

Resources for Farmers and Value-Added Producers

Prepared by:



GoFarm Hawaii AgBusiness Program

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

(808) 956-3530

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

Contents

Business Resources: General	3
Business Resources: Accounting/Bookkeeping/Other Software	3
Business Resources: Associations/Local Industry Resources.....	3
Business Resources: Business Plan Consultants, Data Research, and Tools.....	4
Business Resources: Cost of Production and Pricing	4
Business Resources: Financing.....	5
Business Resources: Insurance	7
Farm Resources: General	7
Farm Resources: Topic Specific.....	9
Farmer Training Programs	12
Labor	14
Land.....	15
Marketing and Sales: General.....	16
Marketing and Sales: Distribution and Market-Specific Resources.....	16
Marketing and Sales: Publications (that regularly feature local farms and food)	17
Marketing and Sales: Trade Shows	17
Marketing and Sales: Website Tools.....	17
Packaging: Labeling Requirements	18
Packaging: Packaging and Labeling.....	18

Contact the GoFarm Hawaii AgBusiness Program at agincubator@ctahr.hawaii.edu with questions or suggestions!

Resources for Farmers and Value-Added Producers

Sourcing 18

Value-Added Processing: General..... 19

Value-Added Processing: Certified Commercial Kitchens..... 19

Value-Added Processing: Product Development/Nutrition Analysis..... 21

Resources for Farmers and Value-Added Producers

Business Resources: General

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

Business Resources: Accounting/Bookkeeping/Other Software

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

Business Resources: Associations/Local Industry Resources

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

Contact the GoFarm Hawaii AgBusiness Program at agincubator@ctahr.hawaii.edu with questions or suggestions!

Resources for Farmers and Value-Added Producers

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

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

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	http://www.ctahr.hawaii.edu/oc/freepubs/pdf/ET-13.pdf
Cost of Production	GoFarm Hawaii AgBusiness Program	http://www.ctahr.hawaii.edu/sustainag/news/articles/V16-Chiang-COP.pdf
Cost of Production Info	Search for "Fleming" for documents regarding the economics of specific crop production	http://www.ctahr.hawaii.edu/site/Info.aspx

Contact the GoFarm Hawaii AgBusiness Program at agincubator@ctahr.hawaii.edu with questions or suggestions!

Resources for Farmers and Value-Added Producers

Business Resources: Financing

Title/Description	Source/Other Info	Link
Crowdfunding Sites		For example: http://www.kickstarter.com/ http://www.indiegogo.com/ http://www.crowdfunder.com/ https://zip.kiva.org/
Feed the Hunger Foundation	Microloans for local food-focused businesses.	http://www.feed-hunger.com/
Financial Institutions in Hawaii		http://cca.hawaii.gov/dfi/list-of-companies/
Get Your Farm Funded: A Guide for Farmers to Find and Apply for Grants	Published by Food Animal Concerns Trust (FACT)	http://www.fundafarmer.org/wp-content/uploads/2017/03/Funding-Guide-for-Farmers-02.28.17_website.pdf
Grants	Various grants relating to agriculture/food businesses. <ol style="list-style-type: none"> 1. Farmers Market Promotion Program 2. Local Food Promotion Program 3. Maui: Office of Economic Development grants 4. Small Business Innovation Research (SBIR) 5. Value-Added Producer Grant 	<ol style="list-style-type: none"> 1. https://www.ams.usda.gov/services/grants/fmpp 2. https://www.ams.usda.gov/services/grants/lfp 3. http://www.co.maui.hi.us/1787/OED-Grants 4. https://www.sbir.gov/about/about-sbir 5. https://www.rd.usda.gov/programs-services/value-added-producer-grants
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.	http://kohalacenter.org/business/microloan-kiva
Kahiau Rural Business Development Microloan Program	Provides low-interest loans and technical assistance to eligible businesses.	http://kohalacenter.org/business/microloan-kahiau
Lending Club	Connects borrowers with investors through our online marketplace.	https://www.lendingclub.com/
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.	http://sustainableagriculture.net/publications/grassrootsguide/cr-edit-crop-insurance/
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	http://www.oha.org/huakanu

Contact the GoFarm Hawaii AgBusiness Program at agincubator@ctahr.hawaii.edu with questions or suggestions!

