

# *How the Agribusiness Incubator Program helps Hawai'i Agriculture*



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United States  
Department of  
Agriculture

National Institute  
of Food and  
Agriculture



# WHY AIP EXISTS



**Agribusiness  
Incubator  
Program**

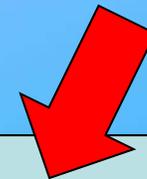
## Context

### **Agriculture is important to Hawai'i:**

- Food security (most isolated/vulnerable State; high % of imports)
- Supports image crucial to #1 industry (tourism)
- Culturally important (Native Hawaiian and local)

### **Agriculture is challenging in Hawai'i:**

- High cost of inputs/resources (imports, labor, land)
- Access to markets (multiple islands)



## AIP

- Fulfills the statewide Incubation function of the UH AETI consortium
- Provides business consulting services to agribusinesses and agriculture industry organizations and initiatives

## Objectives

- Greater economic contribution
- More jobs
- Better food security
- Increased agribusiness viability



# WHAT AIP DOES

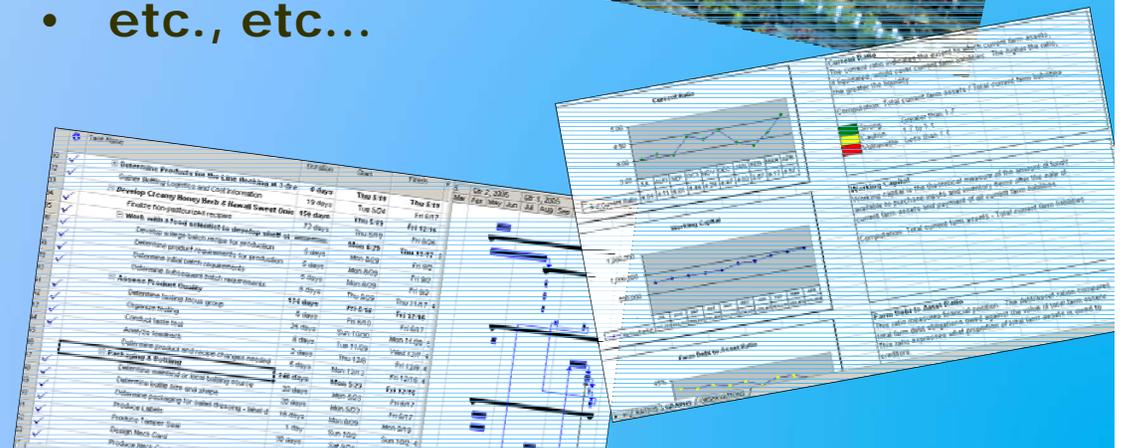


**Agribusiness  
Incubator  
Program**

## Improve agriculture's contribution to Hawaii's economy, employment, and food security...

*By creating More, and More Successful agribusinesses*

- Strategic Plans
- Business Plans
- Marketing Plans
- Financial Systems
- Financial Analysis
- Project Management
- Industry Studies
- Value-added Agriculture
- Agribusiness Training
- Connections
- Websites, logos, brochures, grant applications
- etc., etc...





# WHAT AIP HAS DONE



**Agribusiness  
Incubator  
Program**

## Numbers assisted

- 329 agribusiness clients
- 76 new agribusinesses started
- 133 new agricultural products
- 151 Native Hawaiians (396 other minorities)

## Industry publications

- Hawaii Agribusiness Guidebook
- Interisland organic produce distribution
- Hawaii State Bioenergy Master Plan - Business partnering



Recent:  
Mahi'ai matchup winner  
\$200k VAPG awardee  
Multi-Whole Foods placement





# Value-Added Ag

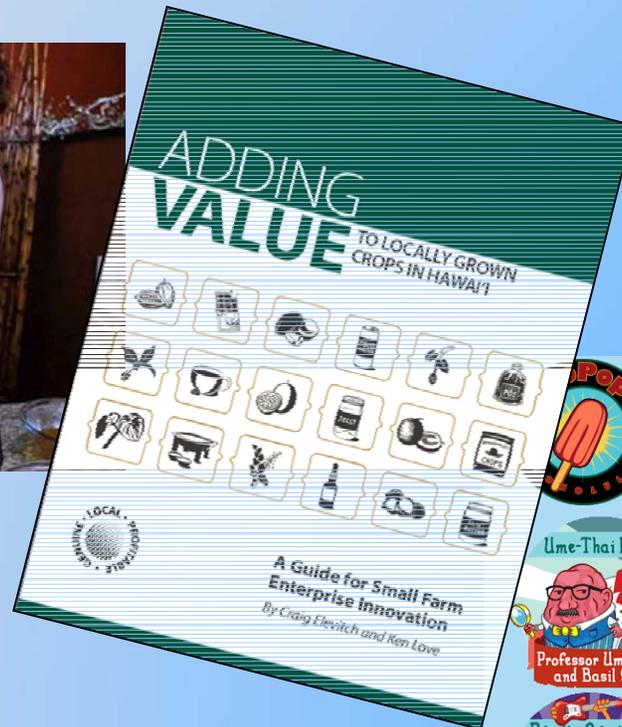


**Agribusiness  
Incubator  
Program**

> \$300k in leveraged grants (OPM)

\$60k equipment grants

Partial funding for Adding Value book



**OnoPops**

flavors shop events locations catering news about contact

6:27 PM May 24th After a 2 month hiatus, it's back! The only all natural Li Hing Mui Powder in the world. No aspartame, no... <http://li.co> @LiPeeInYS





# New farmer training



**Agribusiness  
Incubator  
Program**

## GoFarm Hawaii

> \$2M cash and in kind

4 locations, 150 trained, expanding!

[GoFarmHawaii.org](http://GoFarmHawaii.org)





# HOW AIP HAS DONE



**Agribusiness  
Incubator  
Program**

Average client improvement in:	FY'06-'14 average ANNUAL change
Revenue	+ 43%
Employment	+ 29%
Acres in production	+ 51%
Net income (profit)	+ 234%

**Objectives**

- Greater economic contribution
- More jobs
- Better food security
- Increased agribusiness viability



## Becoming a Client



**Agribusiness  
Incubator  
Program**

Agribusiness Incubator Program

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