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**From:** Anthony Hunt <AnthonyHunt@bluerockhi.com>  
**Sent:** Monday, May 18, 2020 10:39 AM  
**To:** PUC  
**Subject:** [EXTERNAL] RE: YB Livestock Limitations

James, Jennifer & Leo,

I am following up on my email below and having some dialogue with you folks about the concerns I have regarding Young Brothers. Please reply back with how we can set up a time to talk about it.

Mahalo,

**BlueRockPartners**  
*Commercial Real Estate Advisors*

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**From:** Anthony Hunt  
**Sent:** Thursday, May 7, 2020 4:03 PM  
**To:** 'puc@hawaii.gov' <puc@hawaii.gov>  
**Subject:** YB Livestock Limitations

James, Jennifer & Leo,

I have a real concern about some recent decisions implemented by Young Brothers and I am hoping the three of you will take the time to consider my thoughts below. Although I tried to condense my thoughts, the email is a bit longer than I wanted, but I am hoping you will be patient in reading it.

I am the General Manager of Kapualei Ranch on the east end of Molokai but am also a principal in Blue Rock Partners in downtown Honolulu. The ranch is a long time family holding based on livestock which I now head and Blue Rock Partners is a commercial brokerage and development firm. I work in two different worlds each day but it gives me a unique perspective on very different aspects of Hawaii.

My roles being on two islands has me back & forth quite a bit and particularly attune to how much these two islands rely on the lifeline of Young Brothers. A few months ago I submitted written testimony regarding the Young Brothers proposal to change the method for shipping livestock along with a rate hike for doing so. What they had on the table would have been difficult for us but our operations would have survived – that would not be true for many operations/families I know of in Maui County.

More recently Young Brothers implemented some interim policies which make it nearly impossible to ship livestock in small quantities from island to island. It is easier to appreciate this difficulty if you are familiar with ranching but, trust me, almost all of the shipping of small numbers of livestock has ceased in the past two months because of these

policies. It is frustrating for so many small operations and crippling to families for whom each animal they can move means putting food on the table.

So there are two issues on the table at this point 1) the longer term proposal that needs to be resolved and 2) the interim policies that have closed doors for so many small operations. As a state we have made the decision to allow a regulated monopoly for Young Brothers under the oversight of you folks on the PUC. While I struggle with that concept, it is our current reality and it makes it all the more important for the policies that are put in place to be conducive to our community.

The larger issue I have with this situation is that Young Brothers is trying to squeeze the community into a position that works for them instead of remembering they are there to serve the community. Yes, we need to make sure they can be viable from a business standpoint and once in a while we have to revisit procedures, pricing, etc. which is reasonable. But when they put proposals and policies out that are completely disconnected from our community's reality, it demonstrates they have forgotten what their role is to be in the Hawaiian Islands.

The business side of me recognizes these issues are never simple and we need to be careful in how an operation like Young Brothers can provide their function and do it healthily. But the rancher side of me sees a disregard that needs to be reeled back in such that so many vulnerable families aren't squeezed out of Hawaii. We have got to find a balance and that is where you folks clearly come into the picture. I know folks who get the business side but don't have any real understanding of how livestock works and I know so many in the ranching world that simply don't have the sophistication to appreciate things have to change occasionally.

In an effort to be solution-oriented, I would like to meet with one or all of you to share my perspective on this situation and talk about how/what can be done to find an effective balance that allows smaller operations/families to survive. Larger operations like Kunoa are less vulnerable because of their scale but the myriad of small operations are susceptible but don't really have a solid way for their voice to be heard – most don't even know who to talk to.

I think I can provide some insight because of my unique situation and I would look forward to discussion with any or all of you. I look forward to your response.

Aloha,

**BlueRockPartners**  
Commercial Real Estate Advisors

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