Resources for Farmers and Value-Added Producers

Pauahi Foundation	Mahi'ai Matchup Agricultural Business Plan Contest	http://www.pauahi.org/mahaiamatchup/
Prosper	Peer-to-peer lending	https://www.prosper.com/
Slow Money Hawaii	Mary Spadaro info@slowmoneyhawaii.com	https://www.facebook.com/SlowMoneyHawaii
Small Business Administration		http://www.sba.gov/category/navigation-structure/loans-grants
Small Farm Funding Resources	Hawaii Department of Agriculture USDA: National Agricultural Library list	http://hdoa.hawaii.gov/agl/other-funding-sources/ https://www.nal.usda.gov/ric/small-farm-funding-resources
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.	http://hdoa.hawaii.gov/agl/
USDA Farm Service Agency	Various loan programs.	http://www.fsa.usda.gov/FSA/webapp?area=home&subject=fmlp&topic=landing http://www.youngfarmers.org/wp-content/uploads/2018/01/NYFC_FSA_Loans_Guidebook.pdf
USDA Rural Development	Various loan programs.	https://www.rd.usda.gov/ https://www.rd.usda.gov/files/RD_ProgramMatrix.pdf
Whole Foods Local Producer Loan Program		http://www.wholefoodsmarket.com/mission-values/caring-communities/local-producer-loan-program

Contact the GoFarm Hawaii AgBusiness Program at agincubator@ctahr.hawaii.edu with questions or suggestions!

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 dyoshida@bisihi.com 808-592-5006 http://www.bisihi.com/</p> <p>Atlas Insurance Agency http://www.atlasinsurance.com/ 808-533-3222</p> <p>Ken Tomita Pyramid Insurance (808) 527-7274</p> <p>First Insurance via Karen Vance, Assistant to David Takagi karen@takagiandtakagi.com 808-523-6840 phone 808-531-2399 fax 500 Ala Moana Blvd., Ste. 2-301 Honolulu, HI 96813</p> <p>Monarch Insurance Company http://monarch-hi.com agent John Foster</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	http://www2.ctahr.hawaii.edu/adsc/
Applying the Principles of Sustainable Agriculture	ATTRA	http://macd.org/ME/Resource%20Material/Agriculture/Applying%20Principles%20of%20Sustainable%20Farming.pdf
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.	https://attra.ncat.org/attra-pub/local_food/startup.html

Contact the GoFarm Hawaii AgBusiness Program at agincubator@ctahr.hawaii.edu with questions or suggestions!

Resources for Farmers and Value-Added Producers

BeginningFarmers.org	Resources for new farmers.	http://www.beginningfarmers.org/
Building Sustainable Farms, Ranches, and Communities	A Guide to Federal Programs for Sustainable Agriculture, Forestry, Entrepreneurship, Conservation, Food Systems, and Community Development	https://attra.ncat.org/attra-pub/summaries/summary.php?pub=279
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	http://www.ctahr.hawaii.edu/Site/Map.aspx https://extension.org/ http://eorganic.info/
Cornell University Small Farms Program/ Northeast Beginning Farmers Project	A resource for beginning farmers.	http://smallfarms.cornell.edu/ http://www.nebeginningfarmers.org/
Farm Answers	USDA – National Institute of Food and Agriculture; Mission is to provide farmers & ranchers to the tools & answers needed to succeed	http://farmanswers.org/
FarmWorks Hawaii	Farm consulting services.	http://www.farmworkshawaii.com/
Farm Planning and Recordkeeping	NC State Cooperative Extension	https://growingsmallfarms.ces.ncsu.edu/growingsmallfarms-farmrecords/
Feed Reimbursement Program	Hawaii Department of Agriculture	http://hdoa.hawaii.gov/ai/aquaculture-and-livestock-support-services-branch/
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.	http://www.thegreenhorns.net/
Hawaii Agricultural Mediation Program	Provides free mediation services to the agricultural community to help resolve disputes before they end up in court.	http://hiamp.emcenter.org/
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.	http://www.harc-hspa.com/
Hawai'i Department of Agriculture	General Calendar of Upcoming Events	http://hdoa.hawaii.gov/ http://hdoa.hawaii.gov/add/md/agcalendar/
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	https://gofarmhawaii.org/wp-content/uploads/2017/10/hawaii_new_farmer_guidebook_2013.pdf
Online Courses/Workshops	Cornell University NorthEast Beginning Farmers Project Farmers' Market Federation of NY	http://www.nebeginningfarmers.org/online-courses/ http://www.nyfarmersmarket.com/farmers-market-benchmarks/

