

JOSH GREEN, M.D.
Governor

SYLVIA LUKE
Lt. Governor



SHARON HURD
Chairperson, Board of Agriculture

DEAN M. MATSUKAWA
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**TESTIMONY OF SHARON HURD
CHAIRPERSON, BOARD OF AGRICULTURE**

BEFORE THE HOUSE COMMITTEE ON AGRICULTURE AND ENVIRONMENT

**MONDAY, MARCH 10, 2025
1:01 PM
CONFERENCE ROOM 224**

**HOUSE BILL NO. 773, HD1
RELATING TO AGRICULTURE**

Chair Gabbard, Vice Chair Richards, and Members of the Committee:

Thank you for the opportunity to provide testimony on House Bill 773, HD1 that appropriates funds for grant specialist positions to assist farmers and ranchers in meeting the requirements to receive grants offered by the United States Department of Agriculture State, counties or private entities. The Hawaii Department of Agriculture (Department) is in **strong support** of this bill.

The Department agrees that providing technical assistance to farmers and ranchers is key to connecting the funding to the intended beneficiaries. The application process can be complex, and the time needed to put together the grant package is a deterrent. Hawaii food production will be well-served by one or more grant specialists bringing their expertise to the farmer and ranchers to secure resources offered by federal, state, county and private sources.

Thank you for the opportunity to present our testimony.





Email: communications@ulupono.com

SENATE COMMITTEE ON AGRICULTURE AND ENVIRONMENT
Monday, March 10, 2025 — 1:01 p.m.

Ulupono Initiative strongly supports HB 773 HD 1, Relating to Agriculture.

Dear Chair Gabbard and Members of the Committee:

My name is Micah Munekata, and I am the Director of Government Affairs at Ulupono Initiative. We are a Hawai'i-focused impact investment firm that strives to improve the quality of life throughout the islands by helping our communities become more resilient and self-sufficient through locally produced food, renewable energy and clean transportation choices, and better management of freshwater resources.

Ulupono strongly supports HB 773 HD 1, which appropriates funds to establish grant specialist positions to assist farmers and ranchers in meeting the requirements to receive grants offered by the United States Department of Agriculture, State, counties, or private entities.

Ulupono supports the State's efforts to actively pursue grant opportunities that help local agriculturalists. Many federal programs are dedicated to aiding departments or agencies across the states that can apply for funding to support local initiatives. Establishing and funding positions within the DOA for this work is extremely timely, not only to secure new funding for local farmers and ranchers, but also to preserve existing grant funding amid current uncertainties at the federal level.

Based on a preliminary search of federal funding opportunities available in FY25, the DOA identified more than 20 distinct funding opportunities totaling more than \$22 million in potential awards. These range from agricultural innovation to water infrastructure to food systems development. The DOA is well positioned to secure significant federal resources, but only if equipped with sufficient staff capacity to pursue these opportunities, as many of these grants require complex applications with detailed project budgets, measurable outcomes, and coordination across agencies and stakeholders. Without this capacity, Hawai'i risks leaving millions in federal dollars on the table that could otherwise support critical investments in agricultural infrastructure, food security, and more. Even securing just a few of the larger grants like the \$5 million Regional Conservation Partnership Program or Regional Agricultural Promotion Program would justify the personnel costs with substantial and transformative return on investment.

Investing in a Sustainable Hawai'i



To further illustrate the substantial return on investment from agricultural grant writing, we offer an example from the private nonprofit sector: From 2014 to 2023, Ulupono provided funding for grant writers with organizations such as The Kohala Center, the O‘ahu Agriculture and Conservation Association, and the Hawai‘i Farm Bureau. These efforts brought in a total of approximately \$140 million, 100 times the full grant writing investment. Ulupono believes that the State should strongly consider general funding DOA grant writers as they will similarly prove well worth the investment and result in millions of dollars in federal funding to further support the State’s agricultural efforts.

We appreciate this committee’s effort to hear important measures that look to establish long-term support for our local farmers and ranchers.

Thank you for the opportunity to testify.

