

# Resources for Farmers and Value-Added Producers

Prepared by:



GoFarm Hawaii AgBusiness Program

<https://gofarmhawaii.org/gofarm-business-services/>

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# Resources for Farmers and Value-Added Producers

*Resources listed are not intended to be endorsements of any particular entity. To recommend additions/deletions/updates to the list, send an email to [agincubator@ctahr.hawaii.edu](mailto:agincubator@ctahr.hawaii.edu)*

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Contact the GoFarm Hawaii AgBusiness Program at [agincubator@ctahr.hawaii.edu](mailto:agincubator@ctahr.hawaii.edu) with questions or suggestions!

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## Resources for Farmers and Value-Added Producers

### Business Resources: General

Title/Description	Source/Other Info	Link
Agribusiness Center for Excellence	Florida SBDC	<a href="http://www.floridasmallfarms.org/index.php/business-plan-resources/">http://www.floridasmallfarms.org/index.php/business-plan-resources/</a>
AgBusiness Program (GoFarm Hawaii)	Business consulting for farmers and value-added producers using local agriculture.	<a href="https://gofarmhawaii.org/gofarm-business-services/">https://gofarmhawaii.org/gofarm-business-services/</a>
Agricultural Marketing Resource Center	Iowa State University	<a href="http://www.agmrc.org/">http://www.agmrc.org/</a>
Business Action Center	Department of Commerce and Consumer Affairs	<a href="http://cca.hawaii.gov/bac/">http://cca.hawaii.gov/bac/</a>
Business Registration	State of Hawai'i Department of Commerce and Consumer Affairs	<a href="http://hawaii.gov/dcca/breg/">http://hawaii.gov/dcca/breg/</a>
DCCA's Guide to Choosing the Right Legal Form for Your Business	Hawaii Department of Commerce and Consumer Affairs	<a href="http://files.hawaii.gov/dcca/bac/business_entity_comparison_chart.pdf">http://files.hawaii.gov/dcca/bac/business_entity_comparison_chart.pdf</a>
Hawai'i Agribusiness Guidebook (2018)	University of Hawai'i College of Tropical Agriculture and Human Resources, GoFarm, ORCD	<a href="https://gofarmhawaii.org/agbusiness-guidebook/">https://gofarmhawaii.org/agbusiness-guidebook/</a>
Hawai'i SBDC Network	Hawai'i Small Business Development Center	<a href="http://www.hisbdc.org/">http://www.hisbdc.org/</a>
Hawai'i Business Express		<a href="https://hbe.ehawaii.gov/BizEx/home.eb">https://hbe.ehawaii.gov/BizEx/home.eb</a>
Innovate Hawaii (fka Manufacturing Extension Partnership)		<a href="http://www.htdc.org/innovatehawaii">http://www.htdc.org/innovatehawaii</a>
Labor Law Requirements for New Employers	Hawaii State Department of Labor and Industrial Relations	<a href="http://labor.hawaii.gov/wp-content/uploads/2013/03/New-Employer-Packet-3-14-13.pdf">http://labor.hawaii.gov/wp-content/uploads/2013/03/New-Employer-Packet-3-14-13.pdf</a>
Pacific Business Center Program	University of Hawai'i College of Business Administration	<a href="http://pbcp.hawaii.com/">http://pbcp.hawaii.com/</a>
Score Hawaii		<a href="http://hawaii.score.org/">http://hawaii.score.org/</a>
State of Hawai'i Department of Taxation	Tax Facts for Agricultural Producers	<a href="http://www6.hawaii.gov/tax/taxfacts/tf01-02.pdf">http://www6.hawaii.gov/tax/taxfacts/tf01-02.pdf</a>
The Kohala Center	Rural and cooperative business development services program.	<a href="http://kohalacenter.org/business">http://kohalacenter.org/business</a>
This Hawai'i Product Went to Market	University of Hawai'i College of Tropical Agriculture and Human Resources	Available for Purchase: <a href="http://www.ctahr.hawaii.edu/oc/forsale/thp_order.pdf">http://www.ctahr.hawaii.edu/oc/forsale/thp_order.pdf</a>

### Business Resources: Accounting/Bookkeeping/Other Software

Title/Description	Source/Other Info	Link
QuickBooks	Accounting Software	<a href="http://quickbooks.intuit.com/">http://quickbooks.intuit.com/</a>
Wave	Accounting Software	<a href="https://www.waveapps.com/accounting/">https://www.waveapps.com/accounting/</a>
Farm Accounting and Record Keeping Lesson	By: National Sustainable Agriculture Information Service	<a href="https://attra.ncat.org/oasdrf/business_planning/Lesson3_accounting_records/lesson3/">https://attra.ncat.org/oasdrf/business_planning/Lesson3_accounting_records/lesson3/</a>

### Business Resources: Associations/Local Industry Resources

Title/Description	Source/Other Info	Link
Big Island Farm Bureau		<a href="https://www.facebook.com/BigIslandFarmBureau">https://www.facebook.com/BigIslandFarmBureau</a>
Farmers and Friends		<a href="http://farmersandfriends.org/">http://farmersandfriends.org/</a>
Hawai'i Agritourism Association		<a href="http://www.hiagtourism.org/">http://www.hiagtourism.org/</a>
Hawai'i Farm Bureau Federation		<a href="http://hfbf.org/index.shtml">http://hfbf.org/index.shtml</a>

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## Resources for Farmers and Value-Added Producers

Hawaii Farmers Union United		<a href="http://hawaiifarmersunionunited.org/">http://hawaiifarmersunionunited.org/</a>
Hawaii Food Manufacturers Association		<a href="http://foodsofhawaii.com/">http://foodsofhawaii.com/</a>
Hawaii Island Meat Cooperative		<a href="http://hawaiiislandmeat.com/">http://hawaiiislandmeat.com/</a>
Hawaii Organic Farmers Association (HOFA)		<a href="http://www.hawaiiorganic.org/">http://www.hawaiiorganic.org/</a>
Hawaii Cattle Producers Cooperative Association		<a href="http://hawaiiranchers.com/">http://hawaiiranchers.com/</a>
Hawaii Tropical Fruit Growers		<a href="http://www.hawaiitropicalfruitgrowers.org/">http://www.hawaiitropicalfruitgrowers.org/</a>
Hawaii Ulu Producers Cooperative		<a href="http://www.eatbreadfruit.com/">http://www.eatbreadfruit.com/</a>
Kona County Farm Bureau		<a href="http://www.konafarmbureau.org/index.html">http://www.konafarmbureau.org/index.html</a>
Specialty Food Association		<a href="http://www.specialtyfood.com/">http://www.specialtyfood.com/</a>

### Business Resources: Business Plan Consultants, Data Research, and Tools

Title/Description	Source/Other Info	Link
Business Plans Hawaii	Valerie Koenig Local business plan development consultant	<a href="http://www.BusinessPlansHawaii.com">www.BusinessPlansHawaii.com</a>
CONSULT	Local consultant; specializing in non-profits.	<a href="http://npolaw.org/consult">http://npolaw.org/consult</a>
Evaluating a Farming Enterprise	ATTRA	<a href="http://www.farmsreach.com/welcome/wp-content/uploads/2013/01/Evaluating_a_Farming_Enterprise.pdf">http://www.farmsreach.com/welcome/wp-content/uploads/2013/01/Evaluating_a_Farming_Enterprise.pdf</a>
Food Access Research Atlas	United States Department of Agriculture Economic Research Service	<a href="http://www.ers.usda.gov/data-products/food-access-research-atlas.aspx">http://www.ers.usda.gov/data-products/food-access-research-atlas.aspx</a>
Growing Farms: Successful Whole Farm Management Planning Book	Oregon State University Extension Service	<a href="http://smallfarms.oregonstate.edu/sites/default/files/growing_farms_workbook.pdf">http://smallfarms.oregonstate.edu/sites/default/files/growing_farms_workbook.pdf</a>
Hawaii Alliance of Nonprofit Organizations (HANO)	Local consultant; specializing in non-profits.	<a href="http://hano-hawaii.org/newhano/index.php/consulting">http://hano-hawaii.org/newhano/index.php/consulting</a>
How to Being Your Small Farm Dream	New Entry Sustainable Farming Project	<a href="http://www.sare.org/content/download/72529/1033937/How_to_Begin_Your_Small_Farm_Dream.pdf?inlinedownload=1">http://www.sare.org/content/download/72529/1033937/How_to_Begin_Your_Small_Farm_Dream.pdf?inlinedownload=1</a>
Purdue University	Online Business Planner	<a href="http://www.purdue.edu/newventure/">http://www.purdue.edu/newventure/</a>

