination against any person on the basis of race, color, national origin, religion, creed, sex, age, sexual orientation, or disability;
 - c) Agrees not to use state funds for entertainment or lobbying activities; and
 - d) Allows the state agency to which funds for the grant were appropriated for expenditure, legislative committees and their staff, and the auditor full access to their records, reports, files, and other related documents and information for purposes of monitoring, measuring the effectiveness, and ensuring the proper expenditure of the grant.
- 2) If the applicant is an organization, the applicant meets the following requirements pursuant to Section 42F-103, Hawai'i Revised Statutes:
 - a) Is incorporated under the laws of the State; and
 - b) Has bylaws or policies that describe the manner in which the activities or services for which a grant is awarded shall be conducted or provided.
- 3) If the applicant is a non-profit organization, it meets the following requirements pursuant to Section 42F-103, Hawai'i Revised Statutes:
 - a) Is determined and designated to be a non-profit organization by the Internal Revenue Service; and
 - b) Has a governing board whose members have no material conflict of interest and serve without compensation.

Pursuant to Section 42F-103, Hawai'i Revised Statutes, for grants used for the acquisition of land, when the organization discontinues the activities or services on the land acquired for which the grant was awarded and disposes of the land in fee simple or by lease, the organization shall negotiate with the expending agency for a lump sum or installment repayment to the State of the amount of the grant used for the acquisition of the land.

Further, the undersigned authorized representative certifies that this statement is true and correct to the best of the applicant's knowledge.

(Typed Name of Individual or Organization)



(Signature)

(Date)

(Typed Name)

(Title)

**DECLARATION STATEMENT OF
APPLICANTS FOR GRANTS PURSUANT TO
CHAPTER 42F, HAWAII REVISIED STATUTES**

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 - c) Agrees not to use state funds for entertainment or lobbying activities; and
 - d) Allows the state agency to which funds for the grant were appropriated for expenditure, legislative committees and their staff, and the auditor full access to their records, reports, files, and other related documents and information for purposes of monitoring, measuring the effectiveness, and ensuring the proper expenditure of the grant.
- 2) If the applicant is an organization, the applicant meets the following requirements pursuant to Section 42F-103, Hawaii Revised Statutes:
 - a) Is incorporated under the laws of the State; and
 - b) Has bylaws or policies that describe the manner in which the activities or services for which a grant is awarded shall be conducted or provided.
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 - a) Is determined and designated to be a non-profit organization by the Internal Revenue Service; and
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Further, the undersigned authorized representative certifies that this statement is true and correct to the best of the applicant's knowledge.

Hawaii Ulu Producers Cooperative
(Typed Name of Individual or Organization)



(Signature) 1/20/2022

(Date)

Dana Shapiro 1/20/2022

(Title)
(Typed Name)

INTERNAL REVENUE SERVICE
DISTRICT DIRECTOR
2 CUPANIA CIRCLE
MONTEREY PARK, CA 91755-7406

DEPARTMENT OF THE TREASURY

Date: MAY 10 1994

BIG ISLAND RESOURCE CONSERVATION
AND DEVELOPMENT COUNCIL
PO BOX 2975
KAMUELA, HI 96743-2975

Employer Identification Number:
99-0279188
Case Number:
954108041
Contact Person:
CAROLYN TSCHOPIK
Contact Telephone Number:
(213) 725-7002
Our Letter Dated:
October 17, 1990
Addendum Applies:
No

Dear Applicant:

This modifies our letter of the above date in which we stated that you would be treated as an organization that is not a private foundation until the expiration of your advance ruling period.

Your exempt status under section 501(a) of the Internal Revenue Code as an organization described in section 501(c)(3) is still in effect. Based on the information you submitted, we have determined that you are not a private foundation within the meaning of section 509(a) of the Code because you are an organization of the type described in section 509(a)(1) and 170(b)(1)(A)(vi).

Grantors and contributors may rely on this determination unless the Internal Revenue Service publishes notice to the contrary. However, if you lose your section 509(a)(1) status, a grantor or contributor may not rely on this determination if he or she was in part responsible for, or was aware of, the act or failure to act, or the substantial or material change on the part of the organization that resulted in your loss of such status, or if he or she acquired knowledge that the Internal Revenue Service had given notice that you would no longer be classified as a section 509(a)(1) organization.

If we have indicated in the heading of this letter that an addendum applies, the addendum enclosed is an integral part of this letter.

Because this letter could help resolve any questions about your private foundation status, please keep it in your permanent records.

If you have any questions, please contact the person whose name and telephone number are shown above.

Sincerely yours,



Richard R. Orosco
District Director

Application for Grants

If any item is not applicable to the request, the applicant should enter "not applicable".

I. Certification – Please attach immediately after cover page

1. Certificate of Good Standing (If the Applicant is an Organization)

If the applicant is an organization, the applicant shall submit one (1) copy of a certificate of good standing from the Director of Commerce and Consumer Affairs that is dated no earlier than December 1, 2021.

Please find Certificates of Good Standing for Hawai'i 'Ulu Producers Cooperative and Big Island Resource Conservation and Development Council, attached.

2. Declaration Statement

The applicant shall submit a declaration statement affirming its compliance with [Section 42F-103, Hawaii Revised Statutes](#).

Please find Declaration Statements from Hawai'i 'Ulu Producers Cooperative and Big Island Resource Conservation and Development Council, attached.

3. Public Purpose

The applicant shall specify whether the grant will be used for a public purpose pursuant to [Section 42F-102, Hawaii Revised Statutes](#).

The requested grant will be used to significantly expand the capacity of the state-owned Honalo Marshaling Yard facility, an innovative agricultural hub serving over 110 small-scale diversified farmers throughout the state. This facility is managed by the Hawai'i 'Ulu Producers Cooperative (HUC), which holds a 25-year commercial lease and in FY 2021 aggregated over 250,000 pounds of local produce for minimal processing and distribution to Hawai'i families, schools, hospitals, restaurants, hotels and manufacturers on all major islands. Proposed improvements will quadruple storage space for a range of fresh and frozen Hawai'i agricultural products – primarily culturally significant staple crops such as 'ulu (breadfruit) and kalo (taro, benefiting local producers and consumers while increasing the state's food security and providing lucrative export market opportunities. *This project directly fulfills multiple state goals, objectives and strategies, including the State of Hawai'i Aloha+ Challenge commitment to double local food production by 2030 statewide¹, and the Increased Food Security and Increased Food Self-sufficiency Strategy, which stipulates that investments in programs and projects that support greater food self-sufficiency will result in economic, social and*

¹ <https://dashboard.hawaii.gov/en/stat/goals/5xhf-begg/vey8-efit/4dt7-wn38>

*environmental benefits*². Additionally, the proposed project helps fulfill the following public needs stipulated in the Hawai'i State Planning Act Section HRS Chapter 226, which underlines State goals and objectives.

Food Security:

1. HRS 226-6 (8) Assure that the basic economic needs of Hawai'i's people are maintained in the event of disruptions in overseas transportation.
2. HRS 226-6 (10) Encourage the formation of cooperatives and other favorable marketing arrangements at the local or regional level to assist Hawai'i's small scale producers, manufacturers, and distributors.
3. HRS 226-7 (7) Strengthen diversified agriculture by developing an effective promotion, marketing, and distribution system between Hawai'i's food producers and consumers in the State, nation, and world.

Sustainability:

1. HRS 226-7 (13) Promote economically competitive activities that increase Hawai'i's agricultural self-sufficiency, including the increased purchase and use of Hawai'i-grown food and food products by residents, businesses, and governmental bodies as defined under section 103D-104.
2. HRS 226-7 (17) Perpetuate, promote, and increase use of traditional Hawaiian farming systems, such as the use of loko i'a, māla, and irrigated lo'i, and growth of traditional Hawaiian crops, such as kalo, 'uala, and 'ulu.

Community Resilience:

1. HRS 226-7 (18) Increase and develop small-scale farms.

Other recent Acts and regulations which the proposed project helps to satisfy include HB767 HD2 SD2 (Act 175) in Section 2 Chapter 302A, Hawaii Revised Statutes:

Farm to school meals:

1. By 2030, the department shall meet the local farm to school meal goal that thirty percent of food served in public schools shall consist of locally sourced products, as measured by the percentage of the total cost of food.

