# Prepared by:



GoFarm Hawaii AgBusiness Program <a href="https://gofarmhawaii.org/gofarm-business-services/">https://gofarmhawaii.org/gofarm-business-services/</a> (808) 956-3530

Resources listed are not intended to be endorsements of any particular entity. To recommend additions/deletions/updates to the list, send an email to <a href="mailto:agincubator@ctahr.hawaii.edu">agincubator@ctahr.hawaii.edu</a>

#### Contents

Business Resources: General	,
Business Resources: Accounting/Bookkeeping/Other Software	ļ
Business Resources: Legal	}
Business Resources: Associations/Local Industry Resources	ļ
Business Resources: Business Plan Consultants, Data Research, and Tools	ļ
Business Resources: Cost of Production and Pricing	ļ
Business Resources: Financing5	j
Business Resources: Insurance	1
Farm Resources: General	,
Farm Resources: Topic Specific9	)
Local Educational Opportunities	<u>'</u>
Food Safety	Ś
Labor	ļ
Land	ļ
Marketing and Sales: General	;
Marketing and Sales: Distribution and Market-Specific Resources	j
Marketing and Sales: Publications (that regularly feature local farms and food)	,
Marketing and Sales: Trade Shows	,
Marketing and Sales: Website Tools	7

Packaging: Labeling Requirements	17
Packaging: Packaging and Labeling	18
Sourcing	18
Value-Added Processing: General	18
Value-Added Processing: Certified Commercial Kitchens	19
Value-Added Processing: Product Development/Nutrition Analysis	20

#### **Business Resources: General**

Title/Description	Source/Other Info	Link
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	Hawaii Department of Commerce and Consumer Affairs	http://files.hawaii.gov/dcca/bac/business_entity_comparison_ch
Form for Your Business		art.pdf
Hawai'i Agribusiness Guidebook (2018)	University of Hawai'l College of Tropical Agriculture and Human	https://gofarmhawaii.org/agbusiness-guidebook/
	Resources, GoFarm, ORCD	
Hawaiʻi 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		http://www.htdc.org/innovatehawaii
Partnership)		
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://www.hawaii.edu/pbcp/
Score Hawaii		http://hawaii.score.org/
State of Hawai'i Department of Taxation	Tax Facts for Agricultural Producers	http://files.hawaii.gov/tax/legal/taxfacts/tf2001-2.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	https://www.ctahr.hawaii.edu/oc/freepubs/pdf/ThisHawaiiProdu
	College of Tropical Agriculture and Human Resources	<u>ct.web.pdf</u>

# **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 Planning and Recordkeeping	NC State Extension	https://growingsmallfarms.ces.ncsu.edu/growingsmallfarms-farmrecords/
Farmers Guide to Direct Sales Software Platforms	National Young Farmers Coalition	https://www.youngfarmers.org/wp- content/uploads/2020/04/Farmers-Guide-to-Direct-Sales- Software-Platforms.pdf
Tend smart farm	Tend is an all-in-one platform that allows farmers to plan their crops, keep records, manage daily operations and track sales, all in a user-friendly platform available on any device connected to the web.	https://www.tend.com

#### **Business Resources: Legal**

Title/Description	Source/Other Info	Link
Farm Commons	Farm legal resources in the areas of workers, business structures,	https://farmcommons.org/
	land matters, food safety, sales & contracts, Value-added &	
	tourism and insurance	

