

INNOVATION GRANTS

PPE Supply Chain Manufacturers



Final Report
December 15, 2020
#PPE4HI

Executive Summary

The Personal Protective Equipment (PPE) Supply Chain Program provided grants of up to \$500,000 to small businesses in Hawaii to help establish a local supply chain of cleaning supplies and personal protective equipment in response to the COVID-19 public health emergency.

The program started accepting applications on August 24 and awarded \$9,913,828.90 to 36 companies. The program has awarded all of the funds and the projects will be complete by December 30, 2020.

This program is administered by the Hawaii Technology Development Corporation (HTDC), a state agency attached to the state Department of Business, Economic Development and Tourism (DBEDT). This program was established through a \$10 million appropriation of CARES Act funds through Act 009, Session Laws of Hawaii 2020. For more info visit: htdc.org/innovation-grant-ppe-supply-chain

79 Applications Received
36 Companies Awarded

Total PPE Grants Awarded \$9,913,828.90

#PPE4HI

ppe@htdc.org

Introduction

The Personal Protective Equipment (PPE) Supply Chain Program provided grants of up to \$500,000 to small businesses in Hawaii to help establish a local supply chain of cleaning supplies and personal protective equipment in response to the COVID-19 public health emergency.

From the onset of the pandemic, front line workers and essential workers throughout the world experienced a shortage of available cleaning supplies and PPE. In Hawaii, with very limited local capacity for manufacturing PPE, our community was left vulnerable to compete in a race to import supplies.

At the same time, the local community stepped in to help fill the demand by repurposing their manufacturing capacities. With cloth sewn masks, 3D printed face shields, hand sanitizers made at distilleries, etc. local businesses showed how a local supply chain can rapidly adapt and prioritize the needs of the community in ways that imported products cannot. Furthermore, the World Health Organization called on industry and governments to increase manufacturing by 40 percent to meet rising global demand of PPE.¹

The goal of the program was to increase the local capacity for producing cleaning supplies and PPE for the safety of the public in case the import supply chain is further disrupted due to global escalation of COVID-19 cases. In addition, the program aimed to provide economic support and new opportunity to small businesses that demonstrate potential to provide employment opportunities for displaced workers on all islands caused by the COVID-19-related business closures; advance innovative solutions related to creating a supply chain of PPE that will benefit the State of Hawaii; and, maximize the total benefit for Hawaii by coordinating with other programs/funds and prioritizing projects that commit matching funds and/or resources to help our community to endure and recover from the impacts of COVID-19.

Participants had to be producing or planning to produce one of the following types of PPE/Cleaning Supplies (commonly procured by Hi-EMA and DoEd):

- Caps, Gowns, Coveralls
- Gloves
- Surgical masks, Respirators, Fabric Masks
- Face shields
- Hand sanitizer
- Cleaning and sanitizing products
- Other, as approved by HTDC

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Information, guidelines, info session recording, and the application for the PPE Supply Chain grant program can be found at: htdc.org/innovation-grant-ppe-supply-chain/

**For full document of the HTDC PPE Supply Chain Program Guidelines, [click here](#).
Please direct any questions to ppe@htdc.org**