Prior to the COVID-19 pandemic, HUC was a primary local produce vendor for the Hawai'i State Department of Education (HIDOE) – providing over 50,000 pounds of breadfruit, sweet potato, bananas, and papaya annually to all 256 public school statewide from 2018-2020; proposed capital improvements will increase the organization's capacity to supply schools and other state institutions with nutritious, local, and culturally relevant staple crops.

² Increased Food Security and Food Self-Sufficiency Strategy, State of Hawai'i Office of Planning, October 2012.

II. Background and Summary

This section shall clearly and concisely summarize and highlight the contents of the request in such a way as to provide the State Legislature with a broad understanding of the request. Please include the following:

1. A brief description of the applicant's background;

Big Island Resource Conservation and Development Council (BIRCDC) is an incorporated and registered nonprofit organization within the State of Hawai'i, operating since 1975. We provide fiscal sponsorship to support others in their goals to conserve, enhance, and promote the economic, cultural, and natural environment of Hawai'i.

BIRCDC is made up of an executive committee, representatives from various soil and water conservation districts throughout the Island of Hawai'i, a mayor's representative, a program manager, and at-large community representatives. This variety of backgrounds and knowledge base allows for a wide-range of environmental and natural resource concerns to be effectively addressed through the development of projects for public purpose, and the fulfillment of grant opportunities.

Hawai'i 'Ulu Producers Cooperative (HUC) is the state's leading breadfruit farmer organization, pioneering commercial industry development since summer 2016. Founded with 9 pilot members located around Hawai'i Island, HUC has – in just over 5 years – grown to **113+** producers statewide and aggregated over 780,000 pounds of produce. This includes 370,000 pounds of breadfruit that has been minimally processed into steamed-frozen cuts for local food service operations, primarily public schools, hospitals, restaurants and value added processors. Breadfruit, or 'ulu, is a traditional Polynesian staple with great potential to help reverse Hawai'i's 85-90% reliance on imported foods, which includes virtually 100% of our staple food groups. An indigenous starch, 'ulu is a culturally appropriate food source for Hawai'i, with a nutritional profile that compares favorably to that of potatoes, wheat and rice. It grows well across many of Hawai'i's diverse microclimates, from sea level to approximately 2,000 ft. elevation and in most rainfall gradients, and is among the most sustainable starches in the world because it grows on a perennial tree – eliminating the need for annual tilling and replanting. Breadfruit trees sequester carbon, enhance soil microbial health, create shady habitat for animals and other plants and recreational space for humans, and thrive in diversified cropping systems that can optimize small farm returns by maximizing total productivity per acre. However, for Hawai'i to realize these potential benefits, commercial scale 'ulu production and processing systems must be developed and supported.

In 2017, in partnership with the Hawai'i Department of Agriculture (HDOA) and the University of Hawai'i (UH), HUC developed the first dedicated 'ulu processing and R&D facility in the state, located within the state-owned Honalo Marshaling Yard in South Kona. The co-op acquired a 25-year commercial lease to manage this facility in September 2018, enabling it to scale its operations. HUC has diversified its product line

to include a variety of “co-crops” including kalo, sweet potatoes, and orange squash, which Hawai'i farmers commonly grow in conjunction with 'ulu. Over 411,000 pounds of these co-crops have been aggregated over the past few years, minimally processed and marketed to commercial accounts as well as directly to consumers. This has resulted in significantly increasing local farmers' revenues and enabling the co-op to better maintain year round operations, hire more employees, retain a qualified staff and cover its operating costs. **Infrastructure improvements are now needed to support HUC's current and projected volumes, which are expected to reach 2 million pounds per year within the next decade.**

2. The goals and objectives related to the request;

This capital grant request seeks to significantly expand the capacity of the state-owned Honalo marshaling yard facility by developing an outdoor receiving and storage building for incoming produce, which will bring the facility up to compliance with Food Safety Modernization Act (FSMA) standards while improving the operational efficiency and increasing product quality through shelf life upgrades. This infrastructure improvement will impact producers throughout the state and enable more farmers to benefit from and utilize this public resource. Built in 1993 by the State of Hawai'i, the Honalo facility was originally designed as a marshaling yard or “ag hub” for farmers in the region of West Hawai'i Island (North and South Kona, Ka'u and Kohala districts). It was leased to the Kona Producers Cooperative but not utilized to its full potential and eventually sub-leased to the Hawai'i Food Basket for use as the food bank's west side distribution site. After the Food Basket moved its operations to Kailua-Kona in 2017, HUC applied for and was awarded a 25-year commercial lease, thereby returning the facility to its intended purpose – as a center for aggregation, minimal processing, distribution and marketing of local agricultural products. HUC's 113 members from around Hawai'i Island, O'ahu and Maui currently ship more than 30,000 pounds of fresh produce to the facility each month through a variety of distribution channels including truck, barge and air; farmers from Kaua'i and Moloka'i have indicated their interest in doing so once their volumes reach sufficient size to ship interisland.

Infrastructure improvements are now needed to support expanded use of the 5,200 square foot Honalo warehouse, which has not been materially improved since the early 1990's. Specific upgrades included in this request include the construction of a 1050 square foot detached receiving building with in-slab commercial scales, an ethylene scrubber and inline water cooler. The Department of Agriculture (DOA) has already secured a preliminary engineering report outlining this improvement and architectural and engineering (structural and electrical) drawings have been commissioned. This building will hold up to 32,000 pounds of fresh produce at a time in chill storage with an attached ripening room, representing a 5x expansion from current chill storage capacity (6,000 pounds of produce and no designated ripening area). This project is a critical piece of a larger improvement effort to increase production capacity tenfold – enabling increased intake volumes of up to 160,000 pounds per month or 2 million pounds per year. At an average farm gate price of \$1 per pound for the particular crops processed

at Honalo currently, this investment reflects at least \$50 million in added revenues for Hawai'i farmers over the equipment's expected lifespan (25 years).

3. The public purpose and need to be served;
Over 95% of farms in Hawai'i are small-scale according to the 2012 USDA Census, with annual sales of under \$250,000; moreover, only 6% of farmers across the state were reported to have a net income greater than \$50,000 prior to the pandemic. While they are small and often have limited capacity, these farms play a critical role in the state's socioeconomic fabric and food production, and provide essential ecosystem services – contributing to Hawai'i's unique sense of place, tourist appeal, beauty and sustainability. However, most small farms lack the ability and/or capital to scale or vertically integrate on their own, and rely on structures for collective action to sustain themselves and thrive. At the same time, Hawai'i consumers currently rely about 85% on imported food, including nearly 100% of starches and staple food groups. This puts the state at high risk of food insecurity should global shipping routes become disrupted due to political, economic or environmental upheaval.

The proposed project addresses both production and consumption sector needs, by providing the physical infrastructure and organizational support to help Hawai'i's small-scale farmers reach the economy of scale necessary for developing high quality, commercially viable, FSMA-compliant food products for both local and export markets. By quadrupling chill storage space at the Honalo Marshaling Yard, this project will significantly advance development of the local agriculture industry, increase small farm revenues, and enable the production and distribution of over 2 million pounds of minimally processed Hawai'i-grown produce per year, which would otherwise be wasted due to inadequate storage infrastructure. Investing in adequately-equipped manufacturing facilities for local food production, processing and storage is critical to Hawai'i's long-term food security, economic strength and resilience.

This project fulfills multiple state goals, objectives and strategies. It supports the State of Hawai'i Aloha+ Challenge commitment to double local food production by 2030 statewide³, and the Increased Food Security and Increased Food Self-sufficiency Strategy developed by the Office of Planning, which stipulates that investments in programs and projects which support greater food self-sufficiency will result in economic, social and environmental benefits⁴.

Additionally, the proposed project meets the following public needs stipulated in the Hawai'i State Planning Act Section HRS Chapter 226, which underlines State goals and objectives.