### Business Resources: Cost of Production and Pricing

Title/Description	Source/Other Info	Link
Pricing Produce and Products for Fair Profit Based on Cost of Production	University of Hawai'i College of Tropical Agriculture and Human Resources	<a href="http://www.ctahr.hawaii.edu/oc/freepubs/pdf/ET-13.pdf">http://www.ctahr.hawaii.edu/oc/freepubs/pdf/ET-13.pdf</a>
Cost of Production	GoFarm Hawaii AgBusiness Program	<a href="http://www.ctahr.hawaii.edu/sustainag/news/articles/V16-Chiang-COP.pdf">http://www.ctahr.hawaii.edu/sustainag/news/articles/V16-Chiang-COP.pdf</a>
Cost of Production Info	Search for "Fleming" for documents regarding the economics of specific crop production	<a href="http://www.ctahr.hawaii.edu/site/Info.aspx">http://www.ctahr.hawaii.edu/site/Info.aspx</a>

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## Resources for Farmers and Value-Added Producers

### Business Resources: Financing

Title/Description	Source/Other Info	Link
Crowdfunding Sites		For example: <a href="http://www.kickstarter.com/">http://www.kickstarter.com/</a> <a href="http://www.indiegogo.com/">http://www.indiegogo.com/</a> <a href="http://www.crowdfunder.com/">http://www.crowdfunder.com/</a> <a href="https://zip.kiva.org/">https://zip.kiva.org/</a>
Feed the Hunger Foundation	Microloans for local food-focused businesses.	<a href="http://www.feed-hunger.com/">http://www.feed-hunger.com/</a>
Financial Institutions in Hawaii		<a href="http://cca.hawaii.gov/dfi/list-of-companies/">http://cca.hawaii.gov/dfi/list-of-companies/</a>
Get Your Farm Funded: A Guide for Farmers to Find and Apply for Grants	Published by Food Animal Concerns Trust (FACT)	<a href="http://www.fundafarmer.org/wp-content/uploads/2017/03/Funding-Guide-for-Farmers-02.28.17_website.pdf">http://www.fundafarmer.org/wp-content/uploads/2017/03/Funding-Guide-for-Farmers-02.28.17_website.pdf</a>
Grants	Various grants relating to agriculture/food businesses.  <ol style="list-style-type: none"> <li>1. Farmers Market Promotion Program</li> <li>2. Local Food Promotion Program</li> <li>3. Maui: Office of Economic Development grants</li> <li>4. Small Business Innovation Research (SBIR)</li> <li>5. Value-Added Producer Grant</li> </ol>	<ol style="list-style-type: none"> <li>1. <a href="https://www.ams.usda.gov/services/grants/fmpp">https://www.ams.usda.gov/services/grants/fmpp</a></li> <li>2. <a href="https://www.ams.usda.gov/services/grants/lfp">https://www.ams.usda.gov/services/grants/lfp</a></li> <li>3. <a href="http://www.co.maui.hi.us/1787/OED-Grants">http://www.co.maui.hi.us/1787/OED-Grants</a></li> <li>4. <a href="https://www.sbir.gov/about/about-sbir">https://www.sbir.gov/about/about-sbir</a></li> <li>5. <a href="https://www.rd.usda.gov/programs-services/value-added-producer-grants">https://www.rd.usda.gov/programs-services/value-added-producer-grants</a></li> </ol>
Hawaii Island Food Producers Fund	The Hawaii Food Producers Fund provides 0% interest loans to Hawaii food producers through Kiva. The Kohala Center, with support from the Hawaii Department of Agriculture and the County of Hawaii, created the Fund to increase the amount of capital available to local food producers and stimulate local food production in Hawaii.	<a href="http://kohalacenter.org/business/microloan-kiva">http://kohalacenter.org/business/microloan-kiva</a>
Kahiau Rural Business Development Microloan Program	Provides low-interest loans and technical assistance to eligible businesses.	<a href="http://kohalacenter.org/business/microloan-kahiau">http://kohalacenter.org/business/microloan-kahiau</a>
Lending Club	Connects borrowers with investors through our online marketplace.	<a href="https://www.lendingclub.com/">https://www.lendingclub.com/</a>
National Sustainable Agriculture Coalition	Overview of key federal programs focused on opening up capital and safety net access to a wider range of farmers, including sustainable and organic farms, diversified farms, beginning and underserved farmers (including military veterans, women, legal immigrants, and farmers of color), and more.	<a href="http://sustainableagriculture.net/publications/grassrootsguide/cr-edit-crop-insurance/">http://sustainableagriculture.net/publications/grassrootsguide/cr-edit-crop-insurance/</a>
Office of Hawaiian Affairs	Robert C. K. Crowell EDFP 'Aho Pueo Ho'olako 'Ai'ë Nui, Technical Assistant Specialist Native Hawaiian Revolving Loan Fund (NHRLF) OHA Malama Loan Program Phone: (808) 594-1924	<a href="http://www.oha.org/huakanu">http://www.oha.org/huakanu</a>

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Pauahi Foundation	Mahi'ai Matchup Agricultural Business Plan Contest	<a href="http://www.pauahi.org/mahiaimatchup/">http://www.pauahi.org/mahiaimatchup/</a>
Prosper	Peer-to-peer lending	<a href="https://www.prosper.com/">https://www.prosper.com/</a>
Slow Money Hawaii	Mary Spadaro <a href="mailto:info@slowmoneyhawaii.com">info@slowmoneyhawaii.com</a>	<a href="https://www.facebook.com/SlowMoneyHawaii">https://www.facebook.com/SlowMoneyHawaii</a>
Small Business Administration		<a href="http://www.sba.gov/category/navigation-structure/loans-grants">http://www.sba.gov/category/navigation-structure/loans-grants</a>
Small Farm Funding Resources	Hawaii Department of Agriculture USDA: National Agricultural Library list	<a href="http://hdoa.hawaii.gov/agl/other-funding-sources/">http://hdoa.hawaii.gov/agl/other-funding-sources/</a> <a href="https://www.nal.usda.gov/ric/small-farm-funding-resources">https://www.nal.usda.gov/ric/small-farm-funding-resources</a>
State of Hawai'i Agricultural Loan Division	The intent of the programs is to help promote agricultural and aquacultural development of the State by providing credit at reasonable rates and terms to qualifying individuals or entities. Through the establishment of a revolving loan fund, credit is made available by supplementing private lender sector loan funds or by providing direct funding.	<a href="http://hdoa.hawaii.gov/agl/">http://hdoa.hawaii.gov/agl/</a>
USDA Farm Service Agency	Various loan programs.	<a href="http://www.fsa.usda.gov/FSA/webapp?area=home&amp;subject=fmlp&amp;topic=landing">http://www.fsa.usda.gov/FSA/webapp?area=home&amp;subject=fmlp&amp;topic=landing</a> <a href="http://www.youngfarmers.org/wp-content/uploads/2018/01/NYFC_FSA_Loans_Guidebook.pdf">http://www.youngfarmers.org/wp-content/uploads/2018/01/NYFC_FSA_Loans_Guidebook.pdf</a>
USDA Rural Development	Various loan programs.	<a href="http://www.rurdev.usda.gov/RD_Loans.html">http://www.rurdev.usda.gov/RD_Loans.html</a>
Whole Foods Local Producer Loan Program		<a href="http://www.wholefoodsmarket.com/mission-values/caring-communities/local-producer-loan-program">http://www.wholefoodsmarket.com/mission-values/caring-communities/local-producer-loan-program</a>

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## Resources for Farmers and Value-Added Producers

### Business Resources: Insurance

Title/Description	Source/Other Info	Link
Insurance	<p>Debbie Yoshida Hirasaki Business Insurance Services Inc. 615 Piikoi St. #1901 Honolulu, HI 96814 <a href="mailto:dyoshida@bisihi.com">dyoshida@bisihi.com</a> 808-592-5006 <a href="http://www.bisihi.com/">http://www.bisihi.com/</a></p> <p>Atlas Insurance Agency <a href="http://www.atlasinsurance.com/">http://www.atlasinsurance.com/</a> 808-533-3222</p> <p>Wil Chang State Farm Agency 6700 Kalanianaʻole Hwy #204 Honolulu, HI 96825 808-395-LIFE 808-931-0199 cell</p> <p>Ken Tomita Pyramid Insurance (808) 527-7274</p>	