Contact the GoFarm Hawaii AgBusiness Program at agincubator@ctahr.hawaii.edu with questions or suggestions!

Resources for Farmers and Value-Added Producers

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.	https://www.fsa.usda.gov/programs-and-services/price-support/RTCP-Program/index
Sustainable Agriculture: An Introduction	ATTRA	Sustainable Agriculture an Introduction
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.	http://www.ctahr.hawaii.edu/sustainag/ http://www.ctahr.hawaii.edu/sustainag/NewFarmer/index.html https://cms.ctahr.hawaii.edu/soap/Resources/GrowersToolbox.aspx
Toward Sustainable Agriculture: A Guide for Hawaii's Farmers	University of Hawai'i College of Tropical Agriculture and Human Resources	https://www.ctahr.hawaii.edu/oc/freepubs/pdf/TSA_guide.pdf
University of California Small Farm Program	A source of information for small farmers on California-based crops, many of which are grown in Hawaii.	http://sfp.ucdavis.edu/
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.	http://www.ctahr.hawaii.edu/Site/Info.aspx
USDA Agricultural Marketing Service		http://www.ams.usda.gov/AMSv1.0/
USDA New Farmers	Beginning farmer resources.	https://newfarmers.usda.gov/
USDA Natural Resources Conservation Service		http://www.pia.nrcs.usda.gov/soils.html
USDA Organic Certification Cost Share Program		http://hdoa.hawaii.gov/add/md/usda-organic-certification-cost-share-programs/

Farm Resources: Topic Specific

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

Contact the GoFarm Hawaii AgBusiness Program at agincubator@ctahr.hawaii.edu with questions or suggestions!

