

**JOSH GREEN, M.D.**  
Governor

**SYLVIA LUKE**  
Lt. Governor



**WENDY L. GADY**  
Executive Director

STATE OF HAWAII  
**AGRIBUSINESS DEVELOPMENT CORPORATION**  
235 S. Beretania Street, Suite 205  
Honolulu, HI 96813  
Phone: (808) 586-0186 Fax: (808) 586-0189

**TESTIMONY OF WENDY L. GADY  
EXECUTIVE DIRECTOR  
AGRIBUSINESS DEVELOPMENT CORPORATION**

**BEFORE THE SENATE COMMITTEES ON ENERGY, ECONOMIC  
DEVELOPMENT, AND TOURISM AND AGRICULTURE AND ENVIRONMENT**

Tuesday, January 30, 2024  
1:01 p.m.  
Conference Room 229  
& Videoconference

**SENATE BILL NO. 2805  
RELATING TO AGRICULTURE**

Chairs DeCoite and Gabbard, Vice Chairs Wakai and Richards and  
Members of the joint Committees:

Thank you for the opportunity to testify on Senate Bill No. 2805 relating to  
agriculture. The Agribusiness Development Corporation (ADC) supports this  
measure, which requires the Agribusiness Development Corporation to develop a  
program to educate and assist farmers and ranchers in the process of  
transitioning agricultural businesses to new owners and requires the program to  
connect individuals interested in entering farming or ranching, or existing farmers  
or ranchers interested in expanding their business, with farmers and ranchers  
who have not yet identified a successor owner.

Succession planning for farmers and ranchers is important, but it's also complicated. According to a 2017 statistic from the Hawaii Department of Agriculture, the average age of a Hawaii farmer is 60 years old. ADC supports the intent of the measure which is to support farmers and ranchers in the process of transitioning agricultural businesses to the next generation, which is no easy task.

We support this bill provided that its passage does not replace or adversely impact priorities indicated in our Executive Budget. Thank you for your consideration of our testimony.

**JOSH GREEN, M.D.**  
Governor

**SYLVIA LUKE**  
Lt. Governor



**SHARON HURD**  
Chairperson, Board of Agriculture

**DEXTER KISHIDA**  
Deputy to the Chairperson

State of Hawai'i  
**DEPARTMENT OF AGRICULTURE**  
KA 'OIHANA MAHI'AI  
1428 South King Street  
Honolulu, Hawai'i 96814-2512  
Phone: (808) 973-9600 FAX: (808) 973-9613

**TESTIMONY OF SHARON HURD**  
**CHAIRPERSON, BOARD OF AGRICULTURE**

**BEFORE THE SENATE COMMITTEE ON**  
**ECONOMIC DEVELOPMENT AND TOURISM**  
**AND**  
**THE COMMITTEE ON AGRICULTURE AND ENVIRONMENT**

**JANUARY 30, 2024**  
**1:01 PM**  
**CONFERENCE ROOM 229**

**SENATE BILL NO. 2805**  
**RELATING TO AGRICULTURE**

Chairs DeCoite and Gabbard, Vice Chairs Wakai and Richards and Members of the Committees:

Thank you for the opportunity to present testimony on Senate Bill 2805. This bill requires the Agribusiness Development Corporation to develop a program to educate and assist farmers and ranchers in transitioning their operations to new owners. It also requires the program to connect interested individuals interested in entering the agricultural industry with farmers and ranchers seeking to transition their operations and helps to facilitate the transfer of agricultural lands/assets to ensure that they remain in agricultural production. The Department supports the intent of this bill, however, defers to the Agribusiness Development Corporation.

Succession planning is an important part of any business to help it run smoothly and without interruption whenever there needs to be a change in leadership or ownership. Succession planning can assist many older farmers streamline the change



in ownership and connect with interested individuals to ensure that their lands remain in agricultural production.

