

**THE THIRTIETH LEGISLATURE  
APPLICATION FOR GRANTS  
CHAPTER 42F, HAWAII REVISED STATUTES**

Type of Grant Request:

Operating                       Capital

Legal Name of Requesting Organization or Individual: Db a:  
Big Island Resource Conservation and Development Council  
as Fiscal Sponsor for Hawaii Ulu Producers Cooperative - Alae Postharvest Facility

Amount of State Funds Requested: \$ 325,348

Brief Description of Request (Please attach word document to back of page if extra space is needed):

The requested grant will be used to expand the chill storage and transport capacity of the Alae Postharvest Facility in Hilo, Hawai'i Island, an innovative food hub serving hundreds of small, diversified farms throughout the Big Island's north and east regions. Equipment purchases will increase processing capacity and chill storage space for a range of fresh and frozen Hawai'i agricultural products from about 5,600 pounds to 45,000 pounds of fresh crop storage and from 500 pounds to 4,000 pounds of frozen storage. These capital upgrades will free up much-needed space inside the facility washroom and commercial kitchen by relocating all chill storage equipment to a new, outdoor bay, increasing operational capacity for indoor aggregation, washing and processing in compliance with FSMA. The proposal also includes funds for a reefer truck to distribute fresh and frozen agricultural products produced at the facility to markets island wide – enabling small, diversified farmers to reach previously inaccessible markets.

Amount of Other Funds Available:

State: \$ 0  
Federal: \$ 0  
County: \$ 0  
Private/Other: \$ 0

Total amount of State Grants Received in the Past 5  
Fiscal Years:

\$ 96,540.02

Unrestricted Assets:

\$ 96,540.02

New Service (Presently Does Not Exist):  Existing Service (Presently in Operation):

Type of Business Entity:

- 501(C)(3) Non Profit Corporation
- Other Non Profit
- Other

Mailing Address:

200 Kanoelehua Ave PMB 285  
City: Hilo State: Hawaii Zip: 96720

Contact Person for Matters Involving this Application

Name: Brandi Milare	Title: Program Manager
Email: bircd1@gmail.com	Phone: 808-217-7234

Federal Tax ID#: [REDACTED]	State Tax ID# [REDACTED]
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*Aileen Yeh*

Aileen Yeh, President

01/19/2024

Authorized Signature

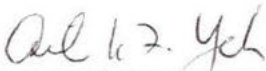
Name and Title

Date Signed

## 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) Hawaii Compliance Express Certificate (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



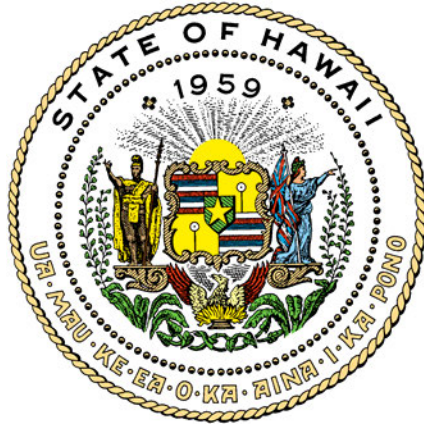
AUTHORIZED SIGNATURE

AILEEN YEH, PRESIDENT

PRINT NAME AND TITLE

01/19/2024

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 19, 2024

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 (DCCA).

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

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

**Issue Date:** **01/19/2024**

**Status:** **Compliant**

Hawaii Tax#: XXXXXXXXXX

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

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**Vendor Name:** HAWAI'I 'ULU PRODUCERS COOPERATIVE

**DBA/Trade Name:** Hawaii Ulu Cooperative

**Issue Date:** 12/16/2023

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

The undersigned authorized representative of the applicant certifies the following:

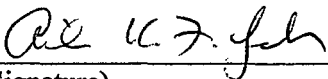
- 1) The applicant meets and will comply with all of the following standards for the award of grants pursuant to Section 42F-103, Hawaii Revised Statutes:
  - a) Is licensed or accredited, in accordance with federal, state, or county statutes, rules, or ordinances, to conduct the activities or provide 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, 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; and
- 3) If the applicant is a non-profit organization, it meets the following requirements pursuant to Section 42F-103, Hawaii 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.
- 4) The use of grant-in-aid funding complies with all provisions of the Constitution of the State of Hawaii (for example, pursuant to Article X, section 1, of the Constitution, the State cannot provide "... public funds ... for the support or benefit of any sectarian or nonsectarian private educational institution...").

Pursuant to Section 42F-103, Hawaii 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.

Big Island Resource Conservation and Development Council

(Typed Name of Individual or Organization)



(Signature)

01/19/2024

(Date)

Aileen Yeh

President

(Typed Name)

(Title)

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

**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.
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  - 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.
- 4) The use of grant-in-aid funding complies with all provisions of the Constitution of the State of Hawaii (for example, pursuant to Article X, section 1, of the Constitution, the State cannot provide "... public funds ... for the support or benefit of any sectarian or nonsectarian private educational institution...").

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.

    Hawai'i 'Ulu Producers Cooperative      
(Typed Name of Individual or Organization)

 01/17/2024  
(Signature) (Date)

    Dana Shapiro     General Manager  
(Typed Name) (Title)



## 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. Hawaii Compliance Express Certificate (If the Applicant is an Organization)**

If the applicant is an organization, the applicant shall submit one (1) copy of a Hawaii Compliance Express Certificate from the Comptroller of the Department of Accounting and General Services that is dated no earlier than December 1, 2023.

