

Hawai'i Ag Finance Network – Loan Products for Farm and Food Businesses

version created: April 2025

	Kiva: Hawai'i Food Producers Fund	Slow Money Hawai'i	State Dept. of Business, Economic Development, and Tourism: Community-Based Economic Development Loan Program
Contact Information	The Kohala Center and Feed the Hunger Fund are in conversations about relaunching the Fund! Stay tuned for a relaunch date!	Mary Spadaro info@slowmoneyhawaii.com	Mark J. Ritchie mark.j.ritchie@hawaii.gov 250 South Hotel St. Room 502 Honolulu, HI 96813
Mission	Kiva is a non-profit that expands access to capital for entrepreneurs around the world, with a mission to connect people through lending to alleviate poverty.	Mobilizing Hawai'i communities to support their local farmers and small food producers through microloans made by private individuals and foundations, and on the Kiva crowdfunding platform.	A program of technical and financial assistance for community-based organizations to assist in establishment and development of community-based businesses in the State.
Service Area	Statewide	Statewide	Statewide
Loan Type	Crowdfunding Microloan	Private Microloans, Kiva Crowdfunding platform	Small business/commercial
Eligibility	Food producers in Hawai'i; any business structure; loans cannot be used for multi-level marketing, fire arms, illegal businesses	Sustainable agriculture practices; food production and value added products made with locally grown ingredients	Small for profit businesses; social enterprises; co-ops
Loan Use	For business activities	Flexible: working capital, equipment, vehicles, initiatives to grow revenue	Expansion costs; working capital; construction; purchase equipment, production, and marketing-materials, labor, and services
Min/Max	Up to \$10K	No min/max	\$50K - \$100K
Loan Term	Up to 3 years	6 months to 5 years; longer terms possible for larger loans	5 years min/10 years max
Interest Rate / Revenue Return	0%	0-5%; most often 3 to 4% range	3% - 8%
Collateral	No	Sometimes	Yes

	Hawai'i Department of Agriculture: Agricultural Loan Division	United States Department of Agriculture: Farm Service Agency - Hawai'i and Pacific Islands	Office of Hawaiian Affairs
Contact Information	Richard "Buddy" Nichols hdoa.loan@hawaii.gov 1428 South King St. Honolulu, HI 96814 (808) 973-9460	Hawai'i County & American Samoa: Jennifer Balderas jennifer.balderas@usda.gov, (808) 933-8368 154 Waianuenue Ave., Rm. 219, Hilo, HI 96720 Honolulu County (O'ahu, Kaua'i): Michael Chock michael.chock@hi.usda.gov, (808) 861-8538 ext. 106 3375 Koapaka St., B-211, Honolulu, HI 96819 Maui County (Maui, Moloka'i, Lāna'i): Darrin Vander Plas darrin.vanderplas@usda.gov, (808) 214-1739 77 Ho'okele St., Suite 201, Kahului, HI 96793	Robert Crowell robertc@oha.org 560 N. Nimitz Hwy. Suite 200 Honolulu, HI 96817 (808) 470-0867
Mission	To create and maximize opportunities for exporting; and facilitate growth of existing and new agricultural commodities and by-products.	Farm Service Agency is equitably serving all farmers, ranchers, and agricultural partners through the delivery of effective, efficient agricultural programs for all Americans.	Establish or expand your small agricultural business; working capital for produce and livestock; available for a broad spectrum of farming methods; including in-ground or above-ground farming, greenhouse, hydroponic, and more.
Service Area	Statewide	Nationwide/Statewide	Statewide
Loan Type	Business/commercial	Commercial agriculture guaranteed and direct loans, including microloans, operating loans, farm ownership loans, and youth loans	Mahi 'Ai Agricultural Loan ; Mālāma Business Loan
Eligibility	Sole proprietors, partnerships, corporations, and cooperatives	For more information visit their website	U.S. Citizen; State of Hawai'i Resident; applicant must be of Native Hawaiian ancestry; at least 18 years of age; credit score 600 or higher; income-to-debt ratio is no more than 45%; business must be registered with DCCA and in good standing
Loan Use	Purchase of farm, farm equipment, and livestock; payment of production and marketing expenses including materials, labor, and services; payment of living expenses	For more information visit their website	Establishing or building upon a small agricultural business; working capital
Min/Max	Up to \$800K	Direct Operating: up to \$400K Direct Ownership: up to \$600K	\$2,500-\$100K
Loan Term	Operating: up to 10 years Ownership: up to 40 years	Direct Operating: 12-months to 7 years Direct Ownership: up to 40 years	Up to 7 years
Interest Rate / Revenue Return	Varies but will be fixed for the term	Varies monthly; fixed for the term of the loan: Direct Operating: 5.375% (April 2025) Direct Ownership: 5.75% (April 2025) Direct Joint Ownership: 3.75% (April 2025)	4% fixed
Collateral	Yes	Yes	Yes, if loan is over \$50K