Respectfully,

Micah Munekata
Director of Government Affairs

Attachment

STRENGTHENING HDOA'S ABILITY TO ACCESS FEDERAL FUNDING

Funding grant writing staff within the Hawai'i Department of Agriculture (HDOA) is a valuable investment that can yield a high return and long-term benefits for the state. Not only are they essential for pursuing new funding but also for maintaining existing federal grants – particularly crucial given current uncertainties in the federal funding landscape – which makes it imperative to build this capacity as quickly as possible. Filling these positions also follows through on legislators' requests to maximize existing positions toward legislative intent.

Budget Request

Three grant writer positions to be dedicated to securing block and competitive federal grant programs.

- HDOA manages approximately \$6 million in recurring annual grants. For FY2025, an additional \$22 million in new federal funding opportunities has been identified, bringing the total potential grant funding to \$28 million.
- **Examples of funding opportunities are:**
 - \$5 million - USDA Regional Agricultural Promotion Program
 - \$5 million - U.S. Bureau of Reclamation WaterSMART Storage Projects
 - \$1.82 million - USDA Local Food for Schools and Child Care Program
 - \$1.32 million for school food programs
 - \$496,000 for child care facilities
 - \$1.21 million - USDA Local Food Purchase Assistance Program
 - \$1 million - USDA Regional Food Systems Partnerships
- These grants support diverse agricultural initiatives including innovation, water infrastructure improvements, and food systems development.

Why Grant Writers?

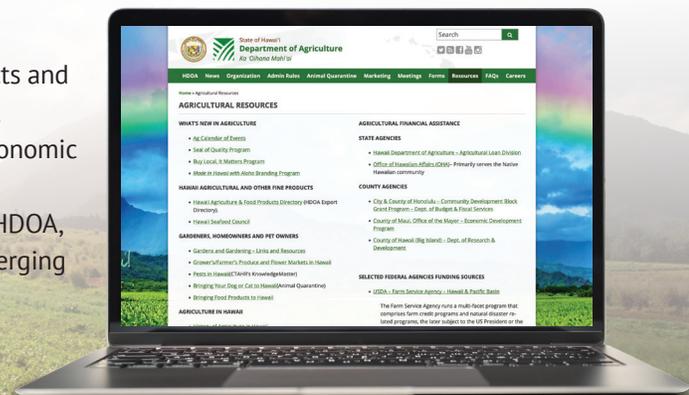
This investment in personnel could result in a return on investment dozens of times over.

Skilled grant writers will help the State to:

- Access federal funds by preparing competitive and compelling grant proposals that align with local farmer needs
- Identify and pursue grants that supplement and leverage existing State resources, maximizing the impact of HDOA's programs

Federal grants will provide:

- Additional means to support important projects and services without solely relying on State funds, especially in times of natural disasters and economic hardship
- A diversified source of long-term funding for HDOA, offering stability and flexibility to address emerging challenges or capitalize on new opportunities





Did You Know That ...

Stimulus bills approved by Congress beginning in 2020 unleashed the largest flood of federal money into the U.S. economy. Roughly \$5 trillion went to households, mom-and-pop shops, restaurants, airlines, hospitals, local governments, schools, and other institutions around the country grappling with the blow inflicted by COVID-19. A number of large USDA grant programs were created. The HDOA needs grant writer support in order to go after these multi-million-dollar opportunities.

Other Benefits for the State

By having grant writers on HDOA's staff, the State will benefit from:

- Grant writing is a specialized skill, and having dedicated grant writers allows other HDOA staff to focus on their core responsibilities leading to better use of resources and expertise.
- Aligned grant-seeking efforts with the HDOA's strategic goals and priorities ensures that all federal funding opportunities will support the agency's long-term objectives.
- Stronger partnership with Hawai'i's congressional delegation to better communicate the agricultural industry's needs.

Funding Invested vs. Secured (\$s in Millions)



Return on Investment

Grant writers provide a significant return on investment

Investing in grant-writing capacity not only pays for itself but also brings in funds several times the initial investment.

- Ulupono Initiative invested \$1.4 million in grant writers over the past 10 years through organizations such as The Kohala Center, O'ahu Agriculture & Conservation Association, and Hawai'i Farm Bureau.
- Secured ~\$140 million for local agriculture (100x return on investment).
- This included unprecedented funding from the USDA.
 - \$40 million from the Climate-Smart Commodities program to help farmers fund climate-smart farming practices that reduce greenhouse gas emissions.
 - \$30 million from the Regional Food Business Centers (RFBC) program to establish regional centers, which provide farmers with grants and connect them with federal programs.
 - \$3.2 million from the newly created USDA Resilient Food Systems Infrastructure (RFSI) program.