Please find Certificates of Good Standing for Hawai'i 'Ulu Producers Cooperative and Big Island Resource Conservation & 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 & 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 chill storage and transport capacity of the Alae Postharvest Facility in Hilo, Hawai'i Island, an innovative food hub serving hundreds of new and existing, small diversified farms throughout the Big Island's north and east regions – from North Kohala to lower Puna. The shared-use facility provides commercial aggregation, washing and processing space for Hawai'i 'Ulu Cooperative (HUC) farmer-members and GoFarm Hawai'i students and graduates, as well as two local, vertically integrated agricultural businesses – Island Harvest, an organic macadamia nut producer, and Kaunamano Farm, which raises pastured Berkshire hogs in Umauma. **Proposed equipment purchases will increase processing capacity and chill storage space for a range of fresh and frozen Hawai'i agricultural products by a factor of 8** – from about 5,600 pounds to 45,000 pounds of fresh crop storage and from 500 pounds to 4,000 pounds of frozen storage. Importantly, these capital upgrades will also free up much-needed space inside the facility washroom and commercial kitchen by relocating all chill storage equipment to a new, outdoor bay, thus *increasing operational capacity for indoor* aggregation, washing and processing in compliance with FSMA. Further, this proposal includes funds to procure a reefer truck to distribute fresh and frozen agricultural products produced at the facility to markets island wide – enabling small, diversified farmers to reach previously inaccessible markets. The primary crops and products handled at

Alae include 'ulu (breadfruit), kalo (taro), organic macadamias, leafy greens, brassicas, root crops, cucumbers, eggplants, kalo, ginger, sugar cane, turmeric and fresh pork products.

*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 statewide<sup>1</sup>, 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 environmental benefits.<sup>2</sup> 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**, which stipulates that 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,

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

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

as measured by the percentage of the total cost of food. Prior to COVID-19, HUC was a primary local produce vendor for the Hawai'i State Department of Education (HIDOE) – providing over 50,000 pounds of 'ulu, sweet potato, bananas, and papaya annually to all 256 public schools statewide from 2018-2020. Proposed upgrades will position the co-op and other facility users to supply HIDOE and other state institutions.

In 2022, the legislature also passed **SB 338 Related to a Food Hub Pilot Program**<sup>3</sup>, which stipulates that strengthening the State's food security may be supported by establishing food hubs, which are centrally located facilities with a business management structure that facilitates the aggregation, storage, processing, distribution, and marketing of locally produced food products. By actively coordinating these activities along the value chain, food hubs provide wider access to institutional and retail markets for small to mid-sized producers, and increase consumers' access to fresh healthy food, including those consumers in underserved areas and "food deserts." The Alae Postharvest Facility is a burgeoning food hub that needs financial support through the requested grant funding to reach its full potential and increase community food security and agricultural economic development.

Additional state and county level plans which this project supports include:

- 'Āina Aloha Economic Futures
- Hawai'i 2050 Sustainability Plan
- Hawai'i Agribusiness Plan 2021
- Transforming Hawai'i's Food System Together
- County of Hawai'i General Plan 2040
- County of Hawai'i Climate Action Plan (2020)

## **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 Cooperative (HUC) is the state's leading breadfruit farmer organization, pioneering commercial industry development since summer 2016. Founded with 9 pilot members located

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<sup>3</sup> [https://www.capitol.hawaii.gov/sessions/session2022/bills/SB338\\_.HTM](https://www.capitol.hawaii.gov/sessions/session2022/bills/SB338_.HTM)

around Hawai'i Island, HUC has – in just over 7 years – grown to **156** producers across four islands and aggregated over 1.69 million pounds of Hawai'i-grown staple crops. This includes nearly 700,000 pounds of 'ulu that has been minimally processed into steamed-frozen cuts for local food service operations, primarily public schools, hospitals, restaurants and value-added processors, as well as for local grocery stores. 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 1,500 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 aggregation, storage and processing infrastructure must be developed and supported. Mid-tier value chain operations connecting farms to markets is a serious bottleneck thwarting further growth of our local food economy and which this proposed project seeks to mitigate.

## **2. The goals and objectives related to the request;**

This capital grant request seeks to fill a major gap thwarting agricultural development in East Hawai'i – the availability of shared-use commercial kitchen space, chill storage and transport capacity for small, diversified farmers. The Alae Postharvest Facility is an innovative food hub located in Hilo, Hawai'i that serves hundreds of new and existing farmers from the district of North Kohala all the way down the Hāmākua Coast to lower Puna. Primary crops and agricultural products handled at the facility include 'ulu (breadfruit), kalo (taro), kabocha pumpkin, organic macadamias, leafy greens, brassicas, root crops, cucumbers, eggplants, kalo, ginger, sugar cane, turmeric and fresh pork products. *Requested capital improvement funds will be used to:*

- Procure adequate chill storage equipment to increase chill and frozen storage capacity by a factor of 8 – from about 5,600 to 45,000 pounds of fresh crop storage and from 500 to 4,000 pounds of frozen product storage. These upgrades will also free up critical space inside the facility washroom and commercial kitchen by relocating all chill storage equipment to a new, outdoor bay, thus increasing operational capacity for aggregation, washing and processing.
- Install HVAC system in the commercial kitchen, including AC, dust filtration, and ceiling vents. This upgrade is designed to provide controlled temperature and adequate filtration/venting of 'ulu flour to ensure the shared commercial kitchen serves the needs of HUC, GoFarm Hawai'i, Island Harvest, and Kaunamano Farm.
- Procure a reefer truck which will be shared by facility users to distribute fresh and frozen agricultural products to markets island wide. This purchase will enable HUC and other Alae postharvest lessees to transport fresh and value-added products to customers and distributors across the island, thereby helping small, diversified farmers reach previously inaccessible markets.

The overarching objective of this request is to enable small farmers on Hawai'i Island to scale their production and ensure sufficient infrastructure to get their crops and products to market, whether fresh or value added. Without adequate chill storage, commercial kitchen, and transport capacity, the development of our family farms will continue to be stymied and new farmers will not have enough institutional support to feel confident about entering agricultural career pathways. Through the collaborative effort of multiple farming organizations, the proposed project will build targeted support structures for small farms to thrive and thus contribute to local food security, economic development, and community health and wellbeing.