Food Security:

³ <https://dashboard.hawaii.gov/en/stat/goals/5xhf-begg/vey8-efit/4dt7-wn38>

⁴ DBEDT. (2012, October). Increased food security and food self-sufficiency strategy: a state strategic/functional plan prepared in accordance with HRS Chapter 226 Hawaii State Plan and the Hawaii comprehensive economic development strategy.

1. HRS 226-6 (8) Assure that the basic economic needs of Hawai'i's people are maintained in the event of disruptions in overseas transportation.
2. HRS 226-6 (10) Encourage the formation of cooperatives and other favorable marketing arrangements at the local or regional level to assist Hawai'i's small scale producers, manufacturers, and distributors.
3. HRS 226-7 (5) Foster increased public awareness and understanding of the contributions and benefits of agriculture as a major sector of Hawai'i's economy.
4. HRS 226-7 (7) Strengthen diversified agriculture by developing an effective promotion, marketing, and distribution system between Hawai'i's food producers and consumers in the State, nation, and world.

Sustainability:

1. HRS 226-7 (2) Encourage agriculture by making the best use of natural resources.
2. HRS 226-7 (13) Promote economically competitive activities that increase Hawai'i's agricultural self-sufficiency, including the increased purchase and use of Hawai'i-grown food and food products by residents, businesses, and governmental bodies as defined under section 103D-104.
3. HRS 226-7 (17) Perpetuate, promote, and increase use of traditional Hawaiian farming systems, such as the use of loko i'a, māla, and irrigated lo'i, and growth of traditional Hawaiian crops, such as kalo, 'uala, and 'ulu.

Community Resilience:

4. HRS 226-7 (18) Increase and develop small-scale farms.
5. HRS 226-20 (7) Prioritize programs, services, interventions, and activities that address identified social determinants of health to improve native Hawaiian health and well-being consistent with the United States Congress' declaration of policy as codified in title 42 United States Code section 11702, and to reduce health disparities of disproportionately affected demographics, including native Hawaiians, other Pacific Islanders, and Filipinos.
6. HRS 226-21 (4) Promote educational programs which enhance understanding of Hawai'i's cultural heritage.

Other recent Acts and regulations which the proposed project helps to satisfy include HB767 HD2 SD2 (Act 175) from Section 2 Chapter 302A, Hawaii Revised Statutes:

Farm to school meals:

1. By 2030, the department shall meet the local farm to school meal goal that thirty per cent of food served in public schools shall consist of locally sourced products, as measured by the percentage of the total cost of food.

7. Describe the target population to be served; and
The proposed project targets small- to mid-scale diversified farmers, who represent over 95% of Hawai'i's agricultural sector. While 'ulu farmers represent a key target group for their potential contribution to the state's long term food security and sustainability and because of the crop's strong historical significance and cultural alignment, a wide range

of other crops that can be grown in conjunction with 'ulu under diversified cropping systems are targeted, as well. The selection of crops described above that are currently processed at the Honalo facility have been developed in part through collaboration with the HIDOE to meet the unmet demand of Hawai'i's 256 public schools for minimally processed local produce (from 2018-2020); additional crops have been added into the mix through community and farmer feedback. HIDOE demand is set to increase as the Department of Education meets the goal of 30% local purchasing by 2030 (Act 175). Additional crops will continue to be piloted and developed in partnership with other prospective customers, including institutional partners such as hospitals. Hawai'i's small-scale, diversified farmers need improved infrastructure and strong organizational support to maintain their viability and scale their operations, especially with the onset of stringent FSMA food safety regulations and mounting global competition from regions with lower production costs. Cooperatives and shared facilities managed through public-private partnerships have traditionally provided this targeted infrastructure to nurture new agricultural industries, ensure public food security and maintain thriving rural economies.

On the consumption side, this project targets a range of market segments including local institutional food service operations such as schools and hospitals, which currently comprise the largest customer group for HUC's minimally processed local products. Through the infrastructure expansion proposed herein, the co-op will be able to expand its customer base and specifically maintain food safety and FSMA standards to open new markets. Market expansion will also encompass entry into select export markets as both a risk mitigation strategy as well to increase revenues and margins for Hawai'i farmers.

8. Describe the geographic coverage.

While the Honalo facility continues to service West Hawai'i Island farmers, due to its location in the "breadbasket" of South Kona, it has begun to function as a critical aggregation and processing site for farmers statewide. Indeed, over 75% of its produce currently comes from outside the region. Agricultural crops from all districts of Hawai'i Island as well as from the islands of O'ahu and Maui are regularly shipped to the facility for minimal processing and final distribution and marketing. Likewise, nutritious staple foods are distributed to consumers statewide, as HUC currently supplies institutions, distributors, grocers, restaurants, food hubs and home buyers throughout all major islands. Hawai'i's robust network of shipping channels, including interisland barges multiple days per week and daily trucking and air transport routes, make statewide coverage feasible for both procurement and distribution. Moreover, the Honalo facility – as managed by HUC – provides more than just a market outlet for local farmers; it offers an array of technical assistance and ongoing education as well as a unique opportunity to invest in a farmer-owned social enterprise making significant contributions to the local food system. Through the cooperative model, farmers are co-owners in an exciting, novel business with promising economic potential and tremendous community support. As such, HUC is pioneering development not only of Hawai'i's 'ulu industry, but of a new

model for Hawai'i business development and entrepreneurship that is innovative, resourceful, and community-based.

III. Service Summary and Outcomes

The Service Summary shall include a detailed discussion of the applicant's approach to the request. The applicant shall clearly and concisely specify the results, outcomes, and measures of effectiveness from this request. The applicant shall:

1. Describe the scope of work, tasks and responsibilities;

The proposed project will encompass all implementation including construction, equipment purchasing and installation of the Honalo facility infrastructure improvements described herein. Preliminary planning for the project has already been conducted by HUC in a technical report dated May 2020 and prepared with the support of USDA Small Business Innovation Research (SBIR) Award No. 2019-33610-29790. This report provided the basis for the scope of the proposed improvements included in a Preliminary Engineering Report by Hilo-based Engineering Partners for the DOA Agriculture Agricultural Resource Management Division in January 2021. A 1050 square foot detached, dedicated receiving station with in-pit commercial scale, ample unloading space, consistent access to an electric reach-in forklift, and chill storage located outside the building was determined to be the best option to increase production. Architectural and engineering (structural and electrical) drawings were previously commissioned for the project as well. This project will include the following tasks:

- Construct dedicated receiving building per specifications detailed in architectural and engineering drawings, for which permits are currently being received
- Procure in-pit commercial scale, Ethylene scrubber and inline water cooler to improve product quality, minimize losses due to ripening, and prevent microbial and mold contamination to uphold FSMA standards.
- Install, test and implement use of equipment.
- Develop FSMA-compliant food safety plan and associated SOPs for use of new aggregation infrastructure; write up summary reports and guidelines to share with other local agricultural organizations in Hawai'i.
- Expand supplier network and customer base to support increased operational volumes as accommodated by new commercial-scale equipment.

All activities will be directed by HUC executive manager Dana Shapiro, M.Sc., with support from HUC operations manager Holokai Brown and in partnership with dedicated project partners and qualified contractors as referenced herein. *Resumes for Ms. Shapiro and Mr. Brown are attached.*

2. Provide a projected annual timeline for accomplishing the results or outcomes of the service;

Timeline	Results or outcomes accomplished
July 2022	- Hire licensed contractor to construct outdoor receiving building and install equipment per specifications detailed in project plans and permits
August-September 2022	- Source equipment to meet final specs and procure.
January 2023	- Install equipment at Honalo facility and test operations. Begin holding fresh product in new receiving building.
March 2023	- Develop FSMA-compliant Food Safety Plan and SOPs for use of new receiving building and equipment. Refine breadfruit post-harvest and storage procedures to maximize shelf life for distribution statewide.
April-June 2023	<ul style="list-style-type: none"> - Gradually increase facility produce intake volumes and customer base to match larger final product storage available. - Recruit additional Hawai'i farmers to utilize facility as expanded receiving and storage capacity allows for greater intake volumes of up to 167,000 pounds of fresh produce per month, or 2 million pounds per year. - Continue market expansion efforts to move up to 133,000 pounds (accounting for byproduct losses and waste streams) of minimally processed product per month. - Continue utilizing new equipment, troubleshoot and modify operations and/or Food Safety Plan, as needed.
May-June 2023	<ul style="list-style-type: none"> - Write up summary reports and guidelines to share with other local agricultural organizations. - Post project results on website and social media to reach broad audience.