### Farm Resources: General

Title/Description	Source/Other Info	Link
Agricultural Diagnostics Service Center UHM-CTAHR	University of Hawai'i College of Tropical Agriculture and Human Resources	<a href="http://www2.ctahr.hawaii.edu/adsc/">http://www2.ctahr.hawaii.edu/adsc/</a>
Applying the Principles of Sustainable Agriculture	ATTRA	<a href="http://macd.org/ME/Resource%20Material/Agriculture/Applying%20Prinziples%20of%20Sustainable%20Farming.pdf">http://macd.org/ME/Resource%20Material/Agriculture/Applying%20Prinziples%20of%20Sustainable%20Farming.pdf</a>
ATTRA Sustainable Agriculture	Program developed and managed by the National Center for Appropriate Technology (NCAT). Committed to providing high value information and technical assistance to farmers, ranchers, Extension agents, educators, and others involved in sustainable agriculture in the United States.	<a href="https://attra.ncat.org/attra-pub/local_food/startup.html">https://attra.ncat.org/attra-pub/local_food/startup.html</a>
BeginningFarmers.org	Resources for new farmers.	<a href="http://www.beginningfarmers.org/">http://www.beginningfarmers.org/</a>
Building Sustainable Farms, Ranches, and Communities	A Guide to Federal Programs for Sustainable Agriculture, Forestry, Entrepreneurship, Conservation, Food Systems, and Community Development	<a href="https://attra.ncat.org/attra-pub/summaries/summary.php?pub=279">https://attra.ncat.org/attra-pub/summaries/summary.php?pub=279</a>

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## Resources for Farmers and Value-Added Producers

Business Strategies	Assists with challenges faced by family owned businesses and some of the strategies and tools that can be used to better manage relationships with family members.  Michael D. Miyahira P.O. Box 5683   Hilo, Hawaii 96720-8683 P/Cell: 808-987-8328   Fax: 808-959-4643	
Cooperative Extension Offices and Research Stations	University of Hawai'i College of Tropical Agriculture and Human Resources  USDA website for extension agents	<a href="http://www.ctahr.hawaii.edu/Site/Map.aspx">http://www.ctahr.hawaii.edu/Site/Map.aspx</a>  <a href="https://extension.org/">https://extension.org/</a> <a href="http://eorganic.info/">http://eorganic.info/</a>
Cornell University Small Farms Program/ Northeast Beginning Farmers Project	A resource for beginning farmers.	<a href="http://smallfarms.cornell.edu/">http://smallfarms.cornell.edu/</a> <a href="http://www.nebeginningfarmers.org/">http://www.nebeginningfarmers.org/</a>
Farm Answers	USDA – National Institute of Food and Agriculture; Mission is to provide farmers & ranchers to the tools & answers needed to succeed	<a href="http://farmanswers.org/">http://farmanswers.org/</a>
FarmWorks Hawaii	Farm consulting services.	<a href="http://www.farmworkshawaii.com/">http://www.farmworkshawaii.com/</a>
Farm Planning and Recordkeeping	NC State Cooperative Extension	<a href="https://growingmallfarms.ces.ncsu.edu/growingmallfarms-farmrecords/">https://growingmallfarms.ces.ncsu.edu/growingmallfarms-farmrecords/</a>
Feed Reimbursement Program	Hawaii Department of Agriculture	<a href="http://hdoa.hawaii.gov/ai/aquaculture-and-livestock-support-services-branch/">http://hdoa.hawaii.gov/ai/aquaculture-and-livestock-support-services-branch/</a>
Greenhorns	Non-profit organization made up of young farmers and a diversity of collaborators. Mission is to recruit, promote and support the new generation of young farmers.	<a href="http://www.thegreenhorns.net/">http://www.thegreenhorns.net/</a>
Hawaii Agricultural Mediation Program	Provides free mediation services to the agricultural community to help resolve disputes before they end up in court.	<a href="http://hiamp.emcenter.org/">http://hiamp.emcenter.org/</a>
Hawaii Agriculture Research Center	Mission is to support a viable agricultural sector by researching and applying relevant science and technology to achieve practical solutions and by identifying new agricultural opportunities.	<a href="http://www.harc-hspa.com/">http://www.harc-hspa.com/</a>
Hawai'i Department of Agriculture	General Calendar of Upcoming Events	<a href="http://hdoa.hawaii.gov/">http://hdoa.hawaii.gov/</a> <a href="http://hdoa.hawaii.gov/add/md/agcalendar/">http://hdoa.hawaii.gov/add/md/agcalendar/</a>
Hawai'i Guide for New Farmers: How to make your first farm a success	Prepared for the University of Hawai'i Windward Community College's GoFarm Hawai'i program by O'ahu Resource Conservation and Development Council	<a href="https://gofarmhawaii.org/wp-content/uploads/2017/10/hawaii_new_farmer_guidebook_2013.pdf">https://gofarmhawaii.org/wp-content/uploads/2017/10/hawaii_new_farmer_guidebook_2013.pdf</a>
Online Courses/Workshops	Cornell University NorthEast Beginning Farmers Project Farmers' Market Federation of NY	<a href="http://www.nebeginningfarmers.org/online-courses/">http://www.nebeginningfarmers.org/online-courses/</a> <a href="http://www.nyfarmersmarket.com/farmers-market-benchmarks/">http://www.nyfarmersmarket.com/farmers-market-benchmarks/</a>
Reimbursement Transportation Cost Payment (RTCP)	Reimburses geographically disadvantaged producers with a portion of the cost to transport agricultural commodities or inputs used to produce an agricultural commodity.	<a href="https://www.fsa.usda.gov/programs-and-services/price-support/RTCP-Program/index">https://www.fsa.usda.gov/programs-and-services/price-support/RTCP-Program/index</a>

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## Resources for Farmers and Value-Added Producers

Sustainable Agriculture: An Introduction	ATTRA	<a href="#">Sustainable Agriculture an Introduction</a>
Sustainable and Organic Agriculture Program Cooperative Extension Service–CTAHR	University of Hawai'i College of Tropical Agriculture and Human Resources Growers Toolbox - list of older publications for growing vegetables, fruits, herbs, etc.	<a href="http://www.ctahr.hawaii.edu/sustainag/">http://www.ctahr.hawaii.edu/sustainag/</a> <a href="http://www.ctahr.hawaii.edu/sustainag/NewFarmer/index.html">http://www.ctahr.hawaii.edu/sustainag/NewFarmer/index.html</a> <a href="https://cms.ctahr.hawaii.edu/soap/Resources/GrowersToolbox.aspx">https://cms.ctahr.hawaii.edu/soap/Resources/GrowersToolbox.aspx</a>
Toward Sustainable Agriculture: A Guide for Hawaii's Famers	University of Hawai'i College of Tropical Agriculture and Human Resources	<a href="https://www.ctahr.hawaii.edu/oc/freepubs/pdf/TSA_guide.pdf">https://www.ctahr.hawaii.edu/oc/freepubs/pdf/TSA_guide.pdf</a>
University of California Small Farm Program	A source of information for small farmers on California-based crops, many of which are grown in Hawaii.	<a href="http://sfp.ucdavis.edu/">http://sfp.ucdavis.edu/</a>
University of Hawaii College of Tropical Agriculture and Human Resources	Publication and Information Central for University of Hawaii College of Tropical Agriculture and Human Resources. The preeminent source for Hawaii-based agriculture research and extension publications.	<a href="http://www.ctahr.hawaii.edu/Site/Info.aspx">http://www.ctahr.hawaii.edu/Site/Info.aspx</a>
USDA Agricultural Marketing Service		<a href="http://www.ams.usda.gov/AMSV1.0/">http://www.ams.usda.gov/AMSV1.0/</a>
USDA New Farmers	Beginning farmer resources.	<a href="https://newfarmers.usda.gov/">https://newfarmers.usda.gov/</a>
USDA Natural Resources Conservation Service		<a href="http://www.pia.nrcs.usda.gov/soils.html">http://www.pia.nrcs.usda.gov/soils.html</a>
USDA Organic Certification Cost Share Program		<a href="http://hdoa.hawaii.gov/add/md/usda-organic-certification-cost-share-programs/">http://hdoa.hawaii.gov/add/md/usda-organic-certification-cost-share-programs/</a>