### **3. The public purpose and need to be served;**

Ninety-five percent of farms in Hawai'i are small-scale according to the 2017 USDA Census, with annual sales of under \$250,000; moreover, only 14% of farmers across the state were reported to have a net income greater than \$50,000. 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. Expanding the commercial kitchen and chill storage capacity of the Alae Postharvest Facility addresses a clear public need for greater shared infrastructure to support our small, family farmers and advance development of the local agriculture industry, as does the purchase of a reefer truck to transport fresh and value-added products directly to island purchasers. We anticipate that, as a result of implementing the proposed project, over the next 10 years 150 new farmers will be successfully trained and graduate from GoFarm Hawai'i, 50 graduates will start new farms through the GoFarm incubator program, 156 co-op farmer members will receive a guaranteed market and stable price for their crop, two value-added farm businesses will be sustained (Island Harvest and Kaunamano), and a total of about \$50 million in local agricultural product sales will be generated collectively by facility users. Investing in adequately-equipped aggregation, storage and 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 directly fulfills multiple state goals, objectives and strategies, including the State of Hawai'i Aloha+ Challenge commitment to double local food production by 2030 statewide<sup>4</sup>, 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*

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

*economic, social and environmental benefits.*<sup>5</sup> 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:

4. 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.
5. 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.
6. 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:

3. 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.
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Community Resilience:

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

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<sup>5</sup> Increased Food Security and Food Self-Sufficiency Strategy, State of Hawai'i Office of Planning, October 2012.

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- Transforming Hawai'i's Food System Together
- County of Hawai'i General Plan 2040
- County of Hawai'i Climate Action Plan (2020)

#### 4. Describe the target population to be served; and

The target population served through the proposed project is primarily socially disadvantaged and/or beginning farmers located in North and East Hawai'i Island. A recent membership analysis conducted by HUC showed that 73% of its member farms meet the federal designation as socially disadvantaged (according to race, ethnicity and gender), and over 55% are beginning farmers who have been in operation for less than 10 years. The average farm size is less than 5 acres and 22% are of Native Hawaiian descent – 2.5 times the state average. The average age for HUC farmers is 50 years old, about 13 years younger than the state figure according to the latest USDA Census. Moreover, all GoFarm participants are new or beginning farmers<sup>7</sup>, while Kaunamano is a Native-owned small business and Island Harvest is a multi-generational family farm located in Kohala with 20 employees.

The proposed improvements to the Alae facility would enable GoFarm to admit a greater number of aspiring farmers to their program, while HUC would be able to support an expanded membership base in the region. The demographic makeup of core beneficiaries is not expected to change with this expansion.



#### 5. Describe the geographic coverage.

<sup>6</sup> [https://www.capitol.hawaii.gov/sessions/session2022/bills/SB338\\_.HTM](https://www.capitol.hawaii.gov/sessions/session2022/bills/SB338_.HTM)

<sup>7</sup> Photo credit on this page: Richard Andrew Hara

The Alae Postharvest Facility provides aggregation, storage and processing services for small, diversified farmers throughout North and East Hawai'i Island, from Kapa'au in North Kohala to Kalapana in lower Puna. Agricultural crops and products produced at the facility are currently sold to a diverse range of customer segments statewide. HUC's value-added processing operations at Alae (pictured to the right) include blending and packaging locally grown and milled 'ulu flour products distributed to food service operations including restaurants and schools as well as food hubs, grocery stores and direct home buyers. GoFarm student and incubators' fresh crops are sold through CSAs and to restaurants and grocers on Hawai'i Island. Island Harvest's macadamia nut products are carried in more than 50 grocery stores across all islands, and Kaunamano's pork products are used by numerous local restaurants.



### **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;**

Design and construction activities for expansion of the Alae Postharvest Facility are presently underway, including an additional crop receiving and cold storage bay with gravel pad for refrigerated container storage. This work will be completed before the start of the requested grant project and is not included in the scope of work outlined below. *Specific tasks to be accomplished during the proposed project include:*

1. Procurement of chill storage equipment. This work will commence as early as January 2025 based on the current estimates for completion of previously-funded construction activities. HUC has already obtained three competitive quotes for all equipment and will reissue bids once funding is secured to ensure proposals are current.
2. Installation of HVAC system with AC, dust filtration, and ceiling vents. This work will commence as soon as funds are awarded. HUC has already obtained three competitive quotes for all HVAC work and will reissue bids once funding is secured to ensure proposals are current.
3. Procure reefer truck. The procurement of the reefer truck will take place as soon as funds are awarded. HUC has already obtained three competitive quotes for all equipment and will reissue bids once funding is secured to ensure proposals are current.
4. 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.



All activities will be supervised by HUC General Manager Dana Shapiro with support and cooperation of GoFarm, Island Harvest, Kaunamano and Kamehameha Schools; HUC Operations Director Holokai Brown will solicit and analyze proposals and facilitate HVAC and equipment installation processes.

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

Timeline	Results or outcomes accomplished
July-December 2024	<ul style="list-style-type: none"> <li>● Hire licensed contractor to install equipment, including HVAC, per specifications detailed in project plans and permits;</li> <li>● Reissue equipment bids and collect updated proposals.</li> </ul>
January-March 2025	<ul style="list-style-type: none"> <li>● Complete construction of chill storage bay (funds not requested in this proposal);</li> <li>● Install HVAC equipment in commercial kitchen;</li> <li>● Finalize equipment procurement details and place deposits.</li> </ul>
April-June 2025	<ul style="list-style-type: none"> <li>● Begin holding fresh and frozen product in new chill storage bay, and using new HVAC equipment in kitchen..</li> <li>● Update FSMA-compliant Food Safety Plan and SOPs for use of new chill storage and HVAC equipment. Refine post-harvest and storage procedures to maximize shelf life for distribution.</li> <li>● Gradually increase facility usage volumes and market reach to match expanded storage available and streamline distribution using reefer truck.</li> <li>● Recruit additional Hawai'i farmers to utilize facility as expanded receiving and storage capacity allows for greater intake volumes of up to 83,000 pounds of fresh produce per month, or 1 million pounds per year.</li> <li>● Write up summary reports and guidelines to share with other local agricultural organizations. Post project results on website and social media to reach a broad audience.</li> </ul>

**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 General Manager Dana Shapiro, M.Sc. has over 12 years of experience managing and implementing projects funded by government awards, and is qualified to oversee this project. Ms. Shapiro will be primarily responsible for overseeing and evaluating project activities, administering contracts for consultants and contractors, managing project expenditures, and preparing required reports for the state and Big Island RC&D. She is the point of contact for communications with the state and Big Island RC&D. Ms. Shapiro will communicate with the grantors and project partners primarily by phone and e-mail during throughout the project to

submit reports, request payments, and provide periodic updates on project successes and challenges.