3. Describe its quality assurance and evaluation plans for the request. Specify how the applicant plans to monitor, evaluate, and improve their results; and HUC manager Dana Shapiro M.Sc. will be primarily responsible for overseeing and evaluating project activities. Ms. Shapiro has over 10 years of experience managing and implementing projects funded by government awards, and is qualified to oversee this project. Please refer to her resume attached for evidence of qualifications. Ms. Shapiro's responsibilities will include contract administration for hired consultants and contractors, managing project expenditures, and preparing required reports for the state and Big Island RC&D. She will also be the point of contact for communications with the state and Big Island RC&D during the project period. Ms. Shapiro expects to communicate with the grantors and project partners primarily by phone and e-mail during the project to submit reports, request payments, and provide periodic updates on project successes and challenges.

Honalo facility operations manager Holokai Brown will be supervised by Ms. Shapiro during the project. In addition to completing assigned tasks, Mr. Brown will support Ms. Shapiro with documentation of project activities through onsite coordination and communication with contractors, as needed. Mr. Brown's resume is also attached for evidence of qualifications.

HUC utilizes cloud-based Google office programs for project management and coordination. Ms. Shapiro will establish and maintain a new folder on the co-op's shared Google Drive as a central location to store project documents, such as contracts, photos, reports, invoices, meeting notes, site visit briefs, and evaluation materials. In Months 1-2 of the project, contractors to be hired will be contacted by Ms. Shapiro to discuss the approved scope of work, timeline, and compensation for their services. Formal contract agreements will be executed to ensure consultants deliver expected outcomes. Regular communication will occur with contractors by phone, e-mail, and in-person meetings for the duration of their contracts. Ms. Shapiro and Mr. Brown will benchmark project progress on a bi-monthly basis to ensure deliverables are completed in accordance with the approved work plan. Benchmarking will include reviewing the approved work plan and comparing the timeline to actual work completed in the previous 4-8 weeks. In the event of a project delay, Ms. Shapiro will communicate promptly with the state and Big Island RC&D by phone to determine a proper course of action to ensure completion of the deliverables.

4. List the measure(s) of effectiveness that will be reported to the State agency through which grant funds are appropriated (the expending agency). The measure(s) will provide a standard and objective way for the State to assess the program's achievement or accomplishment. Please note that if the level of appropriation differs from the amount included in this application that the measure(s) of effectiveness will need to be updated and transmitted to the expending agency.

Appropriate measures of effectiveness for the proposed project include:

- Equipment sourced and procured from reputable manufacturers and installed in accordance with project timeline; all equipment is commercial grade and meets design specifications.
- Local produce volumes handled at facility increase after implementation of infrastructure upgrades in accordance with projections, including more than a 5x increase of fresh fruit storage capacity from 6,000 pounds currently to over 30,000 pounds upon project completion; this will support intake volumes up to 167,000 pounds per month (2 million pounds per year).
- FSMA-compliant Food Safety Plan incorporating new equipment and associated SOPs developed and implemented in accordance with the timeline provided above.
- Project results shared in accessible and comprehensive format with other local agricultural organizations in order to leverage experiences and lessons learned for broadest public benefit.
- Additional farmers recruited to utilize facility thanks to greater infrastructure capacity, from current 114 farmers on three major islands to at least 150 farmers statewide by end of 12-month project period.

- Additional customers acquired to purchase minimally processed local products as a result of having greater inventory available year round; these include at least 100 Hawai'i grocery stores and 15 export market locations.
- At least two additional local crops piloted and developed into commercial minimally processed products by the end of the project period, bringing total number of Hawai'i-grown crops manufactured at the Honalo facility up to six.

IV. Financial

Budget

1. The applicant shall submit a budget utilizing the enclosed budget forms as applicable, to detail the cost of the request.

See all required budget forms, attached.

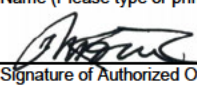
- a. Budget request by source of funds (Link)
- b. Personnel salaries and wages (Link)
- c. Equipment and motor vehicles (Link)
- d. Capital project details (Link)
- e. Government contracts, grants, and grants in aid (Link)

Please see attached.

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2022 to June 30, 2023

Applicant: Big Island Resource Conservation and Development Council as Fiscal Sponsor for Hawai'i 'Ulu Producers Cooperative

BUDGET CATEGORIES	Total State Funds Requested (a)	Total Federal Funds Requested (b)	Total County Funds Requested (c)	Total Private/Other Funds Requested (d)
A. PERSONNEL COST				
1. Salaries				
2. Payroll Taxes & Assessments				
3. Fringe Benefits				
TOTAL PERSONNEL COST				
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island				
2. Insurance				
3. Lease/Rental of Equipment				
4. Lease/Rental of Space				
5. Staff Training				
6. Supplies				
7. Telecommunication				
8. Utilities				
9. Contractual (design, planning and permitting)				
10. Fiscal Sponsor Indirect Fee (10%)				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
TOTAL OTHER CURRENT EXPENSES				
C. EQUIPMENT PURCHASES	44,160			
D. MOTOR VEHICLE PURCHASES				
E. CAPITAL	360,000			
TOTAL (A+B+C+D+E)	404,160	0	0	0
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	404,160	Dana Shapiro, HUPC Manager (808) 238-8869		
(b) Total Federal Funds Requested		Name (Please type or print) Phone		
(c) Total County Funds Requested				
(d) Total Private/Other Funds Requested		Signature of Authorized Official Date		
TOTAL BUDGET	404,160	Larry M. Komata Name and Title (Please type or print)		

Applicant: Big Island Resource Conservation and Development Council as Fiscal Sponsor for Hawai'i 'Ulu Cooperative

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
Scale, in-slab commercial Aegis Industrial model	1	\$13,800.00	\$ 13,800.00	13,800.00
Ethylene Scrubber to delay breadfruit ripening	1	\$2,300.00	\$ 2,760.00	2,760.00
Inline Water Cooler to reduce core produce temperature	1	\$27,600.00	\$ 27,600.00	27,600.00
			\$ -	
TOTAL:	3		\$ 44,160.00	\$ 44,160.00

JUSTIFICATION/COMMENTS:

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				

JUSTIFICATION/COMMENTS:
All equipment listed has been sourced from Hawaii State or U.S. Suppliers and was vetted through R&D conducted by HUC's under a USDA Small Business Innovation Research project conducted in 2020; technical report is available upon request.

BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2022 to June 30, 2023

Applicant: Big Island Resource Conservation and Development Council as Fiscal Sponsor for Hawai'i 'Ulu Producers Cooperative

FUNDING AMOUNT REQUESTED						
TOTAL PROJECT COST	ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS		STATE FUNDS REQUESTED	OTHER SOURCES OF FUNDS REQUESTED	FUNDING REQUIRED IN SUCCEEDING YEARS	
	FY: 2020-2021	FY: 2021-2022	FY:2022-2023	FY:2022-2023	FY:2023-2024	FY:2024-2025
PLANS		\$ 100,000.00				
LAND ACQUISITION						
DESIGN		\$ 200,000.00				
CONSTRUCTION		\$ 800,000.00	\$ 360,000.00			
EQUIPMENT			\$ 44,160.00			
TOTAL:	\$100,000.00	\$ 1,100,000.00	\$ 404,160.00			
JUSTIFICATION/COMMENTS:						
Previous funds received have or will be used to upgrade the Honalo facility to support current and planned operational volumes.						

GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: Big Island Resource Conservation & Development as Fiscal Sponsor for Hawaii Ulu Producers Cooperative

Contracts Total: 1,075,000

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)	CONTRACT VALUE
1	Local food promotion program - promoting four Hawaii specialty crops	9/30/2020-9/30/2023	USDA Agricultural Marketing Service	U.S	500,000
2	Value added producer grant - scaling breadfruit flour	9/30/2021-9/30/2024	USDA Rural Development	US	250,000
3	Socially disadvantaged grower grant - providing technical assistance to co-op farmers	9/30/2020-9/30/2022	USDA Rural Development	US	175,000
4	Capital GIA to upgrade freezer storage capacity at Honalo Facility	7/1/2020-6/30/2023	Hawaii State	State	150,000
5					
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2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2023.

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
180,000	44,160	180,000	N/A	404,160

3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2023.

HUC is seeking \$25,000 in Hawai'i County Nonprofit Grant-in-Aid. This proposed project is not directly related to the capital GIA requested of the state, but is complementary in that it seeks to educate the next generation – Hawai'i youth – about how to use 'ulu, kalo, 'uala and pala'ai, as well as share the history and culture, nutritional profiles, and public benefits of these local crops in terms of food security, climate change resilience and long-term sustainability. The project builds upon HUC's past efforts of educating Hawai'i youth about Hawai'i-grown staples to increase knowledge, appreciation and consumption by: 1) Disseminating a value-chain video series for four crops ('ulu, kalo, 'uala, pala'ai) to schools and families along with recipe-ready kit boxes 2) Developing remote-friendly curriculum to accompany video series and 3) Collecting and analyzing feedback and impact metric data to assess project effectiveness and inform future efforts. As farmers, we recognize that the first step to ensuring a stable market for our crops is to ensure the community understands how and why to eat them. Further, we firmly believe that 'ulu offers the best potential of any local crop today to enhance Hawaii's long-term food security and sustainability. The proposed program will advance development of Hawaii Island's burgeoning breadfruit industry by providing cultural, culinary, and nutritional educational resources to expand public awareness and consumer demand. These objectives are in alignment with the interests of the community of Hawaii Island as they will expand the market for breadfruit, a culturally significant and environmentally friendly staple tree crop, as well as the markets for culturally-significant kalo, 'uala and pala'ai, thereby moving toward the county goal of local food system resiliency. In addition, this program seeks to improve the health of Hawai'i Island youth and their families by offering free educational resources on the uses, importance, and culinary preparation of four nutritious, locally-available staple foods.

4. The applicant shall provide a listing of all state and federal tax credits it has been granted within the prior three years. Additionally, the applicant shall provide a listing of all state and federal tax credits they have applied for or anticipate applying for pertaining to any capital project, if applicable.

Not applicable.

5. The applicant shall provide a listing of all federal, state, and county government contracts, grants, and grants in aid it has been granted within the prior three years and will be receiving for fiscal year 2023 for program funding.

Within the prior three years and through fiscal year 2023, HUC has received the following federal and state grants:

- County Research & Development: \$25,000 original award
- USDA Specialty Crop Block Grant: \$42,810 original award
- Hawai'i State GIA: \$150,000 original award
- USDA Rural Energy for America Program EE: \$60,382 original award
- USDA Rural Energy for America Program RE: \$37,732 original award
- USDA Local Food Promotion Program: \$500,000 original award; \$403,589.81 remaining through
- USDA Socially Disadvantaged Groups Grant: \$175,000 original award
- USDA Value Added Producers Grant: \$250,000 original award

6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2021.

HUC's unrestricted current assets as of December 31, 2021 are \$829,038.62.
Big Island Resource Conservation and Development Council: \$69,060 (Unrestricted)

V. Experience and Capability

1. Necessary Skills and Experience

The applicant shall demonstrate that it has the necessary skills, abilities, knowledge of, and experience relating to the request. State your experience and appropriateness for providing the service proposed in this application. The applicant shall also provide a listing of verifiable experience of related projects or contracts for the most recent three years that are pertinent to the request.

HUC is among the most established and accomplished cooperative enterprises in Hawai'i State, with a demonstrated track record of competency in project management – including commercial kitchen construction and manufacturing equipment purchase and installation, fiscal responsibility – including managing grant funds of three and a half million dollars over the past four years, innovation in food manufacturing, food safety, commercial product development and agricultural production, and robust organizational capacity. Despite its formation just five years ago, the co-op has over 110 engaged members on multiple islands and provides significant resources and technical support to breadfruit farmers statewide. Through its bottom-up approach and grounded understanding of the local agricultural sector, the co-op has been able to successfully launch multiple new product lines representing over 411,000 pounds of kalo, pumpkins, bananas, papayas, sweet potato and lū'au leaf, in addition to its core competency of manufacturing minimally processed cuts of 'ulu at all maturity stages – with over

370,000 pounds of breadfruit aggregated and distributed to local markets since 2016. More information can be found on their website at www.EatBreadfruit.com.

HUC is governed by a 7-member board of farmers with four outside advisors providing expertise in finance, horticulture, indigenous crops and cropping systems, the culinary industry and consumer marketing. Through a partnership with HDOA and UH, it developed Hawai'i's first and only dedicated 'ulu aggregation and processing facility and secured a 25-year commercial lease over the Honalo Marshaling Yard (valid through 2043). Co-op managers have been directly responsible for coordinating design, construction and permitting of a 300+ square foot commercial kitchen, successfully completing FSMA training and certification, developing a FSMA-compliant food safety plan, creating an in-house food safety training program for employees and 20 food manufacturing related jobs, acquiring over 400 customers throughout Hawai'i including schools and hospitals, and working with manufacturing consultants to develop a phased infrastructure expansion plan to accommodate volume growth expected to reach 2 million pounds of local produce within the next decade.



Minimally Processed 'Ulu Quarters

2. Facilities

The applicant shall provide a description of its facilities and demonstrate its adequacy in relation to the request. If facilities are not presently available, describe plans to secure facilities.

HUC has secured a 25-year commercial lease over the Honalo Marshaling Yard in partnership with the Kona Producers Cooperative, the property master lessee since 1993. This facility includes 1.91 acres of land and a 5,200 square foot warehouse containing two offices as well as a 300+ square foot certified commercial kitchen that HUC developed in partnership with HDOA and UH in 2017. HUC has also served as the primary tenant of a second commercial aggregation facility in Hilo, the Alae postharvest facility, owned by Kamehameha Schools, which it uses to aggregate produce from East Hawai'i Island farmers and consolidate shipments for transport to the Honalo facility for processing and distribution to markets statewide.

The commercial kitchen at Honalo houses a double decker commercial steamer, hardening cabinet for rapid freezing, stainless steel work tables, urschel industrial cutter, commercial breadfruit peeler, racks and knives, and various table top appliances for peeling, cutting and processing local produce – all of which are owned by HUC. HUC also owns three small walk-in freezers that are in the process of being replaced by a larger 800 square foot walk-in freezer requested through a 2019 GIA proposal, and which will quadruple finished product storage space available.



HUPC Commercial Kitchen

With support from requested state GIA funds currently proposed as well as through an investment of earned revenues, the co-op is now working to develop an outdoor fruit intake area with enclosed chill and dry storage in FY 2023. All planning and design for this capital upgrade has been completed and permits are now being received in partnership with DOA. This FSMA-compliant receiving station will significantly increase the volume of fresh fruit the co-op is able to accept at a time and provide appropriate storage facilities to ensure that fruit quality and food safety are maintained.



15 Manufacturing Jobs Created

VI. Personnel: Project Organization and Staffing

1. Proposed Staffing, Staff Qualifications, Supervision and Training

The applicant shall describe the proposed staffing pattern and proposed service capacity appropriate for the viability of the request. The applicant shall provide the qualifications and experience of personnel for the request and shall describe its ability to supervise, train and provide administrative direction relative to the request.

Dana Shapiro, M.Sc. – HUC Executive Manager

Qualifications/experience: Ms. Shapiro has managed HUC since its formation and previously worked as a cooperative and rural business development consultant for numerous local agriculture projects in Hawai'i. Her background is in social science research, using both qualitative and quantitative evaluation methods to assess the success, sustainability and functionality of community-based projects. She is PCQI certified, has a B.Sc. in Natural Resource Management from Cornell University and a M.Sc. in Cooperative Business Development from Ben Gurion University in Israel. Ms. Shapiro has over 10 years of experience managing and implementing projects funded by government awards, and is qualified to oversee this project. Please refer to her resume attached for evidence of qualifications.