Resources for Farmers and Value-Added Producers

Cover Crops: Cover Crops and Green Manures for Hawaii	Sustainable and Organic Agriculture Program	https://www.ctahr.hawaii.edu/SustainAg/cc-gm/index.html
Cover Crops: Cover Your Asset: Choosing Appropriate Cover Crops for your Production System	Hanai’Ai	https://www.ctahr.hawaii.edu/sustainag/news/articles/V4-RadovicCC.pdf
Cover Crops: Managing Cover Crops Profitably	Sustainable Agriculture Research & Education	http://www.sare.org/content/download/29733/413984/Managing_r_Crops_Profitably.pdf?inlinedownload=1
Cover Crops: Plant Available Nitrogen (PAN) Calculator	University of Hawai’i College of Tropical Agriculture and Human Resources	https://www.ctahr.hawaii.edu/WangKH/Downloads/2015_CovercroN_calculator.pdf
Crop Planning: Choose What to Grow Tutorial	Northeast Beginning Farmer Project	http://nebeginningfarmers.org/farmers/producing/choose-what-to-produce-tutorial/
Crop Planning: Resources		https://thegreenhorns.wordpress.com/2017/01/10/crop-planning-resources-for-farmers/
Fruit and Nut Production: Establishing the Orchard	UC Agriculture and Natural Resources	http://ucanr.edu/sites/fruitreport/files/133024.pdf
Fruit and Nut Production: Growing Tropical Fruit & Nut Trees for the Homeowner	University of Hawaii Master Gardening Conference	https://www.ctahr.hawaii.edu/uhmg/conference/downloads/Tropical_Fruit_and_Nut_Master_Gardening_Oct_2010.pdf
Fruit and Nut Production: Organic Fruit and Vegetables form the Tropics	United Nations	http://unctad.org/en/docs/ditcom20032_en.pdf
Irrigation: Principles and Practices	GoFarm Hawaii	http://cms.ctahr.hawaii.edu/Portals/163/AgSchool%20Documents/Irrigation/Irrigation%20Principles%20and%20Practices%20STUDY%20GUIDE.pdf
Natural Farming: How to Cultivate Indigenous Microorganisms	University of Hawai’i College of Tropical Agriculture and Human Resources	https://www.ctahr.hawaii.edu/oc/freepubs/pdf/BIO-9.pdf
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.	http://eorganic.info/
Organic Certification: Hawaii Organic Farming Association		http://www.hawaiiorganic.org/certification/requirements
Organic Certification: International Certification Services, Inc.	Sarah Townsend 808-572-1846 sarah@ics-intl.com	http://www.ics-intl.com/
Organic Certification: Maile Woodhall	Organic Certifiers, Inc. 808-640-0177	Hawaii@organiccertifiers.com
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	https://cms.ctahr.hawaii.edu/soap/Home.aspx http://www.ctahr.hawaii.edu/sustainag/NewFarmer/index.html

Contact the GoFarm Hawaii AgBusiness Program at agincubator@ctahr.hawaii.edu with questions or suggestions!

Resources for Farmers and Value-Added Producers

Organic Certification: USDA Organic Certification Cost Share Program		http://hdoa.hawaii.gov/add/md/organiccostshare/
Organic Certification: USDA Organic Certifiers	List of USDA-Authorized Organic Certifying Agents by State(s) of Operation in the United States	http://www.ams.usda.gov/AMSV1.0/getfile?dDocName=STELPRD C5100383
Organic Certification: USDA Agricultural Marketing Service	Organic Certification Made Simple	https://www.ams.usda.gov/report-publication/organic-certification-made-simple
Pest and Disease Management: Biointensive Integrated Pest Management (IPM)	ATTRA	Biointensive IPM
Pest and Disease Management: Integrated Pest Management (IPM)	GoFarm Hawaii	http://cms.ctahr.hawaii.edu/Portals/163/AgSchool%20Documents/IPM/IPM.pdf
Pest and Disease Management: IPM for Soil and Soil-less Systems	University of Hawai'i College of Tropical Agriculture and Human Resources	https://www.ctahr.hawaii.edu/UHMG/downloads/IPMposter-Sugano.pdf
Pest and Disease Management: Organic IPM Field Guide	ATTRA	https://attra.ncat.org/attra-pub/download.php?id=148
Pest and Disease Management: Pathogens of Plants of Hawaii	U.S. Geological Survey	http://www.hear.org/pph/
Pest and Disease Management: Pests and Diseases	University of Hawai'i College of Tropical Agriculture and Human Resources	https://www.ctahr.hawaii.edu/uhmg/pests-disease.asp
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.	https://sites.google.com/a/hawaii.edu/hawaiihostpathogendatabase/
Pest and Disease Management: State of Hawaii New Pest Advisories	State of Hawaii Plant Industry Division	http://hdoa.hawaii.gov/pi/ppc/new-pest-advisories/
Pest and Disease Management: Sustainable Management of Soil-Borne Plant Diseases	ATTRA	Sustainable Management of Soil Borne Plant Diseases, ATTRA
Pest and Disease Management: Weed Management for Organic Crops	UC, Davis	http://anrcatalog.ucanr.edu/pdf/7250.pdf
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.	http://kohalacenter.org/hpsi
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.	http://www.hawaiiseedgrowersnetwork.com/
Seed Saving and Production: Introduction to On-farm Organic Plant Breeding	Organic Seed Alliance	http://www.ofrf.org/sites/ofrf.org/files/Introduction_to_On-farm_Organic_Plant_Breeding.pdf
Seed Saving and Production: Seed Program UHM-CTAHR	University of Hawai'i College of Tropical Agriculture and Human Resources	http://www.ctahr.hawaii.edu/seed/
Seed Saving and Production: Seed Saving Guide for Farmers	Organic Seed Alliance	http://www.seedalliance.org/uploads/publications/Seed_Saving_Guide.pdf