HUC Operations Director Holokai Brown is responsible for overseeing all Operations Department activities for the co-op, including facility upgrades. Alae Facility Manager Aaron Braud is directly supervised by Mr. Brown. In addition to completing assigned tasks, Aaron Braud will support with documentation of project activities through onsite coordination and communication with contractors.

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 Mr. Brown 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, Mr. Brown and Mr. Braud 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, estimated at an 8x increase of fresh fruit and frozen agricultural product storage capacity; this will support intake volumes up to 83,000 pounds per month (1 million pounds per year).
- FSMA-compliant Food Safety Plan incorporating new chill storage and HVAC 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.

## **IV. Financial**

### **Budget**

- 1. The applicant shall submit a budget utilizing the enclosed budget forms as applicable, to detail the cost of the request.**
  - 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](#))
- 2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2025.**

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$81,337	\$81,337	\$81,337	\$81,337	\$325,348

- 3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2025.**

HUC is also applying for a capital GIA for the expansion of aggregation and chill storage capacity at the Honalo marshaling yard in Kailua Kona, Hawai'i Island.

- 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.**

HUC has not applied for any tax credits within the prior three years. The co-op also does not anticipate applying for any tax credits pertaining to any capital project in 2024-2025.

- 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 2025 for program funding.**

Within the prior three years and through fiscal year 2025, HUC has received the following federal, state and county grants:

- Hawai'i County Department of Research & Development, "Conducting Product R&D to Support Hawai'i County's Growing Breadfruit Industry and Sustainable Economic Development": \$25,000 award (complete)

- USDA Specialty Crop Block Grant, “Educational Marketing Campaign for Five Hawaii Specialty Crops Grown in Diversified Production Systems”: \$42,810 award (complete)
- Hawai'i State GIA, “Increasing Freezer Storage for Honalo Marshaling Yard”: \$150,000 award (\$35,000 remaining to complete project through December 31, 2023)
- USDA Rural Energy for America Program EE: \$60,382 original award (complete)
- USDA Rural Energy for America Program RE: \$37,732 original award (complete)
- USDA Local Food Promotion Program, “Scale-up and expansion of Hawaii Ulu Cooperative to increase local access and consumption of breadfruit and specialty crops to replace imported food in the State of Hawaii”: \$500,000 original award; \$359,730.65 remaining through September 29, 2023
- USDA Socially Disadvantaged Groups Grant, “Providing Technical Assistance to Hawaii Ulu Cooperative and Socially Disadvantaged Breadfruit Growers to Advance Hawaii’s Food Security and Rural Economic Development”: \$175,000 award (complete)
- USDA Value Added Producers Grant, “Working capital for Hawai'i 'Ulu Cooperative to increase processing and sales of breadfruit flour”: \$250,000 original award; \$212,125.13 remaining through September 29, 2024
- USDA WSARE Grant, “Mitigation of Breadfruit Orchard Establishment Challenges in Hawaii: Assessing Best Practices to Address Weed Management and Ungulate Control”: \$74,998 original award; \$35,509 remaining through 12/31/2025
- Hawai'i County Department of Research & Development, “Transforming the Economic Viability of Small-scale Breadfruit Production in Hawaii through R&D of High Value Dense Products”: \$25,000 award available through December 31, 2023
- USDA Climate Smart Commodity Program - subaward under The Nature Conservancy: \$613,938 available through April 2027
- USDA Climate Smart Commodity Program - subaward under Lynker Corporation: \$123,059.75 available through April 2027
- USDA SBIR Program Phase II “Overcoming Risks to Fully Commercialize Breadfruit Manufacturing and Marketing Through a Cooperative Framework to Support Small, Diversified Farmers”: \$649,809 available through August 2025
- American Rescue Plan Coronavirus State Fiscal Recovery Funds – awarded to HI Department of Agriculture for Honalo Marshaling Yard under long-term lease by HUC: \$1,900,000 available through 9/30/2025

**6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2023.**

HUC’s unrestricted current assets as of December 31, 2023 are \$96,540.02.

## **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 was awarded a capital GIA award in 2019 to increase freezer storage capacity of the Honalo Marshaling Yard, its headquarters and one of four agricultural processing and marshaling facilities owned by the Department of Agriculture on Hawai'i Island. This project has been successfully completed as of September 2023, with County permits successfully obtained, freezer equipment procured, installation complete, and equipment assets now fully functioning for their intended purpose. Delays did affect the timeframe for completion of this project including the need for an environmental assessment and COVID-19 related cost increases and construction lags, but these hurdles were successfully overcome by project managers. Project activities were directed by HUC General Manager Dana Shapiro, M.Sc., who will coordinate the proposed project as well, with support from GoFarm Hawai'i associate director Laura Ediger, Andrew Trump of Island Harvest and qualified contractors as referenced herein.

In 2023, HUC was awarded subsequent capital GIA grants for construction upgrades at the Honalo and Alae facilities, both of which are currently in the contracting phase with the Office of Community Services (OCS) at the Hawai'i State Department of Labor and Industrial Relations. In October 2023, HUC submitted an amended scope of work to the OCS with additional requested information provided in December 2023. HUC and our fiscal sponsor, BIRCDC are currently awaiting contract approval to proceed.