Roles and responsibilities: Ms. Shapiro will direct the proposed project and be primarily responsible for overseeing and evaluating all project activities. Ms. Shapiro's responsibilities will include contract administration for hired consultants and contractors, managing project expenditures, communicating with and preparing required reports for the state and Big Island RC&D, and recruiting additional farmers and customers once infrastructure upgrades are in place and the co-op has capacity to grow its operations.

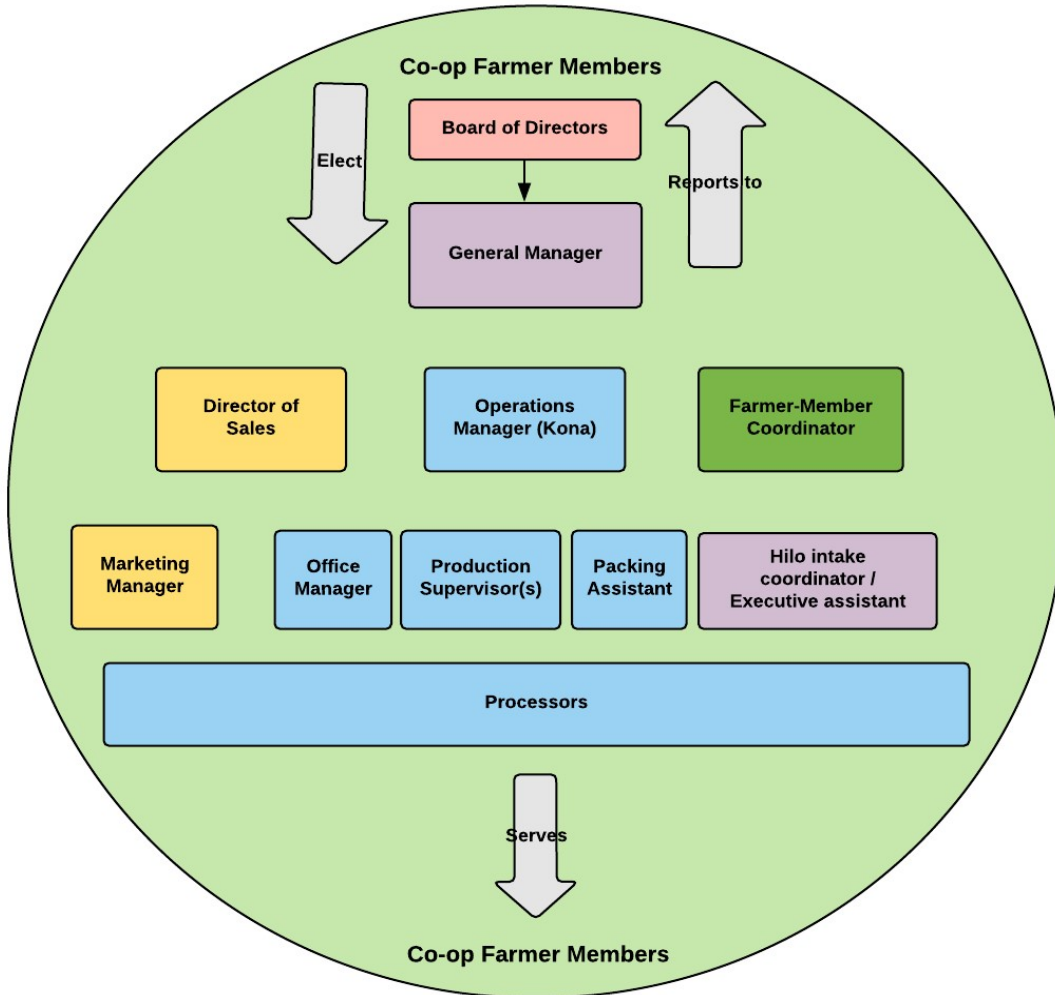
Holokai Brown– HUC Operations Manager

Qualifications/experience: Mr. Brown has significant experience in commercial farming, marketing of farm products, agricultural manufacturing, and farm and facility food safety. Born in the South Kona region of Miloli'i, Mr. Brown's family later moved to O'ahu where he attended Kamehameha Schools. After graduating and working in agriculture and retail throughout the continental U.S. for a number of years, he now operates his own farm in the ahupua'a of Alike by Miloli'i. He is PCQI certified and has worked with HUC since 2019, and currently manages operations of HUC's aggregation and processing facility in Honalo. Mr. Brown's resume is attached for evidence of qualifications.

Roles and responsibilities: Mr. Brown will be supervised by Ms. Shapiro during the project. In addition to completing assigned tasks, Mr. Brown will support Ms. Shapiro with documentation of project activities through onsite coordination and communication with contractors, as needed. Mr. Brown will also be primarily responsible for developing the FSMA-compliant Food Safety Plan and SOPs incorporating the infrastructure upgrades, testing new equipment, and monitoring infrastructure performance throughout the project period. As facility intake and output volumes increase as a result of infrastructure expansion through this project, Mr. Brown will help to train and hire new staff and farmers.

2. Organization Chart

The applicant shall illustrate the position of each staff and line of responsibility/supervision. If the request is part of a large, multi-purpose organization, include an organization chart that illustrates the placement of this request.



3. Compensation

The applicant shall provide an annual salary range paid by the applicant to the three highest paid officers, directors, or employees of the organization by position title, not employee name.

HUC General Manager - \$60,000 - \$70,000 salary
HUC Director of Sales - \$60,000 - \$70,000 salary
HUC Operations Manager - \$60,000 - \$70,000 salary

VII. Other

1.Litigation

The applicant shall disclose any pending litigation to which they are a party, including the disclosure of any outstanding judgement. If applicable, please explain.

Not applicable.

2.Licensure or Accreditation

The applicant shall specify any special qualifications, including but not limited to licensure or accreditation that the applicant possesses relevant to this request.

Not applicable.

3. Private Educational Institutions

The applicant shall specify whether the grant will be used to support or benefit a sectarian or non-sectarian private educational institution. Please see [Article X, Section 1, of the State Constitution](#) for the relevance of this question.

Not applicable.

4. Future Sustainability Plan

The applicant shall provide a plan for sustaining after fiscal year 2022-23 the activity funded by the grant if the grant of this application is:

- (a) Received by the applicant for fiscal year 2022-23, but
- (b) Not received by the applicant thereafter.

If this application is funded for FY22-23 but not thereafter, all project services will be sustained and enhanced through HUC's own revenues generated through product sales. Earning potential will be significantly bolstered by having increased fresh storage capacity provided through funding for the proposed project, which will support greater production and sales volumes of 3-4 times 2021 levels. As an agricultural producer cooperative, HUC is obligated to provide benefits to its farmer-members, specifically through the aggregation, processing and marketing of their agricultural crops. Earned revenues from the sale of minimally processed local produce are used to pay farmers for their fruit at competitive market rates, with net profits reinvested in the cooperative's mission and facility, and ultimately redistributed back to farmers according to patronage or their proportional contribution to the co-op's annual fruit volumes. This financial model will enable self-sustainability at the volumes realized through the proposed infrastructure improvements (up to 2 million pounds per year) to the Honalo Marshaling

Yard, with net revenues invested in subsequent facility upgrades to support further scaling as Hawai'i's local food industry continues to grow.



Big Island Resource
Conservation & Development Council

January 20, 2022

To Whom It May Concern,

I, Larry M. Komata, President of Big Island Resource Conservation and Development Council (BIRCDC), do hereby certify that to the best of my knowledge, this is a true reflection of BIRCDC's current finances through December 31, 2021. Our financial report is prepared by Elizabeth De Roche, an independent bookkeeper. She may be contacted via email at thederoches2@gmail.com with any questions regarding this financial statement.

Sincerely,

A handwritten signature in black ink, appearing to read 'Larry M. Komata', written over a horizontal line.

Larry M. Komata
President
Big Island RC&D Council

Please Note: The information contained in these documents is confidential, privileged and only for the information of the intended recipient and may not be used, published or redistributed without the prior written consent of Big Island Resource Conservation and Development Council, unless required by law.