### Farm Resources: Topic Specific

Title/Description	Source/Other Info	Link
Agroecology: Key Concepts, Principles and Practices		<a href="https://foodfirst.org/wp-content/uploads/2015/11/Agroecology-training-manual-TWN-SOCLA.pdf">https://foodfirst.org/wp-content/uploads/2015/11/Agroecology-training-manual-TWN-SOCLA.pdf</a>
Agroforestry	Nonprofit organization dedicated to providing educational resources about agroforestry, trees, and sustainable stewardship of land and water.	<a href="http://agroforestry.net/free-publications">http://agroforestry.net/free-publications</a>
Agroforestry: Nitrogen Fixing Tree Start-Up Guide		<a href="http://agroforestry.org/images/pdfs/nftguide.pdf">http://agroforestry.org/images/pdfs/nftguide.pdf</a>
Aquaponics: Decision Software	Center for Tropical and Subtropical Aquaculture	<a href="http://www.ctsa.org/index.php/news/download_free_aquaponics_on_software">http://www.ctsa.org/index.php/news/download_free_aquaponics_on_software</a>
Composting: Basic Principles of Composting	LSU A Center Research & Extension	<a href="http://seafood.oregonstate.edu/.pdf%20Links/Basic-Principles-of-Composting-LSU.pdf">http://seafood.oregonstate.edu/.pdf%20Links/Basic-Principles-of-Composting-LSU.pdf</a>
Composting: Tea Time in the Tropics	University of Hawai'i College of Tropical Agriculture and Human Resources	<a href="http://www.westernsare.org/content/download/66749/944806/Content_Tea_Manual.pdf?inlinedownload=1">http://www.westernsare.org/content/download/66749/944806/Content_Tea_Manual.pdf?inlinedownload=1</a>
Cover Crops: Cover Crop Chart for Hawaii	University of Hawai'i College of Tropical Agriculture and Human Resources	<a href="https://www.ctahr.hawaii.edu/WangKH/Downloads/CCChart-Hawaii-KHWang.pdf">https://www.ctahr.hawaii.edu/WangKH/Downloads/CCChart-Hawaii-KHWang.pdf</a>
Cover Crops: Cover Crops and Green Manures for Hawaii	Sustainable and Organic Agriculture Program	<a href="https://www.ctahr.hawaii.edu/SustainAg/cc-gm/index.html">https://www.ctahr.hawaii.edu/SustainAg/cc-gm/index.html</a>

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## Resources for Farmers and Value-Added Producers

Cover Crops: Cover Your Asset: Choosing Appropriate Cover Crops for your Production System	Hanai’Ai	<a href="https://www.ctahr.hawaii.edu/sustainag/news/articles/V4-RadovicCC.pdf">https://www.ctahr.hawaii.edu/sustainag/news/articles/V4-RadovicCC.pdf</a>
Cover Crops: Managing Cover Crops Profitably	Sustainable Agriculture Research & Education	<a href="http://www.sare.org/content/download/29733/413984/Managing_r_Crops_Profitably.pdf?inlinedownload=1">http://www.sare.org/content/download/29733/413984/Managing_r_Crops_Profitably.pdf?inlinedownload=1</a>
Cover Crops: Plant Available Nitrogen (PAN) Calculator	University of Hawai’i College of Tropical Agriculture and Human Resources	<a href="https://www.ctahr.hawaii.edu/WangKH/Downloads/2015_CovercroN_calculator.pdf">https://www.ctahr.hawaii.edu/WangKH/Downloads/2015_CovercroN_calculator.pdf</a>
Crop Planning: Choose What to Grow Tutorial	Northeast Beginning Farmer Project	<a href="http://nebeginningfarmers.org/farmers/producing/choose-what-to-produce-tutorial/">http://nebeginningfarmers.org/farmers/producing/choose-what-to-produce-tutorial/</a>
Crop Planning: Resources		<a href="https://thegreenhorns.wordpress.com/2017/01/10/crop-planning-resources-for-farmers/">https://thegreenhorns.wordpress.com/2017/01/10/crop-planning-resources-for-farmers/</a>
Fruit and Nut Production: Establishing the Orchard	UC Agriculture and Natural Resources	<a href="http://ucanr.edu/sites/fruitreport/files/133024.pdf">http://ucanr.edu/sites/fruitreport/files/133024.pdf</a>
Fruit and Nut Production: Growing Tropical Fruit & Nut Trees for the Homeowner	University of Hawaii Master Gardening Conference	<a href="https://www.ctahr.hawaii.edu/uimg/conference/downloads/Tropical_Fruit_and_Nut_Master_Gardening_Oct_2010.pdf">https://www.ctahr.hawaii.edu/uimg/conference/downloads/Tropical_Fruit_and_Nut_Master_Gardening_Oct_2010.pdf</a>
Fruit and Nut Production: Organic Fruit and Vegetables form the Tropics	United Nations	<a href="http://unctad.org/en/docs/ditcom20032_en.pdf">http://unctad.org/en/docs/ditcom20032_en.pdf</a>
Irrigation: Principles and Practices	GoFarm Hawaii	<a href="http://cms.ctahr.hawaii.edu/Portals/163/AgSchool%20Documents/Irrigation/Irrigation%20Principles%20and%20Practices%20STUDY%20GUIDE.pdf">http://cms.ctahr.hawaii.edu/Portals/163/AgSchool%20Documents/Irrigation/Irrigation%20Principles%20and%20Practices%20STUDY%20GUIDE.pdf</a>
Natural Farming: How to Cultivate Indigenous Microorganisms	University of Hawai’i College of Tropical Agriculture and Human Resources	<a href="https://www.ctahr.hawaii.edu/oc/freepubs/pdf/BIO-9.pdf">https://www.ctahr.hawaii.edu/oc/freepubs/pdf/BIO-9.pdf</a>
Organic Certification: eOrganic	An organic agriculture community of practice with eXtension. Our mission is to foster a research and outreach community, engage farmers and ag. There are excellent webinars on cutting edge directions in organic agriculture.	<a href="http://eorganic.info/">http://eorganic.info/</a>
Organic Certification: Hawaii Organic Farming Association		<a href="http://www.hawaiiorganic.org/certification/requirements">http://www.hawaiiorganic.org/certification/requirements</a>
Organic Certification: International Certification Services, Inc.	Sarah Townsend 808-572-1846 <a href="mailto:sarah@ics-intl.com">sarah@ics-intl.com</a>	<a href="http://www.ics-intl.com/">http://www.ics-intl.com/</a>
Organic Certification: Maile Woodhall	Organic Certifiers, Inc. 808-640-0177	<a href="mailto:Hawaii@organiccertifiers.com">Hawaii@organiccertifiers.com</a>
Organic Certification: Sustainable and Organic Agriculture Program (SOAP) Cooperative Extension Service–CTAHR	University of Hawai’i College of Tropical Agriculture and Human Resources  Website and link to Hanai Ai, the quarterly newsletter highlighting organic farmers and UH research	<a href="https://cms.ctahr.hawaii.edu/soap/Home.aspx">https://cms.ctahr.hawaii.edu/soap/Home.aspx</a> <a href="http://www.ctahr.hawaii.edu/sustainag/NewFarmer/index.html">http://www.ctahr.hawaii.edu/sustainag/NewFarmer/index.html</a>
Organic Certification: USDA Organic Certification Cost Share Program		<a href="http://hdoa.hawaii.gov/add/md/organiccostshare/">http://hdoa.hawaii.gov/add/md/organiccostshare/</a>

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## Resources for Farmers and Value-Added Producers