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March 10, 2025

HEARING BEFORE THE
SENATE COMMITTEE ON AGRICULTURE AND ENVIRONMENT

TESTIMONY ON HB 773, HD1
RELATING TO AGRICULTURE

Conference Room 224 & Videoconference
1:01 PM

Aloha Chair Gabbard, Vice-Chair Richards, and Members of the Committee:

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

The Hawai'i Farm Bureau supports HB 773, HD1, which appropriates funds to establish grant specialist positions within the Department of Agriculture.

The decrease in direct Federal appropriations for agriculture has resulted in an increased dependence on grants. Many federal programs have become competitive grant programs.

Hawai'i's farmers and ranchers are finding it difficult to secure the financial support necessary to build capacity. Grant writing for USDA, State, County, and other grants usually involves a very complex application process that can be difficult to navigate. This often deters farmers and ranchers from applying for grants. Well-trained and skilled grant specialists could assist farmers and ranchers in obtaining USDA and other grants by helping them apply for and fulfill their requirements.

Access to USDA and other grants can result in increased capacity, new business opportunities, increased employment opportunities and address Hawai'i's goals of increased self-sufficiency and sustainability.

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



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Waimānalo, O'ahu

Vincent Kimura
Honolulu, O'ahu

Natalie Urminska
Kaua'i

Aloha Chair Gabbard, Vice Chair Richards, and Members of the Senate Agriculture and Environment Committee,

The Hawai'i Farmers Union is a 501(c)(5) agricultural advocacy nonprofit representing a network of over 2,500 family farmers and their supporters across the Hawaiian Islands. **HFU supports HB773.**

HB773 seeks to allocate essential funds for the appointment of grant specialist positions, which will play a crucial role in facilitating farmers and ranchers in Hawaii to effectively navigate the often complex and time-consuming process of securing grants. These grants, offered by the United States Department of Agriculture, the State, counties, or private entities, are indispensable in supporting agricultural operations and enhancing food security and sustainability in the region. By equipping farmers and ranchers with dedicated specialists, this bill ensures that they can avail themselves of the full spectrum of financial support available, allowing them to focus more on their core agricultural activities.

Assistance from grant specialists will empower farmers to comply with varying application requirements, improve their chances of receiving grant funding, and optimize the use of these funds to boost productivity and innovation within the agricultural sector. It will also serve to bridge the information gap and make grant resources more accessible to smaller farming operations that might not have the capability to hire private consultants. By investing in these positions, HB773 supports the growth and resilience of local agriculture, fostering an environment where farmers can thrive and contribute significantly to Hawaii's economy and community well-being.

Mahalo for the opportunity to testify.

Hunter Heavilin
Advocacy Director
Hawai'i Farmers Union



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Toby Taniguchi, KTA Superstores, *Advisor*
Joe Carter, Coca-Cola Bottling of Hawaii, *Advisor*
Eddie Asato, Pint Size Hawaii, *Advisor*
Gary Okimoto, Safeway, *Immediate Past Chair*

TO: Committee on Agriculture and Environment
FROM: HAWAII FOOD INDUSTRY ASSOCIATION
Lauren Zirbel, Executive Director

DATE: March 10, 2025

TIME: 1:01pm

RE: HB773 HD1 Relating to Agriculture
Position: Support

The Hawaii Food Industry Association is comprised of two hundred member companies representing retailers, suppliers, producers, manufacturers and distributors of food and beverage related products in the State of Hawaii.

HFIA is in support of this measure. As the measure notes, “many of Hawaii’s 2 farmers and ranchers are finding difficulty in securing the 3 financial support necessary to build a thriving, vibrant 4 business.” Federal grants can be a vital funding source for those in the agricultural sector. However, successful grant writing can be time consuming and difficult and requires a specialized skill set. Establishing dedicated grant writing positions helps ensure that our local farmers and ranchers will have access to the Federal funding opportunities that were created to support them. Creating these positions will help draw Federal funds into our local agricultural sector and food systems which will circulate in the local economy. We encourage the committee to pass this measure and we thank you for the opportunity to testify.