The Big Island Resource Conservation and Development Council is a non-profit, tax exempt 501(c) 3 corporation organized to assist communities of Hawaii to promote the conservation of natural resources, support economic development and enhance our environment and standard of living, with community capacity building. The Big Island Resource Conservation and Development Council is an Equal Opportunity Provider.

200 Kanoelehua Avenue, PMB 285 • Hilo, Hawaii 96720 • Telephone/Fax (808) 935-8426

BIRCD
Balance Sheet
As of December 31, 2021

	Dec 31, 21
ASSETS	
Current Assets	
Checking/Savings	
1000 · Cash In Bank	
1010 · Cash in bank - unrestricted	69,060.53
1011 · Cash in Bank-restricted	234,630.78
Total 1000 · Cash In Bank	303,691.31
1040 · Petty cash	300.00
1050 · CASH IN BANK HSF	
1051 · HFS-Unrestricted	1,025.00
1053 · HFS Savings	4,482.21
Total 1050 · CASH IN BANK HSF	5,507.21
1060 · Bank of Hawaii	3,133.85
Total Checking/Savings	312,632.37
Total Current Assets	312,632.37
TOTAL ASSETS	312,632.37
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2200 · Funds Held For Others	1,071.00
Total Other Current Liabilities	1,071.00
Total Current Liabilities	1,071.00
Total Liabilities	1,071.00
Equity	
3010 · Unrestrict (retained earnings)	449,519.94
3100 · Fund Balance Restricted	75,485.59
Net Income	-213,444.16
Total Equity	311,561.37
TOTAL LIABILITIES & EQUITY	312,632.37

**BIRCD RESTRICTED
Income & Expense
January through December 2021**

	Jan - Dec 21
Ordinary Income/Expense	
Income	
4000 · Project Revenues	
4010 · Indiv/business contribution	8,847.28
4110 · Other Project Revenues	
41105 · Other	100.00
41107 · T-Shirt Sales	564.31
Total 4110 · Other Project Revenues	664.31
4230 · Foundation/trust grants	
42308 · Hawaii Community Foundation	20,000.00
Total 4230 · Foundation/trust grants	20,000.00
4250 · Nonprofit organization grants	
4254 · American Forests	40,000.00
4256 · One Tree Planted	16,000.00
Total 4250 · Nonprofit organization grants	56,000.00
4520 · Federal grants	
4521 · USDA-NRCS	3,007.75
Total 4520 · Federal grants	3,007.75
4530 · State grants	
4531 · HTA/CPEP	17,615.00
4538 · GIA	323,000.00
Total 4530 · State grants	340,615.00
4540 · Local government grants	
4541 · County of Hawaii	
45417 · Nonprofit Grant	
454173 · 2020 Nonprofit Grants	25,400.00
454174 · 2021 Nonprofit Grants	18,200.00
Total 45417 · Nonprofit Grant	43,600.00
45418 · Contingency Fund	2,500.00
45420 · Eruption Recovery Grant	150,000.00
Total 4541 · County of Hawaii	196,100.00
Total 4540 · Local government grants	196,100.00
Total 4000 · Project Revenues	625,234.34
Total Income	625,234.34
Gross Profit	625,234.34
Expense	
7000 · Grant & contract expense	
7010 · Supplies-Program Related	479,437.47
7011 · Administrative Fee	61,244.44
7013 · Repairs and Maintenance	9,500.00
7020 · Professional Fees	301,884.82
Total 7000 · Grant & contract expense	852,066.73
Total Expense	852,066.73
Net Ordinary Income	-226,832.39
Net Income	-226,832.39

BIRCD UNRESTRICTED
Income & Expense
 January through December 2021

Jan - Dec 21

Ordinary Income/Expense	
Income	
5000 · Earned revenues	
5180 · Program service fees	38,146.38
5220 · Dues-Organizations	
5222 · Dues-Kau SWCD	200.00
5225 · Dues-Puna SWCD	200.00
5226 · Dues-Waikea SWCD	200.00
5227 · Dues-County of Hawaii	1,500.00
Total 5220 · Dues-Organizations	2,100.00
Total 5000 · Earned revenues	40,246.38
Total Income	40,246.38
Gross Profit	40,246.38
Expense	
7000 · Grant & contract expense	
7012 · Permits & Licenses	15.50
7020 · Professional Fees	
7023 · Bookkeeper	3,000.00
Total 7020 · Professional Fees	3,000.00
Total 7000 · Grant & contract expense	3,015.50
7200 · Salaries & related expenses	
7250 · Payroll taxes	
72501 · FICA	2,851.04
72502 · State	953.46
72503 · Unemployment	220.92
Total 7250 · Payroll taxes	4,025.42
7200 · Salaries & related expenses - Other	18,736.40
Total 7200 · Salaries & related expenses	22,761.82
7500 · Other personnel expenses	
7580 · Web Hosting	300.00
Total 7500 · Other personnel expenses	300.00
8100 · Non-personnel expenses	
8140 · Postage, shipping, delivery	256.60
8190 · Office Supplies	
8192 · Bank Checks	48.25
8190 · Office Supplies - Other	147.65
Total 8190 · Office Supplies	195.90
Total 8100 · Non-personnel expenses	452.50
8300 · Travel & meetings expenses	
8310 · Travel	
8312 · Meals	98.71
Total 8310 · Travel	98.71
Total 8300 · Travel & meetings expenses	98.71
8500 · Misc expenses	
8520 · Insurance	
85203 · Workman's Comp.	229.62
Total 8520 · Insurance	229.62
Total 8500 · Misc expenses	229.62
Total Expense	26,858.15
Net Ordinary Income	13,388.23
Net Income	13,388.23

January 20, 2022

House Committee on Finance
Hawaii State Capitol, Room 306
Honolulu, HI 96813

RE: The Hawai'i 'Ulu Producers Cooperative Operating GIA proposal for the FY 2023

Dear House Committee on Finance,

Thank you for the opportunity to submit testimony. My name is Janel Yamamoto and I am the current Director of GoFarm Hawai'i. I am submitting testimony as a private citizen in support of the Hawai'i 'Ulu Cooperative's proposed project for funding from the FY2023 Grant-in-Aid to increase capacity for fresh produce intake and production of locally-grown staples.

As Director of University of Hawai'i's GoFarm Hawai'i program, I have worked with the Hawai'i 'Ulu Producers Cooperative (HUPC) since its formation. GoFarm Hawai'i's mission is to enhance Hawai'i's food security and economy by increasing the number of sustainable, local agricultural producers. We do this by offering those with an interest in agriculture a combination of knowledge, experience and support to reach their full potential.

GoFarm Hawai'i has five beginning farmer training sites across four islands (O'ahu, Hawai'i, Maui and Kaua'i) and over the past 3 years, approximately 69% of GoFarm Hawai'i graduates have gone on to start a farm business or work in the agricultural industry or food system. HUC's work to improve the infrastructure for farmers to market their produce is greatly needed to support the livelihoods of current and future farmers of Hawai'i.

The proposed project will make a measurable and positive economic impact on farmers statewide by quadrupling the fresh intake capacity and will increase the utilization of local agricultural products to support our economy. Thank you for the opportunity to express my support and please contact me with any questions or concerns regarding this commitment.

Mahalo,



Janel Yamamoto
Director, GoFarm Hawai'i
janelyamamoto@gmail.com
Personal Testimony

**Island Harvest
Kohala, Hawai'i Island**

January 20, 2022

House Committee on Finance
Hawaii State Capitol, Room 306
Honolulu, HI 96813

RE: The Hawai'i 'Ulu Producers Cooperative Operating GIA proposal for the FY 2023

Dear House Committee on Finance,

May this letter serve to express our commitment as Independent Producers to Hawai'i 'Ulu Cooperative's application for Grant-in-Aid funding for FY23 to increase infrastructural capacity for fresh fruit intake at the state-owned Honalo Marshaling Yard facility.

We are a family-run farm and have been farmer-members of Hawai'i 'Ulu Cooperative since 2017. Our diversified farm is located in North Kohala on Hawai'i Island and we have 180 breadfruit trees.