# **Business Resources: Associations/Local Industry Resources**

Title/Description	Source/Other Info	Link
Hawaii Ag Network		https://www.facebook.com/HawaiiAgNetwork/
Hawai'i Agritourism Association		http://www.hiagtourism.org/
Hawai'i Farm Bureau Federation		http://hfbf.org/?fbclid=IwAR20vAsSXAXFYsEqPpxaoxQ4r6gws6Ut
		CpuM3rTxE1t5L5MYpH7ohQ1JYxY
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 Cattleman's Council		https://www.hicattle.org/
Hawaii Tropical Fruit Growers		http://www.hawaiitropicalfruitgrowers.org/
Hawaii Ulu Producers Cooperative		http://www.eatbreadfruit.com/
Kona County Farm Bureau		https://keauhoufarmersmarket.com/about-kcfb
National Young Farmers Coalition		https://www.youngfarmers.org/
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	https://businessplanshawaii.com/
	Local business plan development consultant	
CONSULT	Local consultant; specializing in non-profits.	http://npolaw.org/
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	http://www.ers.usda.gov/data-products/food-access-research-
	Service	<u>atlas.aspx</u>
Growing Farms: Successful Whole Fam	Oregon State University Extension Service	http://smallfarms.oregonstate.edu/sites/default/files/growing_fa
Management Planning Book		rms_workbook.pdf
Hawaii Alliance of Nonprofit Organizations	Local consultant; specializing in non-profits.	http://hano-hawaii.org/newhano/index.php/consulting
(HANO)		
Farmer Training	New Entry Sustainable Farming Project	https://nesfp.org/
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	University of Hawai'i	http://www.ctahr.hawaii.edu/oc/freepubs/pdf/ET-13.pdf
Based on Cost of Production	College of Tropical Agriculture and Human Resources	
Cost of Production Info	Search for "Fleming" for documents regarding the economics of	http://www.ctahr.hawaii.edu/site/Info.aspx
	specific crop production	

# **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/ https://gosteward.com/
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
Hawaii Island Food Producers Fund	Various grants relating to agriculture/food businesses.  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  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	https://www.ams.usda.gov/services/grants/fmpp     https://www.ams.usda.gov/services/grants/lfpp     http://www.co.maui.hi.us/1787/OED-Grants     https://www.sbir.gov/about/about-sbir     https://www.rd.usda.gov/programs-services/value-added-producer-grants  http://kohalacenter.org/business/microloan-kiva
	County of Hawaii, created the Fund to increase the amount of capital available to local food producers and stimulate local food production in Hawaii.	
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	http://sustainableagriculture.net/publications/grassrootsguide/credit-crop-insurance/

Page 5

	underserved farmers (including military veterans, women, legal immigrants, and farmers of color), and more.	
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
Pauahi Foundation	Mahi'ai Matchup Agricultural Business Plan Contest	http://www.pauahi.org/mahiaimatchup/
Prosper	Peer-to-peer lending	https://www.prosper.com/
Slow Money Hawaii	Mary Spadaro info@slowmoneyhawaii.com	https://www.slowmoneyhawaii.com/
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=fml p&topic=landing
USDA	USDA has launched the new Farm Loan Discovery Tool as the newest feature on farmers.gov, the Department's self-service website for farmers.	https://www.farmers.gov/fund
	Farmers can access the Farm Loan Discovery Tool by visiting farmers.gov/fund and clicking the "Start" button. Follow the prompts and answer five simple questions to receive loan information that is applicable to your agricultural operation.	
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

Page 6 rev. 12/11/2020

#### **Business Resources: Insurance**

Title/Description	Source/Other Info	Link
Insurance	Debbie Yoshida Hirasaki	
	Business Insurance Services Inc.	
	615 Piikoi St. #1901	
	Honolulu, HI 96814	
	dyoshida@bisihi.com	
	808-592-5006	
	http://www.bisihi.com/	
	Atlas Insurance Agency	
	http://www.atlasinsurance.com/	
	808-533-3222	
	Ken Tomita	
	Pyramid Insurance	
	(808) 527-7274	
	Kenneth I. Kuwahara (Premium of approx \$500)	
	Pyramid Insurance Centre, Ltd.	
	420 Waiakamilo Rd., Ste. 411	
	Honolulu HI 96817	
	Bus: (808) 527-7264	
	Fax: (808) 545-3450	
	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	
	Monarch Insurance Company	
	http://monarch-hi.com	
	agent John Foster	
	450	

#### **Farm Resources: General**

Title/Description	Source/Other Info	Link
Agricultural Diagnostics Service Center UHM-	University of Hawai'i	http://www2.ctahr.hawaii.edu/adsc/
CTAHR	College of Tropical Agriculture and Human Resources	