The program will help create a much-needed clearinghouse for farmers and ranchers to connect with qualified individuals that are interested in taking over their operation and help ensure a future for agriculture in the State. The program will also help facilitate this transition.

Thank you for the opportunity to testify.



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

January 30, 2024

HEARING BEFORE THE  
SENATE COMMITTEE ON ENERGY, ECONOMIC DEVELOPMENT, AND TOURISM  
SENATE COMMITTEE ON AGRICULTURE AND ENVIRONMENT

**TESTIMONY ON SB 2805**  
RELATING TO AGRICULTURE

Conference Room 229 & Videoconference  
1:01 PM

Aloha Chairs DeCoite and Gabbard, Vice-Chairs Wakai and Richards, and Members of the Committees:

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

**The Hawai'i Farm Bureau supports SB 2805**, which requires the Agribusiness Development Corporation to develop a program to educate and assist farmers and ranchers in the process of transitioning agricultural businesses to new owners and requires the program to connect individuals interested in entering farming or ranching, or existing farmers or ranchers interested in expanding their business, with farmers and ranchers who have not yet identified a successor owner.

Hawai'i's farmers and ranchers are aging. The average age of Hawai'i's farmers and ranchers exceeds 60 years old, and if they were in other professions would most likely be retired. Yet many of these farmers and ranchers are those who provide agricultural products to supermarkets, restaurants, hotels, farmers' markets, and the Farm to School program and truly make a difference in reducing imports.

Multigenerational commercial farms and ranches are facing the prospect of closure because succession plans do not exist. As these farmers and ranchers retire, their lands go out of agricultural production. There is an urgent need for interns or apprentices who are willing to not only work on these farms but also take over their operations.

This measure will provide support for the next generation of new farmers who are interested in developing the skills and knowledge needed to be successful agriculture businesses.

Thank you for the opportunity to testify on this important matter.



**Hawaii Cattlemen's Council, Inc.**

COMMITTEE ON ENERGY, ECONOMIC  
DEVELOPMENT, AND TOURISM

Senator Lynn DeCoite, Chair  
Senator Glenn Wakai, Vice Chair

COMMITTEE ON AGRICULTURE AND  
ENVIRONMENT

Senator Mike Gabbard, Chair  
Senator Herbert M. "Tim" Richards, III, Vice Chair

**SB2805**

RELATING TO AGRICULTURE

Tuesday, January 30, 2024, 1:01 PM  
Conference Room 229 & Videoconference

Chairs DeCoite and Gabbard, Vice Chairs Wakai and Richards, and Members of the Committees,

The Hawaii Cattlemen's Council **supports SB2805** which requires the Agribusiness Development Corporation to develop a program to educate and assist farmers and ranchers in the process of transitioning agricultural businesses to new owners. It also requires the program to connect individuals interested in entering farming or ranching, or existing farmers or ranchers interested in expanding their business, with farmers and ranchers who have not yet identified a successor owner.

While the age of farmers and ranchers increase, the need for continued influx into the field is necessary to reach food security goals. Beginning farmers and ranchers need support to find available agricultural land and resources. Technical assistance for business planning and grant writing will ensure that new farmers and ranchers are able to find the resources they need to continue the production of food in our state. We support this measure to establish a farm succession pilot program.

The Hawaii Cattlemen's Council (HCC) is the Statewide umbrella organization comprised of the four county-level Cattlemen's Associations. Our member ranchers represent over 60,000 head of beef cows; more than 75% of all the beef cows in the State. Ranchers are the stewards of over 750 thousand acres of land in Hawaii, or 20% of the State's total land mass. We represent the interests of Hawaii's cattle producers.

Nicole Galase  
Hawaii Cattlemen's Council  
Managing Director



**SB-2805**

Submitted on: 1/27/2024 11:46:21 AM

Testimony for EET on 1/30/2024 1:01:00 PM

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Testify</b>
Sunny Savage	Individual	Support	Written Testimony Only

Comments:

In support