Organic Certification: USDA Organic Certifiers	List of USDA-Authorized Organic Certifying Agents by State(s) of Operation in the United States	<a href="http://www.ams.usda.gov/AMSV1.0/getfile?dDocName=STELPRDC5100383">http://www.ams.usda.gov/AMSV1.0/getfile?dDocName=STELPRDC5100383</a>
Organic Certification: USDA Agricultural Marketing Service	Organic Certification Made Simple	<a href="https://www.ams.usda.gov/report-publication/organic-certification-made-simple">https://www.ams.usda.gov/report-publication/organic-certification-made-simple</a>
Pest and Disease Management: Biointensive Integrated Pest Management (IPM)	ATTRA	<a href="#">Biointensive IPM</a>
Pest and Disease Management: Integrated Pest Management (IPM)	GoFarm Hawaii	<a href="http://cms.ctahr.hawaii.edu/Portals/163/AgSchool%20Documents/IPM/IPM.pdf">http://cms.ctahr.hawaii.edu/Portals/163/AgSchool%20Documents/IPM/IPM.pdf</a>
Pest and Disease Management: IPM for Soil and Soil-less Systems	University of Hawai'i College of Tropical Agriculture and Human Resources	<a href="https://www.ctahr.hawaii.edu/UHMG/downloads/IPMposter-Sugano.pdf">https://www.ctahr.hawaii.edu/UHMG/downloads/IPMposter-Sugano.pdf</a>
Pest and Disease Management: Organic IPM Field Guide	ATTRA	<a href="https://attra.ncat.org/attra-pub/download.php?id=148">https://attra.ncat.org/attra-pub/download.php?id=148</a>
Pest and Disease Management: Pathogens of Plants of Hawaii	U.S. Geological Survey	<a href="http://www.hear.org/pph/">http://www.hear.org/pph/</a>
Pest and Disease Management: Pests and Diseases	University of Hawai'i College of Tropical Agriculture and Human Resources	<a href="https://www.ctahr.hawaii.edu/uhmg/pests-disease.asp">https://www.ctahr.hawaii.edu/uhmg/pests-disease.asp</a>
Pest and Disease Management: Plant Disease Diagnosis in Hawaii	Searchable host-pathogen database. The UH CTAHR website to help diagnose plant diseases. Managed by UH Plant Pathologist Scot Nelson, this is a valuable source of information on plant diseases found in Hawaii and the Pacific.	<a href="https://sites.google.com/a/hawaii.edu/hawaiihostpathogendatabase/">https://sites.google.com/a/hawaii.edu/hawaiihostpathogendatabase/</a>
Pest and Disease Management: State of Hawaii New Pest Advisories	State of Hawaii Plant Industry Division	<a href="http://hdoa.hawaii.gov/pi/ppc/new-pest-advisories/">http://hdoa.hawaii.gov/pi/ppc/new-pest-advisories/</a>
Pest and Disease Management: Sustainable Management of Soil-Borne Plant Diseases	ATTRA	<a href="#">Sustainable Management of Soil Borne Plant Diseases, ATTRA</a>
Pest and Disease Management: Weed Management for Organic Crops	UC, Davis	<a href="http://anrcatalog.ucanr.edu/pdf/7250.pdf">http://anrcatalog.ucanr.edu/pdf/7250.pdf</a>
Seed Saving and Production: Hawaii Public Seed Initiative	In an effort to improve, increase, and promote biodiversity, the Hawai'i Public Seed Initiative works with communities, farmers, and gardeners statewide to select, grow, harvest, store, and improve seed varieties that thrive in Hawai'i.	<a href="http://kohalacenter.org/hpsi">http://kohalacenter.org/hpsi</a>
Seed Saving and Production: Hawaii Seed Growers Network	Produces locally grown, resilient seeds that are adapted to Hawai'i's diverse microclimates with the goal of improving the success of farmers and gardeners.	<a href="http://www.hawaiiseedgrowersnetwork.com/">http://www.hawaiiseedgrowersnetwork.com/</a>
Seed Saving and Production: Introduction to On-farm Organic Plant Breeding	Organic Seed Alliance	<a href="http://www.ofrf.org/sites/ofrf.org/files/Introduction_to_On-farm_Organic_Plant_Breeding.pdf">http://www.ofrf.org/sites/ofrf.org/files/Introduction_to_On-farm_Organic_Plant_Breeding.pdf</a>
Seed Saving and Production: Seed Program UHM-CTAHR	University of Hawai'i College of Tropical Agriculture and Human Resources	<a href="http://www.ctahr.hawaii.edu/seed/">http://www.ctahr.hawaii.edu/seed/</a>
Seed Saving and Production: Seed Saving Guide for Farmers	Organic Seed Alliance	<a href="http://www.seedalliance.org/uploads/publications/Seed_Saving_Guide.pdf">http://www.seedalliance.org/uploads/publications/Seed_Saving_Guide.pdf</a>
Soils and Crop Nutrition: Building Soils for Better Crops	Sustainable Agriculture Research & Education	<a href="#">Building Soils for Better Crops</a>

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## Resources for Farmers and Value-Added Producers

Soils and Crop Nutrition: Essential Nutrients for Plant Growth	University of Hawai'i College of Tropical Agriculture and Human Resources	<a href="http://www.puricare.co.za/UserFiles/File/Essential%20Nutrients%20for%20Plant%20Growth.pdf">http://www.puricare.co.za/UserFiles/File/Essential%20Nutrients%20for%20Plant%20Growth.pdf</a>
Soils and Crop Nutrition: Managing Crop Nutrition	University of Hawai'i College of Tropical Agriculture and Human Resources	<a href="https://www.ctahr.hawaii.edu/courses/GoFarm/Jensen/crop_nutrition.pdf">https://www.ctahr.hawaii.edu/courses/GoFarm/Jensen/crop_nutrition.pdf</a>
Soils and Crop Nutrition: Soil Atlas – Hawaii	An interactive tool that allows users to quickly locate and identify any soil across the Hawaiian islands, and acquire basic information about each soil.	<a href="http://gis.ctahr.hawaii.edu/SoilAtlas#overview">http://gis.ctahr.hawaii.edu/SoilAtlas#overview</a>
Soils and Crop Nutrition: Soil and Crop Nutrition	GoFarm Hawaii	<a href="http://cms.ctahr.hawaii.edu/Portals/163/AgSchool%20Documents/CropSoilNutri/Soil%20and%20Crop%20Nutrition%20outline.pdf">http://cms.ctahr.hawaii.edu/Portals/163/AgSchool%20Documents/CropSoilNutri/Soil%20and%20Crop%20Nutrition%20outline.pdf</a>
Soils and Crop Nutrition: Soils of Hamakua	University of Hawai'i College of Tropical Agriculture and Human Resources	<a href="https://www.ctahr.hawaii.edu/deenikj/Downloads/Training/SoilFertility_Hamakua.pdf">https://www.ctahr.hawaii.edu/deenikj/Downloads/Training/SoilFertility_Hamakua.pdf</a>
Soils and Crop Nutrition: Soils of Hawaii	University of Hawai'i College of Tropical Agriculture and Human Resources	<a href="https://www.ctahr.hawaii.edu/oc/freepubs/pdf/SCM-20.pdf">https://www.ctahr.hawaii.edu/oc/freepubs/pdf/SCM-20.pdf</a>
Soils and Crop Nutrition: Sustainable Soil Management	ATTRA	<a href="http://projects.mans.edu.eg/heepf/ilppp/courses/12/pdf%20course/4/Sustainable_soil.pdf">http://projects.mans.edu.eg/heepf/ilppp/courses/12/pdf%20course/4/Sustainable_soil.pdf</a>
Soils and Crop Nutrition: Testing Your Soil: Why and How to Take a Soil-Test Sample	University of Hawai'i College of Tropical Agriculture and Human Resources	<a href="https://www.ctahr.hawaii.edu/oc/freepubs/pdf/SCM-9.pdf">https://www.ctahr.hawaii.edu/oc/freepubs/pdf/SCM-9.pdf</a>
Soils and Crop Nutrition: Enhancing Soil Function and Plan Health with Locally Available Resources	Permanent Agriculture Resources	<a href="http://agroforestry.org/images/pdfs/Locally_Available_Resources_Radovich.pdf">http://agroforestry.org/images/pdfs/Locally_Available_Resources_Radovich.pdf</a>
Vegetable Crop Production: Commercial Vegetable Production in Hawaii	University of Hawai'i College of Tropical Agriculture and Human Resources	<a href="https://www.ctahr.hawaii.edu/oc/freepubs/pdf/EB-16.pdf">https://www.ctahr.hawaii.edu/oc/freepubs/pdf/EB-16.pdf</a>

### Farmer Training Programs

Title/Description	Source/Other Info	Link
Farmer Veteran Coalition	Nonprofit org assisting veterans—and currently serving members—of the Armed Forces to embark on careers in agriculture.	<a href="https://www.farmvetco.org/">https://www.farmvetco.org/</a>
Food Access Research Atlas	US Department of Agriculture Economic Research Service	<a href="http://www.ers.usda.gov/data-products/food-access-research-atlas.aspx">http://www.ers.usda.gov/data-products/food-access-research-atlas.aspx</a>
GoFarm Hawaii	New farmer training program. Email: <a href="mailto:info@gofarmhawaii.org">info@gofarmhawaii.org</a>	<a href="http://www.gofarmhawaii.org">www.gofarmhawaii.org</a>
Kohala Center	Various Programs including Beginning Farmer-Rancher Development Program.	<a href="http://kohalacenter.org/farmertraining">http://kohalacenter.org/farmertraining</a>
Leeward Community College	Plant Biology and Tropical Agriculture	<a href="http://www.leeward.hawaii.edu/pbt">http://www.leeward.hawaii.edu/pbt</a>
Pacific Gateway Center	Beginning Farmers Training Program	<a href="http://www.pacificgatewaycenter.org/beginning-farmers.html">http://www.pacificgatewaycenter.org/beginning-farmers.html</a>
University of Hawaii Hilo	Tropical Farming Certificate	<a href="http://hilo.hawaii.edu/catalog/tropical-farming-certificate.html?searched=Tropical+Farming&amp;advsearch=oneword&amp;highlight=ajaxSearch_highlight+ajaxSearch_highlight1+ajaxSearch_highlight2">http://hilo.hawaii.edu/catalog/tropical-farming-certificate.html?searched=Tropical+Farming&amp;advsearch=oneword&amp;highlight=ajaxSearch_highlight+ajaxSearch_highlight1+ajaxSearch_highlight2</a>
University of Hawaii Manoa	College of Tropical Agriculture and Human Resources	<a href="https://www.ctahr.hawaii.edu/site/">https://www.ctahr.hawaii.edu/site/</a>