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
BeginningFarmers.org	Resources for new farmers.	http://www.beginningfarmers.org/
Building Sustainable Farms, Ranches,	A Guide to Federal Programs for Sustainable Agriculture,	https://attra.ncat.org/attra-
and Communities	Forestry, Entrepreneurship, Conservation, Food Systems, and Community Development	<pre>pub/summaries/summary.php?pub=279</pre>
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	University of Hawai'i	http://www.ctahr.hawaii.edu/Site/Map.aspx
Stations	College of Tropical Agriculture and Human Resources	
	USDA website for extension agents	https://extension.org/ http://eorganic.info/
Cornell University Small Farms Program/ Northeast Beginning Farmers Project	A resource for beginning farmers.	http://smallfarms.cornell.edu/
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	http://www.thegreenhorns.net/
	new generation of young farmers.	
Hawaii Agricultural Mediation Program	Provides free mediation services to the agricultural community to	http://hiamp.emcenter.org/
-	help resolve disputes before they end up in court.	
Hawaii Agriculture Research Center	Mission is to support a viable agricultural sector by researching	http://www.harc-hspa.com/
	and applying relevant science and technology to achieve practical solutions and by identifying new agricultural opportunities.	
Hawai'i Department of Agriculture	General General	http://hdoa.hawaii.gov/
- -	Calendar of Upcoming Events	http://hdoa.hawaii.gov/add/md/agcalendar/

Page 8 rev. 12/11/2020

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
The North Shore Economic Vitality Partnership	Group GAP, workshops, food hub development	https://nsevp.org/
Oahu Resource Conservation & Development Council (ORCD)		https://oahurcd.org/ https://oahurcd.org/wp-content/uploads/2020/11/orcd-co- management-guide.pdf
Online Courses/Workshops	Cornell University NorthEast Beginning Farmers Project Farmers' Market Federation of NY	https://smallfarms.cornell.edu/online-courses/ http://www.nyfarmersmarket.com/farmers-market-benchmarks/
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/ https://cms.ctahr.hawaii.edu/soap/Resources/GrowersToolbox.a spx
Toward Sustainable Agriculture: A Guide for Hawaii's Famers	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/organiccostshare/

# Farm Resources: Topic Specific

Title/Description	Source/Other Info	Link
Agroecology: Key Concepts, Principles and		https://foodfirst.org/wp-content/uploads/2015/11/Agroecology-
Practices		training-manual-TWN-SOCLA.pdf

Page 9 rev. 12/11/2020

Agroforestry	Nonprofit organization dedicated to providing educational	http://agroforestry.net/free-publications
	resources about agroforestry, trees, and sustainable stewardship	
	of land and water.	
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	LSU Ag Center Research & Extension	https://www.lsuagcenter.com/topics/environment/conservation/co
	Troubleshooting your compost pile	sting
	Composting: A Disposal method for fish waste	
Composting: Tea Time in the Tropics	University of Hawai'i	http://www.westernsare.org/content/download/66749/944806/Co
	College of Tropical Agriculture and Human Resources	t_Tea_Manual.pdf?inlinedownload=1
Cover Crop Research for Hawaii	University of Hawai'i	https://cms.ctahr.hawaii.edu/wangkh/Research-and-Extension/Cov
	College of Tropical Agriculture and Human Resources	Crops
Cover Crops: Cover Crops and Green Manures	Sustainable and Organic Agriculture Program	https://cms.ctahr.hawaii.edu/soap/Resources/Sustainable-and-Org
for Hawaii		<u>Topics</u>
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: The Hawaii Cover Crop Handbook	ORC&D	http://oahurcd.org/covercrops/
Crop Planning: Resources		https://thegreenhorns.wordpress.com/2017/01/10/crop-planning- resources-for-farmers/
Educational Outreach: Resources	501(c)3 non-profit organization that supports environmental	https://www.kokuahawaiifoundation.org/
For the and Mark Board and a Pakel Balting also	education in the schools and communities of Hawai'i.	
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	University of Hawaii	https://www.ctahr.hawaii.edu/uhmg/conference/downloads/Tro
Fruit & Nut Trees for the Homeowner	Master Gardening Conference	pical Fruit and Nut Master Gardening Oct 2010.pdf
Hawaii Avocado Association	Latest news and resources for Hawaii avocado growers	https://www.hawaiiavocadoassociation.com/help-for-avocado- growers.html
Irrigation: Principles and Practices	GoFarm Hawaii	http://cms.ctahr.hawaii.edu/Portals/163/AgSchool%20Document
		s/Irrigation/Irrigation%20Principles%20and%20Practices%20STU
		DY%20GUIDE.pdf
Natural Farming: How to Cultivate Indigenous	University of Hawai'i	https://www.ctahr.hawaii.edu/oc/freepubs/pdf/BIO-9.pdf
Microorganisms	College of Tropical Agriculture and Human Resources	
Organic Certification: eOrganic	An organic agriculture community of practice with eXtension. Our	http://eorganic.info/
	mission is to foster a research and outreach community, engage	
	farmers and ag. There are excellent webinars on cutting edge	
	directions in organic agriculture.	
Organic Certification: Hawaii Organic Farming		http://www.hawaiiorganic.org/certification/requirements
Association		