## 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.

The Alae facility is a 2,000 square foot building constructed on a concrete slab. Please see the aerial photograph of the Alae post harvest facility below.<sup>8</sup> The facility was constructed in 2018 by Kamehameha Schools to help farmers meet federal food safety regulations and process more of their raw crops into value-added products in order to access greater market opportunities. The facility consists of an 800 sq ft washing station, 800 sq ft commercial kitchen, storage and bathrooms. HUC is the master lessee with a long-term lease and the co-op licenses portions of the facility out to the other users (GoFarm, Island Harvest, and Kaunamano). Expanding the Alae facility is necessary to improve the quality and quantity of locally produced value-added staples on Hawai'i island.



<sup>8</sup> Photo credits on this page: Andrew Richard Hara.

## **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 – HUC General Manager**

**Qualifications/experience:** Ms. Shapiro has managed HUC since its formation in 2016. Previous to this, she worked as a cooperative rural business development consultant for agriculture projects in Hawai'i. Her educational background is in social science research applied to sustainable rural and cooperative development, using qualitative and quantitative evaluation methods to assess the success, sustainability and functionality of community-based projects. Ms. Shapiro 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 ten years of experience managing and implementing projects funded by government awards and is qualified to oversee this project.

**Roles and responsibilities:** Ms. Shapiro will direct the proposed improvements and be primarily responsible for overseeing and evaluating all project activities. Ms. Shapiro's responsibilities will include contract administration for hired contractors, managing project expenditures, communicating with and preparing required reports for the state and Big Island RC&D, and coordinating with other facility users as well as Kamehameha Schools throughout the project.

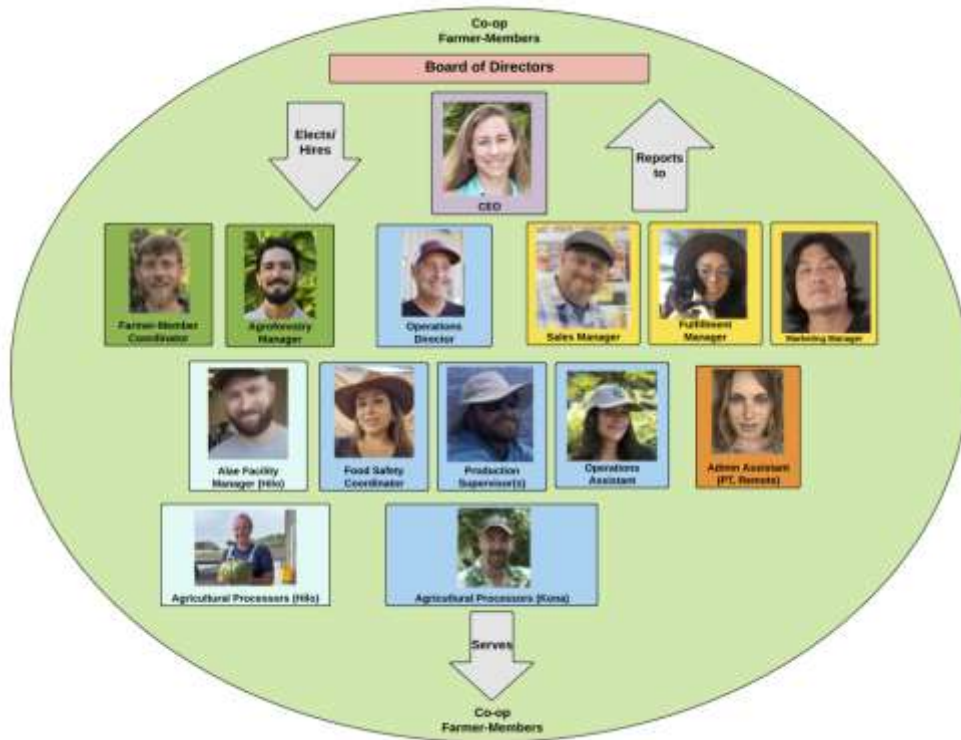
#### **Holokai Brown – HUC Operations Director**

**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 Alika by Miloli'i. He is PCQI certified and has worked with HUC since 2019, and currently manages operations of HUC's flagship aggregation and processing facility in Honalo.

**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 soliciting updated proposals, selecting contractors, and overseeing onsite construction and equipment installation. Mr. Brown will also supervise HUC's production staff in updating the Alae facility FSMA-compliant Food Safety Plan and SOPs incorporating the infrastructure upgrades, testing new equipment, and monitoring infrastructure performance throughout the project period.

### **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 - \$80,000-90,000/year.

Operations Director - \$70,000-\$80,000/year.

Sales Manager - \$60,000-\$70,000/year.

## 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.

Big Island Resource Conservation and Development Council and Hawaii Ulu Cooperative are not parties to any pending litigation.

### 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.

HUC is an agricultural producer cooperative whose bylaws describe the manner in which the activities or services for which the requested grant shall be conducted in accordance with the Standards for the award of grants set forth in HRS §42F-103(b)(2). See Attached Declaration of Hawai'i 'Ulu Cooperative. GoFarm is an educational institution affiliated with the University of Hawai'i and is therefore an exception to the exclusion made by article X, Section 1 of the Hawai'i State Constitution under Section 1 (2). The Alae Postharvest Facility is owned by Kamehameha Schools, which likewise falls under the exception in Section (1)(2).

### **4. Future Sustainability Plan**

The applicant shall provide a plan for sustaining after fiscal year 2024-25 the activity funded by the grant if the grant of this application is:

- (a) Received by the applicant for fiscal year 2024-25, but
- (b) Not received by the applicant thereafter.