Contact the GoFarm Hawaii AgBusiness Program at agincubator@ctahr.hawaii.edu with questions or suggestions!

Resources for Farmers and Value-Added Producers

Soils and Crop Nutrition: Building Soils for Better Crops	Sustainable Agriculture Research & Education	Building Soils for Better Crops
Soils and Crop Nutrition: Essential Nutrients for Plant Growth	University of Hawai'i College of Tropical Agriculture and Human Resources	http://www.puricare.co.za/UserFiles/File/Essential%20Nutrients%20for%20Plant%20Growth.pdf
Soils and Crop Nutrition: Managing Crop Nutrition	University of Hawai'i College of Tropical Agriculture and Human Resources	https://www.ctahr.hawaii.edu/courses/GoFarm/Jensen/crop_nutrition.pdf
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.	http://gis.ctahr.hawaii.edu/SoilAtlas#overview
Soils and Crop Nutrition: Soil and Crop Nutrition	GoFarm Hawaii	http://cms.ctahr.hawaii.edu/Portals/163/AgSchool%20Documents/CropSoilNutri/Soil%20and%20Crop%20Nutrition%20outline.pdf
Soils and Crop Nutrition: Soils of Hamakua	University of Hawai'i College of Tropical Agriculture and Human Resources	https://www.ctahr.hawaii.edu/deenikj/Downloads/Training/SoilFertility_Hamakua.pdf
Soils and Crop Nutrition: Soils of Hawaii	University of Hawai'i College of Tropical Agriculture and Human Resources	https://www.ctahr.hawaii.edu/oc/freepubs/pdf/SCM-20.pdf
Soils and Crop Nutrition: Sustainable Soil Management	ATTRA	http://projects.mans.edu.eg/heepf/ilppp/cources/12/pdf%20course/4/Sustainable_soil.pdf
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	https://www.ctahr.hawaii.edu/oc/freepubs/pdf/SCM-9.pdf
Soils and Crop Nutrition: Enhancing Soil Function and Plan Health with Locally Available Resources	Permanent Agriculture Resources	http://agroforestry.org/images/pdfs/Locally_Available_Resources_Radovich.pdf
Vegetable Crop Production: Commercial Vegetable Production in Hawaii	University of Hawai'i College of Tropical Agriculture and Human Resources	https://www.ctahr.hawaii.edu/oc/freepubs/pdf/EB-16.pdf

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.	https://www.farmvetco.org/
Food Access Research Atlas	US Department of Agriculture Economic Research Service	http://www.ers.usda.gov/data-products/food-access-research-atlas.aspx
GoFarm Hawaii	New farmer training program. Email: info@gofarmhawaii.org	www.gofarmhawaii.org
Kohala Center	Various Programs including Beginning Farmer-Rancher Development Program.	http://kohalacenter.org/farmertraining
Leeward Community College	Plant Biology and Tropical Agriculture	http://www.leeward.hawaii.edu/pbt
Pacific Gateway Center	Beginning Farmers Training Program	http://www.pacificgatewaycenter.org/beginning-farmers.html
University of Hawaii Hilo	Tropical Farming Certificate	http://hilo.hawaii.edu/catalog/tropical-farming-certificate.html?searched=Tropical+Farming&advsearch=oneword&highlight=ajaxSearch_highlight+ajaxSearch_highlight1+ajaxSearch_highlight2

Contact the GoFarm Hawaii AgBusiness Program at agincubator@ctahr.hawaii.edu with questions or suggestions!