Island Harvest is a proud member of HUC, committed to creating a viable breadfruit industry for Hawai'i that supports the financial success of small and family farms. The co-op plays an important role in facilitating market access for agricultural producers in Hawai'i who otherwise would struggle to bring commercial volumes of breadfruit to market given the crop's short shelf-life and seasonality.

The proposed project will allow the co-op to increase its intake operations, by a factor of five and meet the high demand in local markets for nutritional and locally-grown produce. We fully commit to supplying raw commodity and maintaining current membership status with the co-op for the purposes of achieving stated objectives during the project period and beyond, and believe this project will have broad benefit for the farming community statewide.

We fully support HUC's work and encourage you to consider funding their Grant-in-Aid application. Please contact us should you have any questions about our support of HUC's proposal or the co-op in general.

Mahalo,

Andrew Trump, Vice President
trump.andrewb@gmail.com
(808) 315-1122

**‘Ulu Mana Farm
Umauma, Hawai‘i Island**

January 20, 2022

House Committee on Finance
Hawaii State Capitol, Room 306
Honolulu, HI 96813

RE: The Hawai‘i ‘Ulu Producers Cooperative Operating GIA proposal for the FY 2023

Dear House Committee on Finance,

As the Farmer-Member and Board President of Hawai'i 'Ulu Cooperative, I write to you today on behalf of the cooperative's 114 farmers-members, who are the owners of the cooperative. May this letter serve to express our co-op's full commitment to carrying out the proposed infrastructure improvement project to expand production and sales of our agricultural products.

Through our commitment to the cooperative model and to our producers, HUC has created a thriving local breadfruit industry, serving a growing number of agricultural producers and an expanding base of local consumers. HUC has quickly become the largest breadfruit producer group in the State of Hawai'i by both tree and fruit volume and by number of farms.

We have pioneered the local breadfruit market through our steamed-frozen product line for wholesale markets, and launched a line of value-added retail products. Building infrastructure capacity is necessary to support our current trajectory of growth.

Our specific goals through this grant include:

1. To significantly expand the capacity of the state-owned Honalo marshaling yard facility by developing an outdoor receiving and storage building for incoming produce, which will bring the facility up to compliance with Food Safety Modernization Act (FSMA) standards while improving the operational efficiency and increasing product quality through shelf life upgrades. This infrastructure improvement will impact producers throughout the state and enable more farmers to benefit from and utilize this public resource.

We deeply appreciate the agency's consideration of our application for funding and thank you for your support of our cooperative business expansion efforts. Please contact me with any questions.

Sincerely,

Kyle Datta, Ulu Mana Farm
HUC Member-Farmer and Board President
ekyledatta@gmail.com
(808) 895-7785

**HAWAIIAN CROWN
HILO, HAWAII ISLAND**

January 20, 2022

House Committee on Finance
Hawaii State Capitol, Room 306
Honolulu, HI 96813

RE: The Hawai'i 'Ulu Producers Cooperative Operating GIA proposal for the FY 2023

Dear House Committee on Finance,

On behalf of HUC's 114 member-farmers, I write to you today to share the importance of HUC's current and proposed infrastructure improvements for Hawai'i's agricultural producers as well as for consumers and the public at large. Hawaiian Crown has been an HUC member since 2017 with approximately 170 breadfruit trees in the ground, and I have had the honor of serving on the Board of Directors since YEAR.

Given that Hawai'i's breadfruit industry is still nascent and fledgling, we farmers need substantial infrastructure improvements in order to efficiently market our crop. As the largest breadfruit producer group in Hawai'i by both tree and fruit volume and by number of farmers, HUPC is pioneering entry of breadfruit products into local markets and expanding access to this nutritious sustainable crop for local communities. Our cooperative model enables the development of economies of scale and has allowed us to penetrate over 400 local schools, hospitals, restaurants and grocery stores, among other community outlets such as CSAs and farmers markets. To date, HUC's educational efforts for consumers have targeted schools – where diet related health problems such as obesity, diabetes and hypertension affect a substantial portion of the population, and grocery stores – including over 85 stores throughout the state of Hawai'i that currently carry our value added breadfruit products. The activities proposed in this grant will allow us to greatly expand our production and deliver nutritious staples to more consumers in Hawai'i.

Our specific goals through this grant include:

1. To significantly expand the capacity of the state-owned Honalo marshaling yard facility by developing an outdoor receiving and storage building for incoming produce, which will bring the facility up to compliance with Food Safety Modernization Act (FSMA) standards while improving the operational efficiency and increasing product quality through shelf life upgrades. This infrastructure improvement will impact producers throughout the state and enable more farmers to benefit from and utilize this public resource.

We truly believe in the importance of expanding this capacity for a thriving breadfruit industry, a healthy community and a sustainable island. Please contact me by email if you would like to communicate directly with any of our members, our community partners and our collaborators.

**HAWAIIAN CROWN
HILO, HAWAII ISLAND**

We would be happy to connect you and also to answer any questions you may have regarding HUC and our current programs. Thank you for considering HUC for the GIA application.

Sincerely,

Tom Menezes, Owner, Hawaiian Crown
HUC Board Director
tmenezes@twc.com
(808) 960-5218



January 20, 2022

House Committee on Finance
Hawai'i State Capitol, Room 306
Honolulu, HI 96813

RE: The Hawai'i 'Ulu Producers Cooperative Operating GIA proposal for the FY 2023

Dear House Committee on Finance,

May this letter serve to express my commitment to Hawai'i 'Ulu Cooperative's proposed project for funding from the FY2023 Grant-in-Aid to increase capacity for fresh produce intake and production of locally-grown staples.

Founded in 2000, The Kohala Center (TKC) is an independent research, education, and 'āina stewardship non-profit for healthier ecosystems. We turn ancestral knowledge and research into action to improve the conditions that lead to stronger relationships with our place, water, food, and people. TKC was established in direct response to requests from island residents and leaders to create greater educational and employment opportunities by caring for—and celebrating—Hawai'i's Island's natural and cultural landscape.

The Kohala Center assists farmers and cooperatives such as Hawai'i 'Ulu Cooperative through our Rural and Cooperative Business Development Services program which works to expand and strengthen Hawai'i's rural economies and food systems by providing cooperative and business development services to farmers, value-added producers, and small businesses.

The proposed project will make a measurable and positive economic impact on the farmers who are members of Hawai'i 'Ulu Cooperative and will increase the utilization of local agricultural products to respond to strong demand in the market for nutritious locally-sourced staples. Thank you for the opportunity to express my support and please contact me with any questions or concerns regarding this commitment.

Sincerely,

A handwritten signature in black ink, appearing to read "Nicole Milne", is written over a light grey rectangular background.

Nicole Milne, Vice President of Programs
(808) 987-9210
nmilne@kohalacenter.org

**Island Harvest
Kohala, Hawai'i Island**

January 20, 2022

Senate Committee on Ways and Means
Hawaii State Capitol, Rm. 208
Honolulu, HI 96813

RE: The Hawai'i 'Ulu Producers Cooperative Operating GIA proposal for the FY 2023

Dear Senate Committee on Ways and Means,

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The proposed project will allow the co-op to quadruple it's intake operations, and meet the high demand in local markets for nutritional and locally-grown produce. We fully commit to supplying raw commodity and maintaining current membership status with the co-op for the purposes of achieving stated objectives during the project period and beyond, and believe this project will have broad benefit for the farming community statewide.

We fully support HUC's work and encourage you to consider funding their Grant-in-Aid application. Please contact us should you have any questions about our support of HUC's proposal or the co-op in general.

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trump.andrewb@gmail.com
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Hawai'i State Capitol, Rm. 208
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January 20, 2022

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Hawaii State Capitol, Rm. 208
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RE: The Hawai'i 'Ulu Producers Cooperative Operating GIA proposal for the FY 2023

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Director, GoFarm Hawai'i
janelyamamoto@gmail.com
Personal Testimony

**‘Ulu Mana Farm
Umauma, Hawai‘i Island**

January 20, 2022

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Hawaii State Capitol, Rm. 208
Honolulu, HI 96813

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January 20, 2022

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