

# HAWAI'I SBDC SUCCESS STORY

## Manoa Chocolate



A couple of years ago, Dylan Butterbaugh started a bean-to-bar chocolate company called Manoa Chocolate Hawaii in Kailua on O'ahu. With the goal of crafting high-quality chocolate bars using sustainable production methods his venture has paid off tremendously. There aren't large quantities of raw cacao grown in the islands, but Butterbaugh searches for small farms from which to source cacao; about half of his chocolate is made using cacao from Hawai'i Island.

Dylan started with a 640-square-foot shop in Kailua but has since expanded allowing him to grow both his retail and factory space. Visitors can get a tour of chocolate making as well as sample his chocolates including a dark-chocolate bar with pink sea salt from Moloka'i and black lava salt from Hawai'i Island; a dark, milk chocolate bar with Hawaiian pineapple and ghost peppers from Butterbaugh's backyard. With the assistance of the Hawai'i Small Business Development Center (SBDC), he was able to secure partial financing from banks. Even more importantly, Dylan came to the SBDC for guidance in his strategies for expansion, financial education, and operational issues.

Manoa Chocolate Hawaii is already in stores statewide, across the Mainland and in three other countries: Japan, Belgium, and Amsterdam.