	Feed The Hunger Fund (FTHF)	USDA Rural Development (RD): Business and Industry Loan Guarantees	Hawai'i Central Federal Credit Union
Contact Information	Aaron Ellis aaronellis@feed-hunger.com 1050 Bishop St., Suite 387 Honolulu, HI 96813 (808) 392-7365	Shirley Heatherly Business Programs Specialist shirley.heatherly@usda.gov PJKK Federal Building 300 Ala Moana Blvd. Suite 1-340 Honolulu, HI 96850 (808) 600-2943	Edwina Suzuki Administration Manager edwina@hawaiiicentral.org 681 S. King St. Honolulu, HI 96813 (808) 441-7392
Mission	FTHF works to develop and grow businesses that will increase access to healthy food, improve the financial security of at-risk and low-income communities, and create job opportunities through the deployment of financial products (microenterprise and small business loans) and the development and delivery of services (training and technical assistance).	RD helps rural areas to develop and grow by offering Federal assistance that improves quality of life. RD targets communities in need and then empowers them with financial and technical resources.	Service The Member
Service Area	Statewide (Hawai'i and California)	State of Hawai'i, American Samoa, Western Pacific (Rural Areas only)	Island of O'ahu
Loan Type	Small business/commercial term loans	Guaranteed loans for non-farm businesses	Small business
Eligibility	Food-related business	For more information visit their website	Sole Proprietors, single owner
Loan Use	Provide financing for equipment, buildings, vehicles, working capital, and expansion opportunities	For more information visit their website	Business purpose; start-ups for sole proprietor
Min/Max	Up to \$500K	Up to \$25M	No min; max up to \$49K
Loan Term	Up to 7 years	Real Estate Loans: up to 30 years Machinery, equipment, furniture, fixtures: up to 15 years or useful life Working Capital: up to 7 years	Typically less than 5 years
Interest Rate / Revenue Return	5% to 9%	Negotiated with the lender	Varies but will be fixed for the term
Collateral	Yes	Yes	Depends on collateral type