Hawaii Cattlemen's Council, Inc.

COMMITTEE ON AGRICULTURE AND ENVIRONMENT
Senator Mike Gabbard, Chair
Senator Herbert M. "Tim" Richards, III, Vice Chair

HB773 HD1
RELATING TO AGRICULTURE

Monday, March 10, 2025, 1:01PM
Conference Room 224 & Videoconference

Chair Gabbard, Vice Chair Richards, and Members of the Committee,

The Hawaii Cattlemen's Council **supports HB773 HD1** which appropriates funds for grant specialist positions to assist farmers and ranchers in meeting the requirements to receive grants offered by the United States Department of Agriculture, State, counties, or private entities.

Grant writing is often time-consuming and requires thorough knowledge of the process to be successful. While grant funds are available, this difficulty can be a deterrent to farmers and ranchers from applying for such grants. Grant specialists in the Department of Agriculture could help our local farmers and ranchers gain access to federal funding that may be available to help them increase capacity and help the state reach its goal of increasing local food production and reducing our reliance on imports.

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

Nicole Galase
Hawaii Cattlemen's Council
Managing Director





March 9, 2025

To: Chair Mike Gabbard, Vice Chair Tim Richards and the Senate Committee on Agriculture and Environment

Subject: **HB 773 HD1**, Relating to Agriculture

Aloha,

I am writing in **support** of **HB 773 HD1**, which appropriates funds for grant specialists to assist farmers and ranchers with meeting requirements for grant applications offered by USDA, state, county, and private entities. The amendment does not specify the number of FTE positions, nor specify an effective date. I ask the committee to allow at least 3 FTE positions to encourage collaboration between staff and balance workload. It is critical for these specialists to be trained and outreach to farming communities as soon as possible, especially with the recent cancellation of federal grants and uncertainty of future federal funding sources.

The grant application process is challenging for a number of reasons: confusing jargon and eligibility requirements, various deadlines for differing grants, and the time it takes to prepare and submit the application package. It takes dedicated effort to sort through all the available grants because it is difficult to know what is available, let alone applicable. This process is a significant yet necessary burden, especially for agricultural producers who face low profit margins and high costs, and rely on outside sources of funding to sustain their operation.

There is a huge opportunity to access millions of dollars in federal funding and support our local economy. Our agricultural producers play a critical role in our island communities and deserve dedicated support to understand grant opportunities, since funding will benefit us all through a more resilient food system.

I urge the committee to pass this measure. Thank you for the opportunity to testify on this issue.

Mahalo,
Lea Iaea & the Food+ Policy Team
#fixourfoodsystem

The Food+ Policy internship develops student advocates who learn work skills while increasing civic engagement to become emerging leaders. We focus on good food systems policy because we see the importance and potential of the food system in combating climate change and increasing the health, equity, and resiliency of Hawai'i communities.

In 2025, the cohort of interns are undergraduate and graduate students and young professionals working in the food system. They are a mix of traditional and nontraditional students, including parents and veterans, who have backgrounds in education, farming, public health, nutrition, and Hawaiian culture.

HB-773-HD-1

Submitted on: 3/7/2025 11:57:09 AM

Testimony for AEN on 3/10/2025 1:01:00 PM

Submitted By	Organization	Testifier Position	Testify
Theresa M Thompson	Individual	Support	Written Testimony Only

Comments:

I strongly support HB 773 Which appropriates funds for grant specialist positions to assist farmers and ranchers in meeting the requirements to receive grants offered by the United States Department of Agriculture, State, counties, or private entities.

Mahalo,

Theresa Thompson

HB-773-HD-1

Submitted on: 3/9/2025 10:18:20 PM

Testimony for AEN on 3/10/2025 1:01:00 PM

Submitted By	Organization	Testifier Position	Testify
Kelcy Durbin	Individual	Support	Written Testimony Only

Comments:

I support HB773 HD1 to appropriate funds for grant specialist positions to assist farmers and ranchers in meeting the requirements to receive grants offered by the United States Department of Agriculture, State, counties, or private entities.