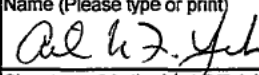
If this application is funded for FY24-25 but not thereafter, all project services will be sustained and enhanced through Alae Postharvest Facility users' revenues generated through product sales and other ongoing organizational activities. Earning potential for the small, diversified farmers and farm organizations utilizing the facility will be significantly bolstered by the increased chill storage and delivery capacity provided through the proposed project, which will support increased production and sales volumes. Moreover, as an agricultural producer cooperative, HUC is obligated to its members to provide modern scalable processing facilities, marketing and distribution channels, and to reinvest earned revenue into the infrastructure of the cooperative and/or distribute it equitably to the farmer members. GoFarm, Island Harvest and Kaunamano will likewise reinvest any increased revenues generated through scaled operations back into their respective agricultural enterprises and communities.



# BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2024 to June 30, 2025

Applicant: Big Island Resource Conservation and Development Council as Fiscal Sponsor for  
Hawaii Ulu Producers Cooperative - Alae Postharvest Facility

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				
10				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
TOTAL OTHER CURRENT EXPENSES				
C. EQUIPMENT PURCHASES	190,729			
D. MOTOR VEHICLE PURCHASES	134,619			
E. CAPITAL				
<b>TOTAL (A+B+C+D+E)</b>	<b>325,348</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>SOURCES OF FUNDING</b>		Budget Prepared By:		
(a) Total State Funds Requested	325,348	Dana Shapiro (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		
<b>TOTAL BUDGET</b>	<b>325,348</b>	Aileen Yeh, President Name and Title (Please type or print)		

**BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES** Period: July 1, 2024 to June 30, 2025

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

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
Not Applicable				Not Applicable
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
<b>TOTAL:</b>				Not Applicable
<b>JUSTIFICATION/COMMENTS:</b>				

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES      Period: July 1, 2024 to June 30, 2025

Development Council as Fiscal Sponsor for  
Hawai'i 'Ulu Producers Cooperative - Alae  
Postharvest Facility

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
Chill storage - 20' x 20' x 10'10" Walk In Combination Cooler freezer/refrigerator	1	\$135,729.00	\$ 135,729.00	\$ 135,729.00
Chill storage - 20' insulated container with coolbot / AC unit for chill storage	1	\$25,000.00	\$ 25,000.00	\$ 25,000.00
HVAC - HVAC system with AC, dust filtration, and ceiling vents	1	\$30,000.00	\$ 30,000.00	\$ 30,000.00
			\$ -	
<b>TOTAL:</b>	<b>3</b>		<b>\$ 190,729.00</b>	<b>\$ 190,729.00</b>
<b>JUSTIFICATION/COMMENTS</b> Chill Storage - This chill storage equipment will increase current capacity eight-fold. HVAC - Need to increase commercial kitchen capacity and comply with FSMA				

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
16' Morgan Manufacture Refrigerated Body van	1	\$61,594.00	\$ 61,594.00	\$ 61,594.00
2022 F-550 Chassis 4x4 SD Regular Cab 205" WB DRW XL (F5H)	1	\$73,025.00	\$ 73,025.00	\$ 73,025.00
			\$ -	
			\$ -	
<b>TOTAL:</b>	<b>2</b>		<b>\$ 134,619.00</b>	<b>\$ 134,619.00</b>
<b>JUSTIFICATION/COMMENTS</b> Both components detailed above must be purchased for the reefer truck configuration.				

**BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS** Period: July 1, 2024 to June 30, 2025

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

<b>FUNDING AMOUNT REQUESTED</b>						
<b>TOTAL PROJECT COST</b>	<b>ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS</b>		<b>STATE FUNDS REQUESTED</b>	<b>OTHER SOURCES OF FUNDS REQUESTED</b>	<b>FUNDING REQUIRED IN SUCCEEDING YEARS</b>	
	<b>FY: 2022-2023</b>	<b>FY: 2023-2024</b>	<b>FY:2024-2025</b>	<b>FY:2024-2025</b>	<b>FY:2025-2026</b>	<b>FY:2026-2027</b>
PLANS			Not Applicable	\$0.00	\$0.00	\$0.00
LAND ACQUISITION			Not Applicable	\$0.00	\$0.00	\$0.00
DESIGN			Not Applicable	\$0.00	\$0.00	\$0.00
CONSTRUCTION		\$150,000.00	Not Applicable	\$0.00	\$0.00	\$0.00
EQUIPMENT			\$325,348.00	\$0.00	\$0.00	\$0.00
<b>TOTAL:</b>	\$0.00	\$150,000.00	\$325,348.00	\$0.00	\$0.00	\$0.00
<b>JUSTIFICATION/COMMENTS:</b> See Budget Justification - Equipment and Motor Vehicles form for detail on all equipment						

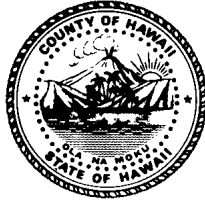
**GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID**

Applicant: Big Island Resource Conservation and Development Council as Fiscal Sponsor  
for Hawaii Ulu Producers Cooperative - Alae Postharvest Facility

Contracts Total: \$4,476,429.90

	<b>CONTRACT DESCRIPTION</b>	<b>EFFECTIVE DATES</b>	<b>AGENCY</b>	<b>GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)</b>	<b>CONTRACT VALUE</b>
1	Local food promotion program - promoting four Hawaii specialty crops	9/30/2020-9/30/2024	USDA Agricultural Marketing Service	U.S	499,995.15
2	Value added producer grant - scaling breadfruit flour	9/30/2021-9/30/2024	Development	U.S	250,000.00
3	Transforming the Economic Viability of Small-scale Breadfruit Production in Hawaii through R&D of High Value Dense Products	1/1/2023-6/30/2024	Department of Research and Development	Hawaii County	14,630.00
4	Expanding Agroforestry Project (EAP)	4/1/2023-3/31/2027	USDA NRCS	U.S	613,938.00
5	Expanding climate-smart agriculture and soil health in Hawaii	4/1/2023-3/31/2027	USDA NRCS	U.S	123,059.75
6	Small Business Innovation & Research Phase II - complete R&D to extend breadfruit shelf life, increase processing efficiencies, and conduct marketing research	9/1/2023-8/31/2025	USDA NIFA	U.S.	649,809.00
7	Coronavirus State Fiscal Recovery Fund - HI Dept. of Agriculture awarded funds to improve state-owned Honalo Marshaling Yard leased by HUC	PENDING	Hawaii State Governor's Office	U.S.	1,900,000.00
8	Research and Extension Around Mitigation Practices for Ungulate Prevention and Weed Management in Young Breadfruit Orchards	4/1/2022-12/31/2025	WSARE	U.S.	74,998.00
9	Capital GIA to build fruit receiving building at Honalo Facility	PENDING	Hawaii State	State	200,000.00
10	Capital GIA to build cold storage bay at Alae facility	PENDING	Hawaii State	State	150,000.00
11					