Resources for Farmers and Value-Added Producers

University of Hawaii Manoa	College of Tropical Agriculture and Human Resources	https://www.ctahr.hawaii.edu/site/
----------------------------	---	---

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	http://manoa.hawaii.edu/ctahr/pacific-afsp/?page_id=161
CTAHR Farm Food Safety: Good Agricultural Practices	University of Hawai'i College of Tropical Agriculture and Human Resources	http://manoa.hawaii.edu/ctahr/farmfoodsafety/
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).	http://www.safeproduce.cals.iastate.edu/training/
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.	http://foodsafetyhawaii.org/
Food Safety Solutions, LLC	Local food safety consultants	http://www.thefoodsafetysolution.com/
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.	https://www.ams.usda.gov/services/auditing/groupgap
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.	https://www.tastysafety.com/
State of Hawai'i Department of Health		http://health.hawaii.gov/san/

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.	http://www.wwoofhawaii.org/about

Contact the GoFarm Hawaii AgBusiness Program at agincubator@ctahr.hawaii.edu with questions or suggestions!

Resources for Farmers and Value-Added Producers

Land

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

Contact the GoFarm Hawaii AgBusiness Program at agincubator@ctahr.hawaii.edu with questions or suggestions!

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	http://hdoa.hawaii.gov/add/md/buy-local-it-matters/
Hawai'i Island Farmer's Guide to Accessing Local Markets	Author: Craig Elevitch, Nicole Milne, and Jim Cain	http://hawaii.hawaii.edu/ocet/docs/guide_to_accessing_markets.pdf
Hawai'i Seals of Quality	State of Hawai'i Market Development Branch	http://hdoa.hawaii.gov/add/md/seals-of-quality/
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.	http://ulupono.com/resources/local-food-market-demand-study-3
Made in Hawaii with Aloha	Branding program to protect the integrity and value of authentic Hawaii branded products.	http://hdoa.hawaii.gov/madewithaloha/
Marketing 101 Manual: An Introduction to Basic Marketing Practices	Community Involved in Sustaining Agriculture (CISA)	http://www.buylocalfood.org/upload/resource/MarketingManual.2012.pdf
Marketing, Business & Risk Management	Various publications available from the National Sustainable Agriculture Information Service	https://attra.ncat.org/marketing.html
Marketing Strategies for Farmers and Ranchers		http://cms.ctahr.hawaii.edu/LinkClick.aspx?fileticket=AkacNv3gKDI%3d&portalid=163
NCAT Marketing Tip Sheet	ATTRA	https://attra.ncat.org/attra-pub/download.php?id=440
Sullivan Higdon & Sink	White Papers relating to Food Marketing	http://shsfoodthink.com/
Teaching Direct Marketing & Small Farm Viability	UC, Santa Cruz	http://casfs.ucsc.edu/about/publications/Teaching-Direct-Marketing/pdf%20downloads/TDM.pdf

Marketing and Sales: Distribution and Market-Specific Resources

Title/Description	Source/Other Info	Link
General: Farmers' Market Listings	State of Hawaii Agricultural Development Division	http://hdoa.hawaii.gov/add/md/farmers-market-listings/
Ala Moana; Haleiwa; Hawaii Kai Farmers' Markets		http://haleiwafarmersmarket.com/index.html
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: https://www1.honolulu.gov/parks/programs/pom/index1.htm
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.	https://hawaii.localorbit.com/users/sign_in

Contact the GoFarm Hawaii AgBusiness Program at agincubator@ctahr.hawaii.edu with questions or suggestions!