Page 10 rev. 12/11/2020

Organic Certification: International	Sarah Townsend	http://www.ics-intl.com/
Certification Services, Inc.	808-572-1846	netsty www.cs mencomy
	sarah@ics-intl.com	
Organic Certification: Maile Woodhall	Organic Certifiers, Inc.	Hawaii@organiccertifiers.com
0	808-640-0177	
Organic Certification: Sustainable and Organic	University of Hawai'i	https://cms.ctahr.hawaii.edu/soap/Resources/Sustainable-and-
Agriculture Program (SOAP) Cooperative	College of Tropical Agriculture and Human Resources	Organic-Topics
Extension Service–CTAHR	5	- <del> </del>
	Website and link to Hanai Ai, the quarterly newsletter	
	highlighting organic farmers and UH research	
Organic Certification: USDA Organic		http://hdoa.hawaii.gov/add/md/organiccostshare/
Certification Cost Share Program		
Organic Certification: USDA Organic Certifiers	List of USDA-Authorized Organic Certifying Agents	http://www.ams.usda.gov/AMSv1.0/getfile?dDocName=STELPRD
	by State(s) of Operation in the United States	<u>C5100383</u>
Organic Certification: USDA Agricultural	Organic Certification Made Simple	https://www.ams.usda.gov/reports/organic-certification-made-
Marketing Service		<u>simple</u>
Pest and Disease Management: Biointensive	ATTRA	Biointensive IPM
Integrated Pest Management (IPM)		
Pest and Disease Management: Integrated	GoFarm Hawaii	http://cms.ctahr.hawaii.edu/Portals/163/AgSchool%20Document
Pest Management (IPM)		s/IPM/IPM.pdf
Pest and Disease Management: IPM for Soil	University of Hawai'i	https://www.ctahr.hawaii.edu/UHMG/downloads/IPMposter-
and Soil-less Systems	College of Tropical Agriculture and Human Resources	<u>Sugano.pdf</u>
Pest and Disease Management: Organic IPM	ATTRA	https://attra.ncat.org/attra-pub/download.php?id=148
Field Guide		
Pest and Disease Management: Pathogens of	U.S. Geological Survey	http://www.hear.org/pph/
Plants of Hawaii		
Pest and Disease Management: Pests and	University of Hawai'i	https://www.ctahr.hawaii.edu/uhmg/pests-disease.asp
Diseases	College of Tropical Agriculture and Human Resources	
Pest and Disease Management: Plant Disease	Searchable host-pathogen database. The UH CTAHR website to	https://sites.google.com/a/hawaii.edu/hawaiihostpathogendata
Diagnosis in Hawaii	help diagnose plant diseases. Managed by UH Plant Pathologist	base/
	Scot Nelson, this is a valuable source of information on plant	
	diseases found in Hawaii and the Pacific.	
Pest and Disease Management: State of	State of Hawaii Plant Industry Division	http://hdoa.hawaii.gov/pi/ppc/new-pest-advisories/
Hawaii New Pest Advisories		
Pest and Disease Management: Sustainable	ATTRA	Sustainable Management of Soil Borne Plant Diseases, ATTRA
Management of Soil-Borne Plant Diseases		
Pest and Disease Management: Weed	UC, Davis	http://anrcatalog.ucanr.edu/pdf/7250.pdf
Management for Organic Crops		
Seed Saving and Production: Hawaii Public	In an effort to improve, increase, and promote biodiversity,	http://kohalacenter.org/hpsi
Seed Initiative	the Hawai'i Public Seed Initiative works with communities,	