Mitchell D. Roth  
*Mayor*



Douglass S. Adams  
*Director*

Frecia Cevallos  
*Deputy Director*

## County of Hawai'i

### DEPARTMENT OF RESEARCH AND DEVELOPMENT

25 Aupuni Street, Room 1301 • Hilo, Hawai'i 96720-4252  
(808) 961-8366 • Fax (808) 935-1205  
E-mail: chresdev@co.hawaii.hi.us

January 17, 2024

Senator Donovan M. Dela Cruz  
Senator Gilbert S.C. Keith-Agaran  
Senate Committee on Ways and Means  
Hawai'i State Capitol  
415 S. Beretania Street, Room 208  
Honolulu, HI 96813

RE: The Hawai'i 'Ulu Producers Cooperative Capital Grant in Aid proposal (Alae Postharvest Facility) for FY 2024-25.

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

Thank you for the opportunity to submit testimony in strong support of the Hawai'i 'Ulu Cooperative (HUC) proposed project for funding from the FY2024-25 Grant-in-Aid to increase infrastructural capacity for chill storage and transport at the Alae Postharvest Facility in Hilo, Hawai'i Island.

My team and I have worked with the Hawai'i 'Ulu Producers Cooperative (HUC) over the past several years to collaborate around innovation and sustainable development of Hawai'i's agriculture and food sector. In addition to serving as a key member of Hawai'i County's Build Back Better Regional Challenge agriculture coalition, the co-op is a wonderful example of farmers collaborating to add value to their crops and reach larger markets, like the Department of Education, that would be otherwise unattainable for individual producers.

The Alae Postharvest Facility is one of a handful of food hubs on Hawai'i Island. It provides vital shared-use produce aggregation, washing, packing, and value-adding capacities for hundreds of small, diversified farmers in North and East Hawai'i, including small-scale meat producers. HUC holds the facility lease and currently licenses space to GoFarm Hawai'i, Island Harvest, and Kaunamano farm. The proposed project would provide funds to expand chill storage capacity at the facility by a factor of 8, which will enable all facility users to expand their production, comply with food safety regulations, and increase production of value-added products. Moreover, the reefer truck requested under this proposal will provide much-needed cold transport capacity to safely deliver products produced at the facility to markets throughout the island. Overall, this project will advance sustainable economic development on our island and enhance food security.

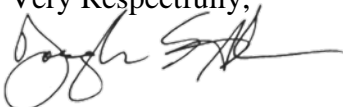
January 17, 2024

Page 2

Over the next decade these GIA funds are estimated to help generate over \$30 million in agricultural revenues that would multiply through our island's economy.

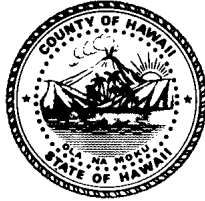
I encourage the Members of the Ways and Means Committee to recommend this proposal be approved by the Senate. Thank you for the opportunity to support this important project and please contact me or my Food Systems Specialist, Sarah Freeman (x8582), with any questions or concerns.

Very Respectfully,

A handwritten signature in black ink, appearing to read "Douglass S. Adams". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Douglass S. Adams  
Director

Mitchell D. Roth  
Mayor



Douglass S. Adams  
Director

Frecia Cevallos  
Deputy Director

## County of Hawai'i

### DEPARTMENT OF RESEARCH AND DEVELOPMENT

25 Aupuni Street, Room 1301 • Hilo, Hawai'i 96720-4252  
(808) 961-8366 • Fax (808) 935-1205  
E-mail: chresdev@co.hawaii.hi.us

January 17, 2024

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

RE: The Hawai'i 'Ulu Producers Cooperative Capital Grant in Aid proposal (Alae Postharvest Facility) for FY 2024-25.

Dear Chair Yamashita, Vice Chair Kitagawa and Committee Members:

Thank you for the opportunity to submit testimony in strong support of the Hawai'i 'Ulu Cooperative (HUC) proposed project for funding from the FY2024-25 Grant-in-Aid to increase infrastructural capacity for chill storage and transport at the Alae Postharvest Facility in Hilo, Hawai'i Island.

My team and I have worked with the Hawai'i 'Ulu Producers Cooperative (HUC) over the past several years to collaborate around innovation and sustainable development of Hawai'i's agriculture and food sector. In addition to serving as a key member of Hawai'i County's Build Back Better Regional Challenge agriculture coalition, the co-op is a wonderful example of farmers collaborating to add value to their crops and reach larger markets, like the Department of Education, that would be otherwise unattainable for individual producers.

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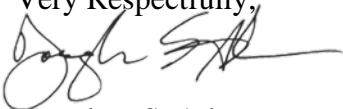


January 17, 2024

Page 2

I encourage the Members of the Finance Committee to recommend this proposal be approved by the House. Thank you for the opportunity to support this important project and please contact me or my Food Access Coordinator, Sarah Freeman (x8582), with any questions or concerns.

Very Respectfully,

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Douglass S. Adams

Director



January 16, 2024

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

RE: The Hawai'i 'Ulu Producers Cooperative Capital GIA proposal for the FY 2024-25

Dear House Committee on Finance,

May this letter serve to express our commitment and support as Independent Producers to Hawai'i 'Ulu Cooperative's application for Grant-in-Aid funding for FY24-25 to increase infrastructural capacity for chill storage and transport at the Alae Postharvest Facility in Hilo, Hawai'i Island.

