

Our Mission

The Agribusiness Incubator Program (AIP) seeks to provide business consulting services to agriculture-related businesses throughout the State of Hawaii, maximizing their chance of business viability and success, in order to grow the State's diversified agriculture industry.

Through an intensive, hands-on approach to consulting, AIP will work with agribusinesses to establish core business plans and practices, enabling their clients to start a successful agribusiness or take their existing business to the next level.

AIP activities are aligned with fulfilling the following mission statement:

Be widely recognized for having a positive impact on Hawaii's agribusinesses by facilitating our clients' success through business consulting

Our Methodology

We will help agribusinesses with their growth plans, by:

- Providing analysis of financial and operational processes and procedures
- Assisting with the development of a Strategic Plan
- Assisting with the development and execution of a Business Plan
- Providing other planning and project management services to define and achieve client goals
- Building an ongoing relationship that fosters continual improvement of operations

Grow Your Business

If you are looking to start an agriculture-related business or are seeking to take your business to the next level, apply online at <http://aip.hawaii.edu> for consideration. Priority will be given to businesses benefiting Native Hawaiians.

Ideal candidates will:

- Be highly motivated and willing to change
- Possess a vision for growth
- Make the time to actively participate with our program
- Positively impact the agriculture industry in Hawaii with their success.

The Agribusiness Incubator Program is funded by USDA/CSREES. Initial consultation, strategic planning, and general business advice are provided at no cost to accepted applicants.

For other services, the program charges highly subsidized fees graduated by client business revenues.

"We have been very impressed with the expertise [of AIP]. ...this level of expertise and consulting for people like us in agriculture is vitally important... We feel very fortunate and privileged to be a participant."

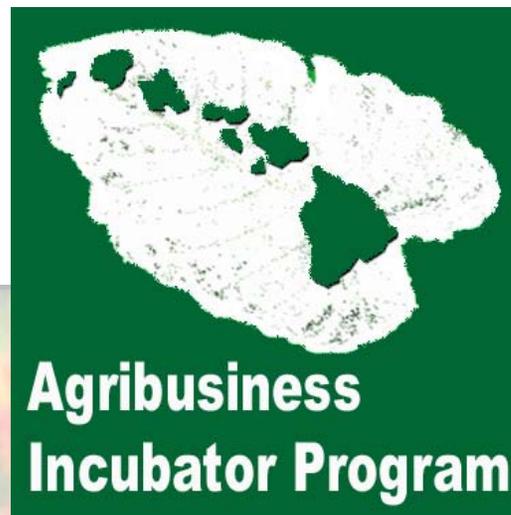
-- Flower nursery, Hawaii

 Cooperative State
Research, Education, and Extension Service

 University of Hawai'i



Website: <http://aip.hawaii.edu>
3050 Maile Way, Gilmore 115
Honolulu, Hawaii 96822
Phone: (808) 956-3530
Fax: (808) 956-3547
agincubator@ctahr.hawaii.edu



*Growing Hawaii's
agriculture industry,
one business at a time*

Program
Overview

What we do...

The Agribusiness Incubator Program (AIP) helps new and existing agribusinesses achieve business success through our varied business experience, proven methodologies, and access to resources that address the needs of agribusinesses.

Business Management

Our consultants come from some of the largest consulting, accounting, finance and outsourcing firms in the world and can apply their knowledge, experience, and skills to address agribusiness management issues.

We assist agribusinesses with strategy and planning, helping them to define, focus, and achieve their goals. AIP consultants leverage their experience in the areas of accounting, technology, financial systems, process improvement, inventory, distribution, and financing and utilize proven project management methodologies to help agribusinesses reduce risk while increasing the effectiveness of the projects they undertake.

Financial Management

Solid accounting practices and relevant, understandable financial information is vital in helping agribusinesses make wise fiscal and operational decisions.

We assist clients with establishing accounting systems that provide reliable financial information and help clients



understand what it means for their business.

Whether dealing with financing, federal grants or subsidized loans, AIP will utilize relationships to assist clients with applications, development of business plans and proposals, and the completion of required forms.

Additional areas of financial assistance would include determining: Cost of production; Most profitable products; Return on investment; etc.

Marketing

AIP can assist businesses with marketing strategy (branding, positioning, etc.), market/feasibility research, and developing a business case for value-added products.

AIP's relationships with a variety of State agencies and sales/distribution channels can open new doors for increasing the sales and reach of agribusiness products.

Technical Farming

Through our relationships with the University of Hawaii system and other agencies, AIP is able to assist clients in identifying resources that can address technical farming issues such as disease, pests, and other production issues.

Additionally, AIP consultants have extensive backgrounds in Process Improvement and can effectively review current production practices for improvement.

Who we are...

Steven Chiang, Director—Brings experience serving a wide variety of companies as a technology and management consultant for a global consulting firm. In addition, Mr. Chiang has served as a business manager for a global outsourcing firm, CIO at a Hawaii 250 company, and VP of Marketing for a small business.

Erik Shimizu, Consultant—Brings experience in management consulting and auditing for global consulting and accounting firms. He served clients in auditing, project management, business process improvement, enterprise resource planning implementations, and litigation support.

Janel Yamamoto, Consultant—Brings experience in financing, regulatory compliance, and process improvement at Hawaii's largest financial institutions. She performed due diligence for a wide variety of business financing, developed and managed policies and procedures, and worked with State and Federal agencies in her role as VP of Hawaii's largest bank.

“[Our company] owes its existence in large part to the dedicated efforts and expert advice bestowed upon us from the entire team at the Agribusiness Incubator Program.”

-- Hawaiian taro farmer, Maui