Page 11 rev. 12/11/2020

	farmers, and gardeners statewide to select, grow, harvest, store, and improve seed varieties that thrive in Hawai'i.	
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	Organic Seed Alliance	http://www.ofrf.org/sites/ofrf.org/files/Introduction to On-
On-farm Organic Plant Breeding		farm Organic Plant Breeding.pdf
Seed Saving and Production: Seed Program	University of Hawai'i	http://www.ctahr.hawaii.edu/seed/
UHM-CTAHR	College of Tropical Agriculture and Human Resources	
Seed Saving and Production: Seed Saving Guide for Farmers	Organic Seed Alliance	https://seedalliance.org/publications/seed-saving-guide- gardeners-farmers/
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	https://www.ctahr.hawaii.edu/oc/freepubs/pdf/pnm3.pdf
Soils and Crop Nutrition: Managing Crop	University of Hawai'i	https://www.ctahr.hawaii.edu/courses/GoFarm/Jensen/crop_nut
Nutrition	College of Tropical Agriculture and Human Resources	<u>rition.pdf</u>
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%20Document s/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

# **Local Educational Opportunities**

Title/Description	Source/Other Info	Link

Beekeeping Training @ Hawaii Island		beekeepingmadesimple.com,
Farmer Veteran Coalition	Nonprofit org assisting veterans—and currently serving members—	https://www.farmvetco.org/
	of the Armed Forces to embark on careers in agriculture.	
Food Access Research Atlas	US Department of Agriculture Economic Research Service	http://www.ers.usda.gov/data-products/food-access-research-
		<u>atlas.aspx</u>
GoFarm Hawaii	New farmer training program. Email: info@gofarmhawaii.org	www.gofarmhawaii.org
Kohala Center	Various Programs including Beginning Farmer-Rancher	http://kohalacenter.org/farmertraining
	Development Program.	
Leeward Community College	Plant Biology and Tropical Agriculture	http://www.leeward.hawaii.edu/pbt
Pacific Gateway Center	Beginning Farmers Training Program	https://www.pacificgatewaycenter.org/beginning-farmers
University of Hawaii Hilo	Tropical Farming Certificate	http://hilo.hawaii.edu/catalog/tropical-farming-
		certificate.html?searched=Tropical+Farming&advsearch=onewor
		d&highlight=ajaxSearch highlight+ajaxSearch highlight1+ajaxSea
		rch highlight2
University of Hawaii Manoa	College of Tropical Agriculture and Human Resources	https://www.ctahr.hawaii.edu/site/

# **Food Safety**

Title/Description	Source/Other Info	Link
A Food Safety and Conservation Co-	ORCD	https://oahurcd.org/wp-content/uploads/2020/11/orcd-co-
Management Guide for Hawai'i Growers		management-guide.pdf
Basic Food Safety Self-Inspection Checklist	University of Hawai'i	http://www.manoa.hawaii.edu/ctahr/farmfoodsafety/wp-
	College of Tropical Agriculture and Human Resources	content/uploads/2014/05/Hawaii-Department-of-Health-Basic-
	State of Hawaii Dept. of Health	Food-Safety-Checklist-April-4-2014.pdf
CTAHR Farm Food Safety: Good Agricultural	University of Hawai'i	http://manoa.hawaii.edu/ctahr/farmfoodsafety/
Practices	College of Tropical Agriculture and Human Resources	
Food Safety at the Farmer's Market	Foodsafety.gov	https://www.foodsafety.gov/blog/farmers_market.html
	University of Hawai'i	http://manoa.hawaii.edu/ctahr/farmfoodsafety/farmers-market/
	College of Tropical Agriculture and Human Resources	
FoodSafetyHawaii.org	Department of Tropical Plant and Soil Sciences, College of	http://foodsafetyhawaii.org/
	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.	
Food Safety Training	State of Hawaii Dept. of Health Sanitation Branch	http://health.hawaii.gov/san/food-safety-education/
Hawaii GroupGAP program, North Shore	North Shore EVP is working with farmers and stakeholders across	https://nsevp.org/
Economic Vitality Partnership	the state to build a network of farms committed to growing high	
	quality food safety certified products for local markets.	

