Livestock Status Conference
February 4, 2020
1:00 to 3:00 pm
Agenda

• 1:00 pm -1:30 pm – Young Brothers, LLC
  • Introductions
  • Status of Discussions with Livestock Stakeholders
  • Overview of Proposed Changes

• 1:30 pm - 3:00 pm – Questions and Comments regarding Young Brothers’ “Proposed Changes to Livestock Procedures”
Overview of Young Brothers’ Livestock Operations

- Livestock is accepted and shipped to/from all ports except Hilo Port
- To minimize transit times, livestock is prioritized during loading and unloading (i.e., last on/first off)
- Island Agriculture Product Discount available for applicable livestock based on statutory guidelines
### Proposed Changes to Livestock Procedures

1. **YB to Accept Livestock on Additional Sailings from Kawaihae and Nawiliwili**

To provide customers with additional sailings to support the growing agricultural industry, Young Brothers will accept livestock shipments on Friday sailings from the Ports of Kawaihae and Nawiliwili.*

**Sail Dates**
- Neighbor Islands to Honolulu:
  - Kawaihae – Tuesdays and Fridays*
  - Nawiliwili – Tuesdays and Fridays*

*Subject to operational availability and/or barge delays.
Proposed Changes to Livestock Procedures

2. YB to Allow Later Delivery/Acceptance of Livestock for Shipping

For reasons of animal welfare, animal transport should be quick, efficient and strive to avoid as much stress as possible to the animal. Accordingly, YB will accept livestock shipments **90** minutes prior to barge departure time OR until the scheduled gate closure, whichever comes first.
3. Elimination of Livestock Transfers at the Port

To protect the safety and well-being of the animals, employees, customers, and other harbor users, transfer of livestock between shipping devices will be prohibited at all Young Brothers’ facilities.
Proposed Changes to Livestock Procedures

4. Certification of Shipping Devices

- Livestock will only be accepted in a third party certified livestock 20’/40’ containers and trailers. Certification includes:
  1. Proof of Ownership
  2. Equipment Identification clearly marked and visible on all sides of container or trailer
  3. Certification Agent and phone number

- No storage of box stalls or any shipping devices on the pier.
## Current Young Brothers’ Ocean Transport Costs

<table>
<thead>
<tr>
<th>Current Rate</th>
<th>If shipped in a</th>
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<tbody>
<tr>
<td></td>
<td>Trailer* (10’ x 8’ x 8’)</td>
</tr>
<tr>
<td>Box Stalls*</td>
<td>$92</td>
</tr>
</tbody>
</table>

*Rates provided are for transportation from Honolulu to Kawaihae. Livestock is rated by dimensions only, as there are no standard box stall or trailer sizes, the rates for these shipping devices will vary by owner.

1 A trailer this size can typically hold up to 3 horses and/or animals depending on the size of the animal. Therefore, the cost per animal is ~$100 per animal.
### How did we get here?

<table>
<thead>
<tr>
<th>Year</th>
<th>Event Description</th>
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<tbody>
<tr>
<td>2009</td>
<td>YB issues customer notice regarding compliance with Clean Water Act, NPDES.</td>
</tr>
<tr>
<td>2013</td>
<td>YB employee sustains major injury due to bull escaping during transfer from cowtainer to trailer.</td>
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<tr>
<td>2014</td>
<td>YB issues customer notice prohibiting the transfer of livestock on the pier and compliance with Clean Water Act &amp; NPDES.</td>
</tr>
<tr>
<td>2015</td>
<td>YB issues customer notice regarding updated requirements for compliance with Clean Water Act and NPDES.</td>
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- **01/14**: DOT-H issues letter to YB requiring livestock shippers to have all livestock trailers and shipping devices certified to meet environmental standards.
- **03/14**: DOT-H issues letter to YB extending 05/14 deadline to 05/15; prohibits transfer of livestock from one device to another on the pier.

2016

2017 - Goats escape during transfer from pen to trailer.

2018

2018 - Sheep pen slid off forklift, no standard prong pockets.

2019

2019 - Goats escaped during transfer from trailer to pen.

2019

08/19 - Livestock Industry Meeting

11/19 - Cows expired in container enroute to Nawiliwili.

11/16 - DOT-H issues letter to YB standardizing livestock shipping devices, identify transfer of livestock areas, and establish an effective date for when non-standard devices will no longer be accepted.
Livestock Revenue

TOTAL YB REVENUE VS. TOTAL LIVESTOCK REVENUE 2019

$352,320  
0.3%

$105,648,442  
99.7%

- TOTAL YB REVENUE
- TOTAL LIVESTOCK REVENUE
Livestock Statistics

**HOW WE SHIP LIVESTOCK**

- Cowtainer
- Boxstall/Crate – Cattle
- Boxstall/Crate – Horses
- Boxstall/Crate – Hogs, Sheep, or Goats
- Livestock Trailer

### LIVESTOCK REVENUE BY COMMODITY TYPE 2019

- Cowtainer: $278,677
- Livestock Trailer: $39,547
- Boxstall/Crate – Hogs/Sheep/Goats: $8,130
- Boxstall/Crate – Horses: $24,926
- Boxstall/Crate – Cattle: $1,038
Mahalo

We look forward to working together in the future.