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

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

Title/Description	Source/Other Info	Link
Edible Hawaiian Islands		www.ediblehawaiianislands.com
Hana Hou!	Hawaiian Airlines Magazine	http://www.hanahou.com/

Marketing and Sales: Trade Shows

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

Marketing and Sales: Website Tools

Title/Description	Source/Other Info	Link
GoDaddy	Domain Registration; Web Hosting; Website Builder	http://godaddy.com/
Square Space	Website Builder	http://squarespace.com/

Contact the GoFarm Hawaii AgBusiness Program at agincubator@ctahr.hawaii.edu with questions or suggestions!

Resources for Farmers and Value-Added Producers

Weebly	Website Builder	http://weebly.com/
Website Basics	General Article	http://www.takeflyte.com/website-basics

Packaging: Labeling Requirements

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

Packaging: Packaging and Labeling

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

Sourcing

Contact the GoFarm Hawaii AgBusiness Program at agincubator@ctahr.hawaii.edu with questions or suggestions!

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	http://hawaii.gov/hdoa/add/products-database
Hawaiian Agricultural Products	University of Hawai'i at Hilo; College of Agriculture, Forestry & Natural Resource Management	http://www.hawaiianagriculturalproducts.com/
Organic Integrity Database	Find a specific certified organic farm or business, or search for an operation with specific characteristics.	https://organic.ams.usda.gov/integrity/

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	http://agroforestry.net/pubs/Adding-Value-Hawaii-guide.pdf
Co-Packer Options	Specialty Food Resource	http://www.specialtyfoodresource.com/page/page/4205553.htm
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	http://firstcommercialkitchen.com/
Food Business Basics: Getting Started and Finding Your Niche in the Specialty Foods Business	The Kohala Center	http://kohalacenter.org/business/food-business-basics
Food Science & Human Nutrition UHM-CTAHR	University of Hawai'i College of Tropical Agriculture and Human Resources	http://www.ctahr.hawaii.edu/hnfas/
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	http://nesfp.nutrition.tufts.edu/downloads/guides/PL_ValueAddedGuide.pdf
Value-Added Strategies: Taking Agricultural Products to the Next Level	University of Hawai'i College of Tropical Agriculture and Human Resources	http://www.ctahr.hawaii.edu/oc/freepubs/pdf/AB-16.pdf

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	http://www.pacificgatewaycenter.org/culinary-kitchen-incubator-and-bottling-facility.html

Contact the GoFarm Hawaii AgBusiness Program at agincubator@ctahr.hawaii.edu with questions or suggestions!

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	http://www.keyproject.org/kitchen.html
Pacifikool – Cheryl To (Producer kitchen available for rental) (Oahu)	Bannister St., Kalihi Nights only - minimum 3 nights. No grease trap pacifikool@hawaiiintel.net	http://www.pacifikool.com/index.html
Palama Settlement	810 N. Vineyard Boulevard Honolulu, HI 96817 Phone: 808-848-2502 info@palamasettlement.org Hours: Sun – Thurs 8am-8pm, Fri – Sat 8am-10pm \$300 security/cleaning; \$60 per hour usage	http://www.palamasettlement.org/rentals
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	http://www.empoweroahu.org/programs/waialua-community-kitchen-1
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	http://lokahipacific.org/
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	

Contact the GoFarm Hawaii AgBusiness Program at agincubator@ctahr.hawaii.edu with questions or suggestions!

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		http://www.fqlab.com/services/
Food Scientists/Product Development Contacts	Nina Ann Tanabe (ntanabe@pfthi.com) Aurora Saulo (aurora@hawaii.edu) Soo Jin Jun (soojin@hawaii.edu) Chris Speere (speere@hawaii.edu) of http://www.mauifoodtechnology.org/	
Maui Food Innovation Center	808.984.3601	http://maui.hawaii.edu/foodinnovation/services/
Maui Food Technology Center	808.878.3652	www.mauifoodtechnology.org

Contact the GoFarm Hawaii AgBusiness Program at agincubator@ctahr.hawaii.edu with questions or suggestions!