	We have established a Hawaii GroupGAP program, a USDA	
	program that helps smaller operations comply with food safety	
	requirements, and makes it easier for growers to afford GAP	
	certification. Contact us if you need assistance in understanding,	
	implementing, and documenting food safety practices for your	
	operation.	
GroupGap Food Safety Program	Audit and certification program, which includes better access to	https://www.ams.usda.gov/services/auditing/groupgap
	wholesale and direct-to-retailer markets, compliance with FSMA,	
	and a reduced burden of audit and certification costs for all	
	producers.	
Roots FSMA Guide for Hawaii Growers	The Roots Program is the food arm of Kokua Kalihi Valley. This	https://static1.squarespace.com/static/582acc61d1758ebfdb8a7
	guide is a part of the Hawaii Roots Food Safety Outreach Project	354/t/5a1cc454e2c483f5ad408bc2/1511834753008/Roots-
	and helps explain the produce safety rules, standards and how to	FSMA-Guide-packet-7.5.pdf
	create a food safety plan.	
Tasty Safety (Joseph Realdine)	Specialize in establishments requiring Grants of Inspection (GOI)	https://www.tastysafety.com/
	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.	
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	https://wwoof.net/
	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.	

#### Land

Title/Description	Source/Other Info	Link
Agribusiness Development Corporation	Oahu, Kauai	http://hawaiiag.org/hdoa/adc.htm
	(808) 586-0186	
Grove Farm	Kauai	Fill out a leasing inquiry form.
	Arryl Kaneshiro	http://www.grovefarm.com/leases
	808-245-3678	
Hamakua Agricultural Cooperative	Hawaii Island	http://www.hamakuaagcoop.com/lease-land/

	808-775-1107	
Hawaii Agricultural Foundation	Oahu	http://www.hawaiiagfoundation.org/haf-ag-park-
	808-343-8196	kunia/applications
Hawaii Reserves Inc.	Properties in Laie	http://www.hawaiireserves.com/property_agricultural.htm
	George Reid	
	293-9201	
Kamehameha Schools	Multiple Islands	http://www.ksbe.edu/land/
	Land Assets Division	
Kula Agricultural Park	Maui	http://www.co.maui.hi.us/621/Kula-Agricultural-Park
	808-270-7710	
Land Lease Options for Farmers in Hawaii	The Kohala Center	https://gofarmhawaii.org/wp-content/uploads/2019/10/Land-
		Lease-Options-for-Farmers-in-Hawaii Final.pdf
Land Lease Template	The Kohala Center	https://gofarmhawaii.org/wp-content/uploads/2019/10/Hawaii-
		Farm-Lease-Resource-FINAL.pdf
Mililani Agricultural Park, LLC	Oahu	
	Wayne Ogasawara	
	677-8779 or cell no. 256-9317	
PGC Farms in Kunia		https://www.pacificgatewaycenter.org/pgc-farms-in-kunia
Private land owners	Classified Ads	
	Craigslist	
	Real Estate Web Sites	
	Classified sections of Farming Publications and resources	
State Agricultural Parks	Oahu, Hawaii, Kauai, Molokai	http://hdoa.hawaii.gov/arm/agricultural-parks/
	Randy Teruya	
	Agricultural Asset Manager – DOA	
	808-973-9478	
	randy.y.teruya@hawaii.gov	
Turtle Bay	Oahu	
	Wendy Gady	
	Phone: 808.225.9835	
	Email: wendy.gady@gmal.com	
W. H. Shipman	Puna, Hawaii	http://www.whshipman.com/agricultural-
	808-966-9325	opportunities/agriculture/
Websites		http://www.landandfarm.com/search/Hawaii-land-for-sale/
		http://www.landsofamerica.com/Hawaii/all-land/