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## Resources for Farmers and Value-Added Producers

### Food Safety

Title/Description	Source/Other Info	Link
Basic Food Safety for Food Handlers	Pacific Agrosecurity & Food Safety Program	<a href="http://manoa.hawaii.edu/ctahr/pacific-afsp/?page_id=161">http://manoa.hawaii.edu/ctahr/pacific-afsp/?page_id=161</a>
CTAHR Farm Food Safety: Good Agricultural Practices	University of Hawai'i College of Tropical Agriculture and Human Resources	<a href="http://manoa.hawaii.edu/ctahr/farmfoodsafety/">http://manoa.hawaii.edu/ctahr/farmfoodsafety/</a>
Farmer's Market Food Safety Training	Iowa State University: Four online modules have been designed to provide science-based information on safe food production and handling specific to farmers' markets, with a focus on specialty foods and good agricultural practices (GAP).	<a href="http://www.safeproduce.cals.iastate.edu/training/">http://www.safeproduce.cals.iastate.edu/training/</a>
FoodSafetyHawaii.org	Department of Tropical Plant and Soil Sciences, College of Tropical Agriculture and Human Resources, University of Hawaii at Manoa. Aims to strengthen the confidence and competence of the food industry clientele in providing safe and wholesome foods through the understanding of issues in the food industry, identifying opportunities to clarify misperceptions and to provide correct information, and optimizing communications using sound and accurate science.	<a href="http://foodsafetyhawaii.org/">http://foodsafetyhawaii.org/</a>
Food Safety Solutions, LLC	Local food safety consultants	<a href="http://www.thefoodsafetysolution.com/">http://www.thefoodsafetysolution.com/</a>
GroupGap Food Safety Program	Audit and certification program, which includes better access to wholesale and direct-to-retailer markets, compliance with FSMA, and a reduced burden of audit and certification costs for all producers.	<a href="https://www.ams.usda.gov/services/auditing/groupgap">https://www.ams.usda.gov/services/auditing/groupgap</a>
Tasty Safety (Joseph Realdine)	Specialize in establishments requiring Grants of Inspection (GOI) for red meat and poultry slaughter, processing and import-export; restaurants, hotels and institutions; commercial kitchens; manufacturing facilities and bakeries.  Tasty Safety's expertise comprises all types of food safety programs such as HACCP, SSOP, SPS, and Micro Compliance. Services also include pathogen tracking and investigations.	<a href="https://www.tastysafety.com/">https://www.tastysafety.com/</a>
State of Hawai'i Department of Health		<a href="http://health.hawaii.gov/san/">http://health.hawaii.gov/san/</a>

### Labor

Title/Description	Source/Other Info	Link
World Wide Opportunities on Organic Farms	World Wide Opportunities on Organic Farms (WWOOF) is a unique educational organic farming and cultural exchange program that allows participants to gain practical and sustainable agriculture experience, while meeting and forming relationships with people from around the world.	<a href="http://www.woofhawaii.org/about">http://www.woofhawaii.org/about</a>

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## Resources for Farmers and Value-Added Producers

### Land

Title/Description	Source/Other Info	Link
Agribusiness Development Corporation	Oahu, Kauai (808) 586-0186	<a href="http://hdoa.hawaii.gov/chairpersons-office/agribusiness-development-corporation/">http://hdoa.hawaii.gov/chairpersons-office/agribusiness-development-corporation/</a>
Grove Farm	Kauai Arryl Kaneshiro 808-245-3678	Fill out a leasing inquiry form. <a href="http://www.grovefarm.com/leases">http://www.grovefarm.com/leases</a>
Hamakua Agricultural Cooperative	Hawaii Island 808-775-1107	<a href="http://www.hamakuaagcoop.com/lease-land/">http://www.hamakuaagcoop.com/lease-land/</a>
Hawaii Agricultural Foundation	Oahu 808-343-8196	<a href="http://www.hawaiiagfoundation.org/haf-ag-park-kunia/applications">http://www.hawaiiagfoundation.org/haf-ag-park-kunia/applications</a>
Hawaii Reserves Inc.	Properties in Laie George Reid 293-9201	<a href="http://www.hawaiireserves.com/property_agricultural.htm">http://www.hawaiireserves.com/property_agricultural.htm</a>
Kamehameha Schools	Multiple Islands Land Assets Division	<a href="http://www.ksbe.edu/land/">http://www.ksbe.edu/land/</a>
Kula Agricultural Park	Maui 808-270-7710	<a href="http://www.co.maui.hi.us/621/Kula-Agricultural-Park">http://www.co.maui.hi.us/621/Kula-Agricultural-Park</a>
Mililani Agricultural Park, LLC	Oahu Wayne Ogasawara 677-8779 or cell no. 256-9317	
PGC Farms in Kunia		<a href="http://www.pacificgatewaycenter.org/pgc-kunia-farms.html">http://www.pacificgatewaycenter.org/pgc-kunia-farms.html</a>
Private land owners	Classified Ads Craigslist Real Estate Web Sites Classified sections of Farming Publications and resources	
State Agricultural Parks	Oahu, Hawaii, Kauai, Molokai Randy Teruya Agricultural Asset Manager – DOA 808-973-9478 <a href="mailto:randy.y.teruya@hawaii.gov">randy.y.teruya@hawaii.gov</a>	<a href="http://hdoa.hawaii.gov/arm/agricultural-parks/">http://hdoa.hawaii.gov/arm/agricultural-parks/</a>
Turtle Bay	Oahu Wendy Gady Phone: 808.225.9835 Email: <a href="mailto:wendy.gady@gmail.com">wendy.gady@gmail.com</a>	
W. H. Shipman	Puna, Hawaii 808-966-9325	<a href="http://www.whshipman.com/agricultural-opportunities/agriculture/">http://www.whshipman.com/agricultural-opportunities/agriculture/</a>
Websites		<a href="http://www.landandfarm.com/search/Hawaii-land-for-sale/">http://www.landandfarm.com/search/Hawaii-land-for-sale/</a> <a href="http://www.landsofamerica.com/Hawaii/all-land/">http://www.landsofamerica.com/Hawaii/all-land/</a>

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## Resources for Farmers and Value-Added Producers

### Marketing and Sales: General

Title/Description	Source/Other Info	Link
Buy Local, It Matters!	State of Hawai'i Market Development Branch	<a href="http://hdoa.hawaii.gov/add/md/buy-local-it-matters/">http://hdoa.hawaii.gov/add/md/buy-local-it-matters/</a>
Hawai'i Island Farmer's Guide to Accessing Local Markets	Author: Craig Elevitch, Nicole Milne, and Jim Cain	<a href="http://hawaii.hawaii.edu/ocet/docs/guide_to_accessing_markets.pdf">http://hawaii.hawaii.edu/ocet/docs/guide_to_accessing_markets.pdf</a>
Hawai'i Seals of Quality	State of Hawai'i Market Development Branch	<a href="http://hdoa.hawaii.gov/add/md/seals-of-quality/">http://hdoa.hawaii.gov/add/md/seals-of-quality/</a>
Local Food Market Demand Study	A detailed consumer survey of nearly 1,200 shoppers across Oahu showed an overwhelming majority believe buying local is very important, and a large percentage are willing to pay more for some local products.	<a href="http://ulupono.com/resources/local-food-market-demand-study-3">http://ulupono.com/resources/local-food-market-demand-study-3</a>
Made in Hawaii with Aloha	Branding program to protect the integrity and value of authentic Hawaii branded products.	<a href="http://hdoa.hawaii.gov/madewithaloha/">http://hdoa.hawaii.gov/madewithaloha/</a>
Marketing 101 Manual: An Introduction to Basic Marketing Practices	Community Involved in Sustaining Agriculture (CISA)	<a href="http://www.buylocalfood.org/upload/resource/MarketingManual.2012.pdf">http://www.buylocalfood.org/upload/resource/MarketingManual.2012.pdf</a>
Marketing, Business & Risk Management	Various publications available from the National Sustainable Agriculture Information Service	<a href="https://attra.ncat.org/marketing.html">https://attra.ncat.org/marketing.html</a>
Marketing Strategies for Farmers and Ranchers		<a href="http://cms.ctahr.hawaii.edu/LinkClick.aspx?fileticket=AkacNv3gKDI%3d&amp;portalid=163">http://cms.ctahr.hawaii.edu/LinkClick.aspx?fileticket=AkacNv3gKDI%3d&amp;portalid=163</a>
NCAT Marketing Tip Sheet	ATTRA	<a href="https://attra.ncat.org/attra-pub/download.php?id=440">https://attra.ncat.org/attra-pub/download.php?id=440</a>
Sullivan Higdon & Sink	White Papers relating to Food Marketing	<a href="http://shsfoodthink.com/">http://shsfoodthink.com/</a>
Teaching Direct Marketing & Small Farm Viability	UC, Santa Cruz	<a href="http://casfs.ucsc.edu/about/publications/Teaching-Direct-Marketing/pdf%20downloads/TDM.pdf">http://casfs.ucsc.edu/about/publications/Teaching-Direct-Marketing/pdf%20downloads/TDM.pdf</a>