	<u>Ulupono Initiative</u>	<u>American AgCredit</u>	<u>Commercial and Business Lending (CBL)</u>
Contact Information	Jesse Cooke jcooke@ulupono.com 999 Bishop St., Suite #1202 Honolulu, HI 96813 (808) 544-8960	Andrew C Nhieu Anhieu@agloan.com 99-860 Iwaena St., Suite A, Aiea, HI 96701 (808) 380-9002 Linus Tavares ltavares@agloan.com Director of Regional Banking 988 Kinoole St., Hilo, HI 96720 (808) 895-8231	Jason T. Okuhama jokuhama@cblending.com 415 South St., #1004 Honolulu, HI 96813 (808) 228-6536
Mission	Ulupono Initiative is a Hawai'i-focused impact investing firm that uses for-profit and non-profit investments to improve the quality of life for island residents in three areas: locally produced food; clean, renewable energy; and waste reduction.	To provide consistent and reliable capital and financing options for the agriculture producers in the State of Hawai'i.	CBL specializes in Farm Service Agency (FSA), USDA Rural Development (RD) and U.S. Small Business Administration (SBA) financing options. FSA targets farmers and food related projects. RD and SBA open to most types of businesses besides agriculture and food industries.
Service Area	Statewide	Statewide (Hawai'i to Kansas)	Hawai'i (FSA, RD & SBA) and Guam (RD and SBA)
Loan Type	Term loans of varying structures	Agri-business and commercial loans, vacant ag land mortgages, lines of credit	Real estate and business term loans
Eligibility	Owners of agricultural businesses	Individuals (US Citizens), partnerships, corporations, legal entities; purposes towards agriculture use only	FSA loan guaranteed financing requires eligible farming operations; Agriculture real estate; US Citizen or legal resident alien; acceptable credit history; legal capacity to incur debt; not delinquent on any federal debt; ability to repay the loan; sufficient security for the loan. USDA RD eligible rural area and business purposes SBA owner operator business loans.
Loan Use	Provide financing for equipment, buildings, vehicles, working capital, and expansion opportunities	Purchase/refinance vacant or improved ag zoned lands and equipment; operating lines of credit for working capital, inventory, overhead expenses, etc.; farm construction improvements - greenhouses, farm dwellings, barns, processing plants, commercial kitchen, utilities, fencing, roadways, waterwells, solar panels, etc.	FSA purchase agricultural real estate, refinance existing farm operations and finance real estate improvements; USDA RD and SBA - business loans covering most industries
Min/Max	\$20K to \$100K	\$30K to \$5M	FSA min/max loan size \$100,000/\$2,221,000; RD/SBA max loan size based on loan program \$5M-\$25M
Loan Term	Up to 10 years	Vacant ag land loans: 30 years Equipment loans: 1-7 years Operating lines of credit: 1-3 years	Loan terms based on loan program and purpose; up to 30-year term and amortization available on real estate loans
Interest Rate / Revenue Return	5% to 15%	Currently at 4 - 6% Fixed & Variable Rate options	FSA Currently at 6.75% to 8.5%, subject to change in market rates; RD & SBA WSJP or T-Bill + spread
Collateral	Not Required	Yes - up to 80% loan-to-value ratio	FSA - Ag Real Estate; RD & SBA - Real Estate and Other Assets

	Council for Native Hawaiian Advancement (CNHA): CNHA Loan Fund	Kamehameha Schools: Food Systems Initiative	Hawai'i Investment Ready
Contact Information	loanfund@hawaiiancouncil.org (808) 596-8155	Pia Chock pichock@ksbe.edu (808) 534-8208	Keoni Lee keoni@hiready.net Tyler Takahashi Tyler@hiready.net
Mission	CNHA is a Certified Native Community Development Financial Institution and a Certified HUD-Housing Counseling agency cultivating community loan funds to catalyze capacity building and promotion of minority-owned asset advancement towards financial sustainability and community contribution.	Kamehameha Schools' mission is to fulfill Pauahi's desire to create educational opportunities in perpetuity to improve the capability and well-being of people of Hawaiian ancestry.	Investing in Hawai'i's economic transformation by changing the way that money moves in service of a just, equitable, and sustainable economy.
Service Area	Statewide	Statewide	Statewide
Loan Type	Small business loans See the website for additional information specific to the Hawaiian Homestead construction loans and home repair loans	Equity and term loans	Small business loans
Eligibility	Businesses must be operating and in good standing in the State of Hawai'i to qualify for this program.	Hawai'i-based business Producers (farm, ranch), value add manufacturers, aggregators, food hubs, distributors, etc.	Hawai'i-based social enterprises (for-profit & nonprofit) either in food systems or culturally-rooted business models. Priority given to HIR accelerator alumni. Non-alumni need a referral from a HIR partner organization (includes Ag Finance Hui network)
Loan Use	Business loans may be used to cover costs such as equipment, improvements, expansion, or start-up capital; the loan amount, interest rate, and term will be determined by the uses and need for the loan, along with the business and individual's financial circumstances.	Provide financing for equipment, buildings, vehicles, working capital, and expansion opportunities	Working capital, capital expenses that will increase earned revenue, bridge capital
Min/Max	\$10K to \$250K	\$100K to \$1M; average \$500K	\$50K-\$500K
Loan Term	Up to 7 years	Varies	1 to 7 years
Interest Rate / Revenue Return	Interest rate up to 8% Processing Fee up to 3% of the loan amount	Varies	up to 5.8%
Collateral		Yes	No personal security required