# **Marketing and Sales: General**

Title/Description Source/Other Info	Link
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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	Author: Craig Elevitch, Nicole Milne, and Jim Cain	https://www.hawaiihomegrown.net/pdfs/Hawaii-Island-Guide-
Local Markets		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	http://ulupono.com/resources/local-food-market-demand-study-
	showed an overwhelming majority believe buying local is very	<u>-3</u>
	important, and a large percentage are willing to pay more for	
	some local products.	
Made in Hawaii with Aloha	Branding program to protect the integrity and value of authentic	http://hdoa.hawaii.gov/madewithaloha/
	Hawaii branded products.	
Marketing 101 Manual: An Introduction to	Community Involved in Sustaining Agriculture (CISA)	http://www.buylocalfood.org/upload/resource/MarketingManua
Basic Marketing Practices		<u>l.2012.pdf</u>
Marketing, Business & Risk Management	Various publications available from the National Sustainable	https://attra.ncat.org/marketing.html
	Agriculture Information Service	
Marketing Strategies for Farmers and		http://cms.ctahr.hawaii.edu/LinkClick.aspx?fileticket=AkacNv3gK
Ranchers		DI%3d&portalid=163
NCAT Marketing Tip Sheet	ATTRA	https://attra.ncat.org/attra-pub/download.php?id=440
White Papers relating to Food Marketing	Signal Theory	https://www.signaltheory.com/foodthink/
Teaching Direct Marketing & Small Farm	UC, Santa Cruz	http://casfs.ucsc.edu/about/publications/Teaching-Direct-
Viability		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/
City and County of Honolulu People's Open	City and County of Honolulu; Department of Parks and	Email for application and insurance requirements:
Market	Recreation	http://www.honolulu.gov/parks/program/people-s-open-
		market-program.html
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	https://hawaii.localorbit.com/users/sign_in
	collaborative market made up of a group of Hawai'i producers,	
	including many alumni of the GoFarm Hawai'i beginning farmer	
	training program.	
Hawaii Farmers Market and Agritourism	University of Hawaiʻi – Hilo and	http://www.ctahr.hawaii.edu/oc/freepubs/pdf/HI_Farmers_Mar
Venues; Best Food Business and Food	College of Tropical Agriculture and Human Resources	ket and Agritourism Venues.pdf
Handling Practices for Farmers and Vendors		
Hawaii Foreign Trade Zone		http://ftz9.org/
HFBF Farmers' Market	Kapiolani Community College; Kailua; Mililani; Honolulu; Keauhou; Kinoʻole	https://hfbf.org/become-a-vendor/

Page 16 rev. 12/11/2020

Hilo Farmer's Market		http://www.hilofarmersmarket.com/vendors.html
Kauai County Farm Bureau		http://www.kauaicountyfarmbureau.org/
Kauai Sunshine Markets	County of Kauai	http://www.kauai.gov/?tabid=214
Keauhou Farmers Market		https://keauhoufarmersmarket.com/
Maui Farmer's Market	List and contact info listed by Maui County Farm Bureau	http://www.mauicountyfarmbureau.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	https://www.ctahr.hawaii.edu/oc/freepubs/pdf/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/port_s/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		https://ediblehi.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.expowest.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/
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	http s://gredio.com/blog/barcodes-food-products-
	Business	business/?utm_source=Gredio+-+Grow+Your+Food+Business+-
		+Confirm+Email&utm campaign=83b4425176-
		Email GetProductRetailers&utm_medium=email&utm_term=0_d
		<u>e8775a439-83b4425176-71035625#.VcublflVjWq</u>
Labeling & Nutrition Guidance Documents &	U.S. Food and Drug Administration	http://www.fda.gov/Food/GuidanceRegulation/GuidanceDocume
Regulatory Information		ntsRegulatoryInformation/LabelingNutrition/default.htm
Guidance for Industry		
Labeling Organic Products	USDA AMS	https://www.ams.usda.gov/rules-regulations/organic/labeling
Nutrition Facts Labelling	ReciPal – Create Nutrition Facts Labels	https://www.recipal.com/
Use of Brand or Company Names Containing	United States Department of Agriculture	https://www.ams.usda.gov/sites/default/files/media/4012.pdf
the Word "Organic"		
State of Hawaii Department of Health Basic		http://health.hawaii.gov/food-drug/files/2013/05/BASIC-
Guidelines for Food Labeling		GUIDELINES-FOR-FOOD-LABELING.pdf