### Marketing and Sales: Distribution and Market-Specific Resources

Title/Description	Source/Other Info	Link
General: Farmers' Market Listings	State of Hawaii Agricultural Development Division	<a href="http://hdoa.hawaii.gov/add/md/farmers-market-listings/">http://hdoa.hawaii.gov/add/md/farmers-market-listings/</a>
Ala Moana; Haleiwa; Hawaii Kai Farmers' Markets		<a href="http://haleiwafarmersmarket.com/index.html">http://haleiwafarmersmarket.com/index.html</a>
City and County of Honolulu People's Open Market	City and County of Honolulu; Department of Parks and Recreation	Email for application and insurance requirements: <a href="https://www1.honolulu.gov/parks/programs/pom/index1.htm">https://www1.honolulu.gov/parks/programs/pom/index1.htm</a>
Farm Link Hawaii	Farm Link Hawai'i allows the purchase of locally produced, farm-fresh food on a weekly basis at affordable prices. It is a collaborative market made up of a group of Hawai'i producers, including many alumni of the GoFarm Hawai'i beginning farmer training program.	<a href="https://hawaii.localorbit.com/users/sign_in">https://hawaii.localorbit.com/users/sign_in</a>

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## Resources for Farmers and Value-Added Producers

Hawaii Farmers Market and Agritourism Venues; Best Food Business and Food Handling Practices for Farmers and Vendors	University of Hawai'i – Hilo and College of Tropical Agriculture and Human Resources	<a href="http://www.ctahr.hawaii.edu/oc/freepubs/pdf/HI_Farmers_Market_and_Agritourism_Venues.pdf">http://www.ctahr.hawaii.edu/oc/freepubs/pdf/HI_Farmers_Market_and_Agritourism_Venues.pdf</a>
Hawaii Foreign Trade Zone		<a href="http://ftz9.org/">http://ftz9.org/</a>
HFBF Farmers' Market	Kapiolani Community College; Kailua; Mililani; Honolulu; Keauhou; Kino'ole	<a href="http://hfbf.org/markets/vendor-info/">http://hfbf.org/markets/vendor-info/</a>
Hilo Farmer's Market		<a href="http://www.hilofarmersmarket.com/vendors.html">http://www.hilofarmersmarket.com/vendors.html</a>
Kauai County Farm Bureau		<a href="http://www.kauaicityfarmbureau.org/">http://www.kauaicityfarmbureau.org/</a>
Kauai Sunshine Markets	County of Kauai	<a href="http://www.kauai.gov/?tabid=214">http://www.kauai.gov/?tabid=214</a>
Maui Farmer's Market	List and contact info listed by Maui County Farm Bureau	<a href="http://www.maui-countyfarmbureau.org/2011/08/08/maui-farmers-markets/">http://www.maui-countyfarmbureau.org/2011/08/08/maui-farmers-markets/</a>
Preflight Checklist for Shipping Your Quality Hawaii Agricultural Product	University of Hawai'i College of Tropical Agriculture and Human Resources	<a href="http://university.uog.edu/cals/people/Pubs/ET-1.PDF">http://university.uog.edu/cals/people/Pubs/ET-1.PDF</a>
Running A Food Hub	USDA Rural Development	<a href="http://www.rd.usda.gov/files/SR_77_Running_A_Food_Hub_Vol_1.pdf">http://www.rd.usda.gov/files/SR_77_Running_A_Food_Hub_Vol_1.pdf</a>
Regulation and Clearance from Hawaii to Other Parts of the United States	USDA Animal and Plant Health Inspection Service	<a href="https://www.aphis.usda.gov/import_export/plants/manuals/ports/downloads/hawaii.pdf">https://www.aphis.usda.gov/import_export/plants/manuals/ports/downloads/hawaii.pdf</a>
Waipa Foundation		<a href="http://waipafoundation.org/community_market/">http://waipafoundation.org/community_market/</a>
Whole Foods Market Quality Standards		<a href="http://www.wholefoodsmarket.com/about-our-products/quality-standards">http://www.wholefoodsmarket.com/about-our-products/quality-standards</a>

### Marketing and Sales: Publications (that regularly feature local farms and food)

Title/Description	Source/Other Info	Link
Edible Hawaiian Islands		<a href="http://www.ediblehawaiianislands.com">www.ediblehawaiianislands.com</a>
Hana Hou!	Hawaiian Airlines Magazine	<a href="http://www.hanahou.com/">http://www.hanahou.com/</a>

### Marketing and Sales: Trade Shows

Title/Description	Source/Other Info	Link
Fancy Food Show	Specialty Food & Beverage Expo and Training	<a href="http://www.specialtyfood.com/fancy-food-show/">http://www.specialtyfood.com/fancy-food-show/</a>
Made in Hawaii Festival		<a href="http://www.madeinhawaiifestival.com/">http://www.madeinhawaiifestival.com/</a>
Natural Products Expo	Natural, Organic and Healthy Products Expo	<a href="http://www.expwest.com/">http://www.expwest.com/</a> <a href="http://www.expoeast.com/">http://www.expoeast.com/</a>

### Marketing and Sales: Website Tools

Title/Description	Source/Other Info	Link
GoDaddy	Domain Registration; Web Hosting; Website Builder	<a href="http://godaddy.com/">http://godaddy.com/</a>
Square Space	Website Builder	<a href="http://squarespace.com/">http://squarespace.com/</a>

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## Resources for Farmers and Value-Added Producers

Weebly	Website Builder	<a href="http://weebly.com/">http://weebly.com/</a>
Website Basics	General Article	<a href="http://www.takeflyte.com/website-basics">http://www.takeflyte.com/website-basics</a>

### Packaging: Labeling Requirements

Title/Description	Source/Other Info	Link
Barcode Guide	Gredio: The Ultimate Guide to Getting Barcodes for Your Food Business	<a href="https://gredio.com/blog/barcodes-food-products-business/?utm_source=Gredio+-+Grow+Your+Food+Business+-+Confirm+Email&amp;utm_campaign=83b4425176-Email_GetProductRetailers&amp;utm_medium=email&amp;utm_term=0_d e8775a439-83b4425176-71035625#.VcublfVjWg">https://gredio.com/blog/barcodes-food-products-business/?utm_source=Gredio+-+Grow+Your+Food+Business+-+Confirm+Email&amp;utm_campaign=83b4425176-Email_GetProductRetailers&amp;utm_medium=email&amp;utm_term=0_d e8775a439-83b4425176-71035625#.VcublfVjWg</a>
Labeling & Nutrition Guidance Documents & Regulatory Information Guidance for Industry	U.S. Food and Drug Administration	<a href="http://www.fda.gov/Food/GuidanceRegulation/GuidanceDocumentsRegulatoryInformation/LabelingNutrition/default.htm">http://www.fda.gov/Food/GuidanceRegulation/GuidanceDocumentsRegulatoryInformation/LabelingNutrition/default.htm</a>
Labeling Organic Products		<a href="http://www.organicprocessinginstitute.org/wp-content/uploads/NOP-labeling_FS.pdf">http://www.organicprocessinginstitute.org/wp-content/uploads/NOP-labeling_FS.pdf</a>
Nutrition Facts Labelling	ReciPal – Create Nutrition Facts Labels	<a href="https://www.recipal.com/">https://www.recipal.com/</a>
Use of Brand or Company Names Containing the Word “Organic”	United States Department of Agriculture	<a href="http://www.organicprocessinginstitute.org/wp-content/uploads/NOP4012_Brand-names-Instruction.pdf">http://www.organicprocessinginstitute.org/wp-content/uploads/NOP4012_Brand-names-Instruction.pdf</a>
State of Hawaii Department of Health Basic Guidelines for Food Labeling		<a href="http://health.hawaii.gov/food-drug/files/2013/05/BASIC-GUIDELINES-FOR-FOOD-LABELING.pdf">http://health.hawaii.gov/food-drug/files/2013/05/BASIC-GUIDELINES-FOR-FOOD-LABELING.pdf</a>