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 over 200 breadfruit trees.

In addition to growing 'ulu, Island Harvest is the state's largest certified organic macadamia nut producer, with about 500 acres in production in North Kohala. Our multi-generational business currently employs 25 people and generates about \$2 million in revenue per year. We are also a value-added user of the Alae Postharvest Facility, where we pack our retail macadamia nut products for local markets. These macadamias are carried in over 50 stores across Hawai'i and generate about \$500,000 in annual revenue contributed to the local economy. Prior to using the Alae facility, Island Harvest shipped all our macadamias to California to be packaged. Now, the majority of the nuts are grown and processed all on the Big Island, decreasing shipping costs and increasing the number of dollars that stay within the state.

Funding the requested capital upgrades will enable our small business to handle 20,000lbs of macadamia kernel per year at the Alae Facility. Without these upgrades our business will be challenged to grow. Additionally, the purchase of a reefer truck will increase Island Harvest's efficiency to transport finished goods to market and decrease the risk of product quality loss because of the temperature control.

Island Harvest is a proud member of HUC, committed to creating a viable agricultural 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.

We fully support the proposed project and urge you to consider funding it. Please contact us should you have any questions about our support of HUC's proposal.

Mahalo,

Andrew Trump  
Vice President of Island Harvest Inc.  
[trump.andrewb@gmail.com](mailto:trump.andrewb@gmail.com)  
(808) 315-1122



January 16, 2024

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

RE: The Hawai'i 'Ulu Producers Cooperative Capital GIA proposal for the FY 2024-25

Dear House Committee on Finance,

May this letter serve to express our commitment and support as Independent Producers to Hawai'i 'Ulu Cooperative's application for Grant-in-Aid funding for FY24-25 to increase infrastructural capacity for chill storage and transport at the Alae Postharvest Facility in Hilo, Hawai'i Island.

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We fully support the proposed project and urge you to consider funding it. Please contact us should you have any questions about our support of HUC's proposal.

Mahalo,

A handwritten signature in black ink that reads "Andrew Trump".

Andrew Trump  
Vice President of Island Harvest Inc.  
[trump.andrewb@gmail.com](mailto:trump.andrewb@gmail.com)  
(808) 315-1122

January 15, 2024

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

RE: The Hawai'i 'Ulu Producers Cooperative Capital GIA proposal for the FY 2024-25

Dear Senate Committee on Ways and Means,

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 FY2024-25 Grant-in-Aid to increase infrastructural capacity for chill storage and transport at the Alae Postharvest Facility in Hilo, Hawai'i Island.

As Director of University of Hawai'i's GoFarm Hawai'i program, I have worked with the Hawai'i 'Ulu Producers Cooperative (HUC) 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, over 80% 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.

Our Hawai'i Island site is located adjacent to the Alae Postharvest Facility and HUC licenses a portion of the postharvest facility to our program for commercial washing and storage of student and graduates' produce. Chill storage capacity is a serious bottleneck, limiting functionality and future growth of the program. We anticipate that if the requested upgrades are completed, we will be able to help generate over \$10 million in revenues for the local economy through our tuition fees and student and graduate earned revenues over the next 10 years.

The proposed project will make a measurable and positive economic impact on farmers statewide. 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](mailto:janelyamamoto@gmail.com)  
Personal Testimony

January 15, 2024

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

RE: The Hawai'i 'Ulu Producers Cooperative Capital GIA proposal for the FY 2024-25

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Mahalo,



Janel Yamamoto  
Director, GoFarm Hawai'i  
[janelyamamoto@gmail.com](mailto:janelyamamoto@gmail.com)  
Personal Testimony

January 14, 2024

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

RE: The Hawai'i 'Ulu Producers Cooperative Capital GIA proposal for the FY 2024-25

Dear House Committee on Finance,

Thank you for the opportunity to submit testimony. My name is Leanne Kami. I am a farmer in East Hawai'i and the former manager of the Alae Postharvest Facility. I am submitting testimony in support of the Hawai'i 'Ulu Cooperative's proposed project for funding from the FY2024-25 Grant-in-Aid to increase infrastructural capacity for chill storage and transport at the Alae Postharvest Facility in Hilo, Hawai'i Island.

The Alae facility was originally constructed in 2018, in order to help farmers meet federal food safety regulations and get more local production of value-added products while also working with farmers to overcome hardships in processing agricultural commodities into retail consumable products that are within regulations of the U.S. Department of Agriculture and Food & Drug Administration. The Hawaii Ulu Cooperative has been our anchor tenant since August 2019. The co-op licenses portions of the facility to other facility users and has done an excellent job managing and coordinating between parties.

The proposed improvements will increase chill storage capacity by a factor of 8, enabling HUC and the other users to scale their production. This upgrade is necessary to support production growth of small, diversified farmers in North and East Hawaii. I fully support the project and urge you to seriously consider their proposal for funding.

Thank you for the opportunity to express my support and please contact me with any questions or concerns regarding this commitment.

Mahalo,



Leanne Kami  
Kohana Family Farms

January 14, 2024

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

RE: The Hawai'i 'Ulu Producers Cooperative Capital GIA proposal for the FY 2024-25

Dear Senate Committee on Ways and Means,

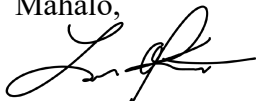
Thank you for the opportunity to submit testimony. My name is Leanne Kami. I am a farmer in East Hawai'i and am the former manager of the Alae Postharvest Facility. I am submitting testimony in support of the Hawai'i 'Ulu Cooperative's proposed project for funding from the FY2024-25 Grant-in-Aid to increase infrastructural capacity for chill storage and transport at the Alae Postharvest Facility in Hilo, Hawai'i Island.

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