# **Packaging: Packaging and Labeling**

Title/Description	Source/Other Info	Link
Local Packaging Options	Aloha Bottling Company	http://alohabottling.com/
	Dana Labels & Packaging	http://danalabels.com/custom-printing-services/packaging/
	K. Yamada Distributors	http://www.kydinc.com/
	Malolo Beverages	http://malolobeverages.com/
Online Labels	Grower's Discount Labels	http://growersdiscountlabels.com/

# Sourcing

Title/Description	Source/Other Info	Link
Hawai'i Agriculture & Food Products Database	State of Hawai'i Department of Agriculture	https://hawaiiagrproducts.hawaii.gov/s/
Organic Integrity Database	Find a specific certified organic farm or business, or search for an	https://organic.ams.usda.gov/integrity/
	operation with specific characteristics.	

# **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://www.hawaiifruit.net/Adding-Value-Hawaii-guide.pdf
Co-Packer Options	Specialty Food Resource	http://www.specialtyfoodresource.com/get-started/find-a- business-resource/copackers/

First Commercial Kitchen LLC (food processing	94-491 B Ukee St. (Plant address)	http://firstcommercialkitchen.com/
incubator/co-packer – not a kitchen for rent)	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	
Food Business Basics:	The Kohala Center	http://kohalacenter.org/business/food-business-basics
Getting Started and Finding Your Niche in the		
Specialty Foods Business		
Food Science & Human Nutrition UHM-CTAHR	University of Hawai'i	http://www.ctahr.hawaii.edu/hnfas/
	College of Tropical Agriculture and Human Resources	
Kapiolani Community College – Culinary	Research and development to create value-added products.	http://culinary.kapiolani.hawaii.edu/culinary-innovation-center/
Innovation Center		
	Lauren Tamamoto lauren.tamamoto@hawaii.edu	
Plain Language Guide to	Northeast Network of Immigrant Farming Projects	https://nesfp.nutrition.tufts.edu/resources/plain-language-guide-
Starting a		starting-value-added-food-business
Value Added Food Business		
Value-Added Strategies: Taking Agricultural	University of Hawai'i	http://www.ctahr.hawaii.edu/oc/freepubs/pdf/AB-16.pdf
Products to the Next Level	College of Tropical Agriculture and Human Resources	

# **Value-Added Processing: Certified Commercial Kitchens**

Title/Description	Source/Other Info	Link
Pacific Gateway Center	83 North King Street	https://www.pacificgatewaycenter.org/culinary-kitchen-
	Honolulu, Hawaii 96817	<u>incubator</u>
	Phone: 808-851-7010	
	Fax: 808:851-7019	
Key Project Kahaluu (Oahu)	47-200 Waihe`e Road	http://keyproject.org/index.php/kitchen/
	Kane`ohe HI 96744	
	Ken Weir, Kitchen Manager	
	kitchenmanager@keyproject.org	
	239-5777 ext. 7433	
Palama Settlement	810 N. Vineyard Boulevard	http://www.palamasettlement.org/about/facility-rental/
	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	
Ronnies Kitchen – David Reantaso (Producer	Sand Island	
kitchen available for rental) (Oahu)	\$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 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	Nina Ann Tanabe (ntanabe@pfthi.com)	
Contacts	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