### Packaging: Packaging and Labeling

Title/Description	Source/Other Info	Link
Local Packaging Options	Aloha Bottling Company Dana Labels & Packaging K. Yamada Distributors Malolo Beverages	<a href="http://alohabottling.com/">http://alohabottling.com/</a> <a href="http://danalabels.com/custom-printing-services/packaging/">http://danalabels.com/custom-printing-services/packaging/</a> <a href="http://www.kydinc.com/">http://www.kydinc.com/</a> <a href="http://malolobeverages.com/">http://malolobeverages.com/</a>
Foreign Labels	Anhui Guotai Packing & Printing Co.,Ltd Wenchang Industrial Park, Tongcheng City Anhui Province. P.R.China <a href="mailto:gtprintingyoyo@gmail.com">gtprintingyoyo@gmail.com</a> WEBSITE: <a href="http://www.guo-tai.com">http://www.guo-tai.com</a> MOBILE: <a href="tel:+8613305565128">+8613305565128</a> TEL: <a href="tel:86-556-6194688">86-556-6194688</a>	
Online Labels	Grower’s Discount Labels	<a href="http://growersdiscountlabels.com/">http://growersdiscountlabels.com/</a>

### Sourcing

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## Resources for Farmers and Value-Added Producers

Title/Description	Source/Other Info	Link
Hawai'i Agriculture & Food Products Database	State of Hawai'i Department of Agriculture	<a href="http://hawaii.gov/hdoa/add/products-database">http://hawaii.gov/hdoa/add/products-database</a>
Hawaiian Agricultural Products	University of Hawai'i at Hilo; College of Agriculture, Forestry & Natural Resource Management	<a href="http://www.hawaiianagriculturalproducts.com/">http://www.hawaiianagriculturalproducts.com/</a>
Organic Integrity Database	Find a specific certified organic farm or business, or search for an operation with specific characteristics.	<a href="https://organic.ams.usda.gov/integrity/">https://organic.ams.usda.gov/integrity/</a>

### Value-Added Processing: General

Title/Description	Source/Other Info	Link
Adding Value to Locally Grown Crops in Hawai'i	Author: Craig Elevitch and Ken Love	<a href="http://agroforestry.net/pubs/Adding-Value-Hawaii-guide.pdf">http://agroforestry.net/pubs/Adding-Value-Hawaii-guide.pdf</a>
Co-Packer Options	Specialty Food Resource	<a href="http://www.specialtyfoodresource.com/page/page/4205553.htm">http://www.specialtyfoodresource.com/page/page/4205553.htm</a>
First Commercial Kitchen LLC (food processing incubator/co-packer – not a kitchen for rent)	94-491 B Ukee St. (Plant address) Waipahu, HI 96797 94-538 Puahi St., Ste A (Office address) Waipahu, HI 96797 Ph: 676-0880 Fx: 808-676-0400 Email: pkam1998@aol.com	<a href="http://firstcommercialkitchen.com/">http://firstcommercialkitchen.com/</a>
Food Business Basics: Getting Started and Finding Your Niche in the Specialty Foods Business	The Kohala Center	<a href="http://kohalacenter.org/business/food-business-basics">http://kohalacenter.org/business/food-business-basics</a>
Food Science & Human Nutrition UHM-CTAHR	University of Hawai'i College of Tropical Agriculture and Human Resources	<a href="http://www.ctahr.hawaii.edu/hnfas/">http://www.ctahr.hawaii.edu/hnfas/</a>
Kapiolani Community College – Food Innovation Project	Research and development to create value-added products.  Lauren Tamamoto lauren.tamamoto@hawaii.edu	
Plain Language Guide to Starting a Value Added Food Business	Northeast Network of Immigrant Farming Projects	<a href="http://nesfp.nutrition.tufts.edu/downloads/guides/PL_ValueAddedGuide.pdf">http://nesfp.nutrition.tufts.edu/downloads/guides/PL_ValueAddedGuide.pdf</a>
Value-Added Strategies: Taking Agricultural Products to the Next Level	University of Hawai'i College of Tropical Agriculture and Human Resources	<a href="http://www.ctahr.hawaii.edu/oc/freepubs/pdf/AB-16.pdf">http://www.ctahr.hawaii.edu/oc/freepubs/pdf/AB-16.pdf</a>

### Value-Added Processing: Certified Commercial Kitchens

Title/Description	Source/Other Info	Link
Pacific Gateway Center	83 North King Street Honolulu, Hawaii 96817 Phone: 808-851-7010 Fax: 808:851-7019	<a href="http://www.pacificgatewaycenter.org/culinary-kitchen-incubator-and-bottling-facility.html">http://www.pacificgatewaycenter.org/culinary-kitchen-incubator-and-bottling-facility.html</a>

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## Resources for Farmers and Value-Added Producers

Key Project Kahaluu (Oahu)	47-200 Waihe`e Road Kane`ohe HI 96744 Ken Weir, Kitchen Manager kitchenmanager@keyproject.org 239-5777 ext. 7433	<a href="http://www.keyproject.org/kitchen.html">http://www.keyproject.org/kitchen.html</a>
Pacifikool – Cheryl To (Producer kitchen available for rental) (Oahu)	Bannister St., Kalihi Nights only - minimum 3 nights. No grease trap pacifikool@hawaiiintel.net	<a href="http://www.pacifikool.com/index.html">http://www.pacifikool.com/index.html</a>
Palama Settlement	810 N. Vineyard Boulevard Honolulu, HI 96817 Phone: 808-848-2502 <a href="mailto:info@palamasettlement.org">info@palamasettlement.org</a> Hours: Sun – Thurs 8am-8pm, Fri – Sat 8am-10pm \$300 security/cleaning; \$60 per hour usage	<a href="http://www.palamasettlement.org/rentals">http://www.palamasettlement.org/rentals</a>
Ronnies Kitchen – David Reantaso (Producer kitchen available for rental) (Oahu)	Sand Island \$250 for 4 days or more, \$350 for 1 to 3 days. Hours available are from 330 p.m. to 6 a.m. Monday through Friday and all day on weekends. 255-3283.	
Waialua Community Kitchen (Oahu)	P.O. Box 538, Waialua, HI 96791	<a href="http://www.empoweroahu.org/programs/waialua-community-kitchen-1">http://www.empoweroahu.org/programs/waialua-community-kitchen-1</a>
Anahola Community Kitchen (Kauai)	Randy Silverman 808-631-4712	
Pono Center at Lokahi Pacific (Maui)	1935 Main Street Suite 204 Wailuku, HI 96793 (808) 242-5761	<a href="http://lokahipacific.org/">http://lokahipacific.org/</a>
Big Island Wellness Solutions, dba The Kitchen (Producer kitchen available for rental) (Hawaii Island)	615 Haihai Street, Hilo HI 96720 Dean Shigeoka, Manager (808)217-6401	
Kala Snack Time - Drake Neff (Producer kitchen available for rental) (Hawaii Island)	Kona-Kaloko 808-345-6009 Limited space – best for food repackaging, with possibility to run ovens. 1,000 sq foot room – ideally set up for farmers to package products, fish cutting. Basic food prep. No hoods set up.	
Mahina Mele Farm – Jason & Kollette Stith (Producer kitchen available for rental) (Hawaii Island)	87-2642 Mamalahoa Hwy Captain Cook, HI 96704 808 328 8987	

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## Resources for Farmers and Value-Added Producers

	Certified space but no cooking equipment – better for packing, dehydrating, juicing, etc. Available every day but Tues and Wed	
Tropical Dreams Ice Cream - Nancy Edney (Producer kitchen available for rental) (Hawaii Island)	66-1250 Lalamilo Farm Rd. Kamuela, HI 96743 808-885-8820 808-885-8812 fax Offers occasional rentals for limited use (e.g. backup kitchen for food trucks, light prep, etc.) Typical fee is \$25 an hour, depending on availability, plus clean up fee if required.	

### Value-Added Processing: Product Development/Nutrition Analysis

Title/Description	Source/Other Info	Link
Food Quality Labs		<a href="http://www.fqlab.com/services/">http://www.fqlab.com/services/</a>
Food Scientists/Product Development Contacts	Nina Ann Tanabe (ntanabe@pfti.com) Aurora Saulo (aurora@hawaii.edu) Soo Jin Jun (soojin@hawaii.edu ) Chris Speere (speere@hawaii.edu) of <a href="http://www.mauifoodtechnology.org/">http://www.mauifoodtechnology.org/</a>	
Maui Food Innovation Center	808.984.3601	<a href="http://maui.hawaii.edu/foodinnovation/services/">http://maui.hawaii.edu/foodinnovation/services/</a>
Maui Food Technology Center	808.878.3652	<a href="http://www.mauifoodtechnology.org">www.mauifoodtechnology.org</a>

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