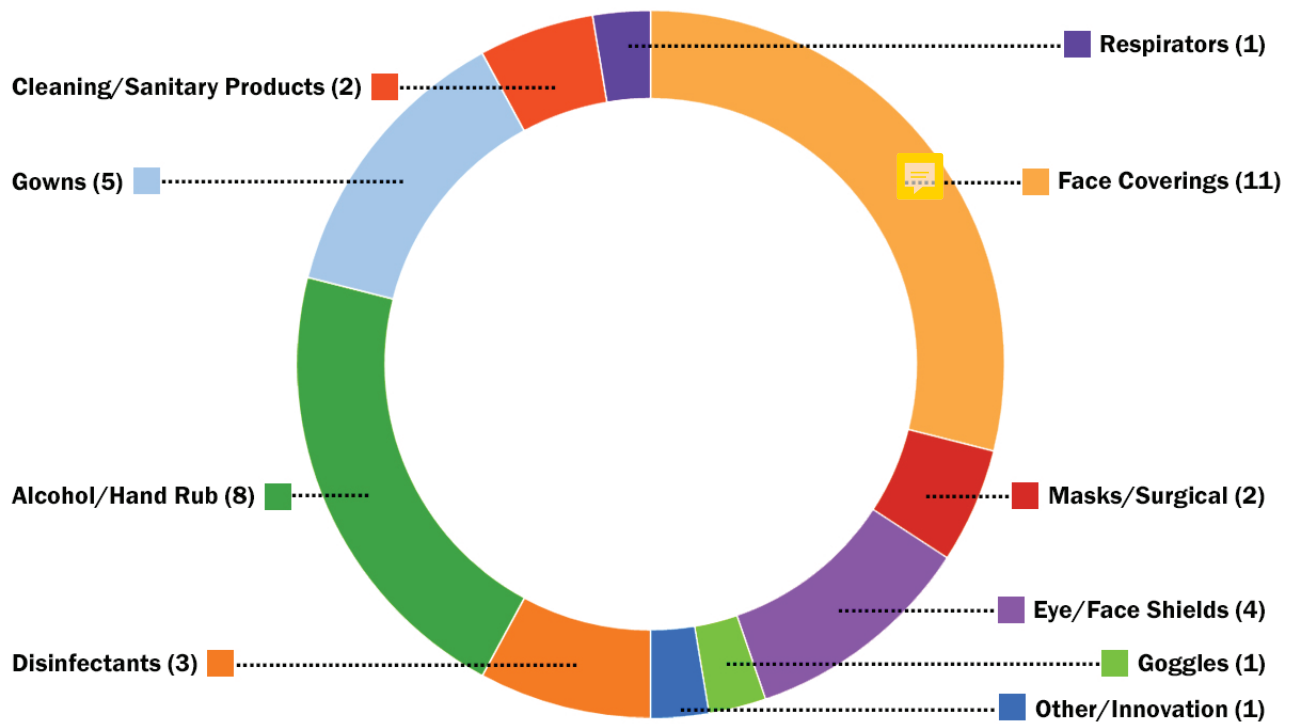
¹ [who.int/news-room/detail/03-03-2020-shortage-of-personal-protective-equipment-endangering-health-workers-worldwide](https://www.who.int/news-room/detail/03-03-2020-shortage-of-personal-protective-equipment-endangering-health-workers-worldwide)

List of All Awardees and Amounts and Type of PPE

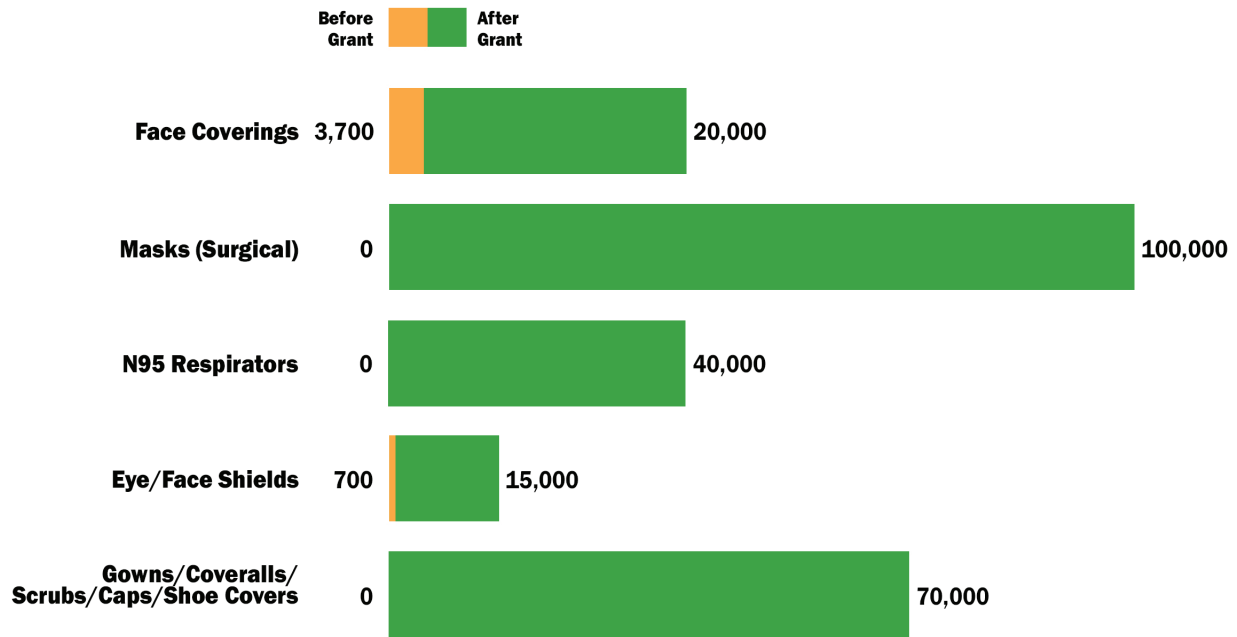
AMOUNT	COMPANY NAME	COMPANY WEBSITE	TYPE OF PPE (Verified)
\$500,000.00	Aloha Medical Supply of the Pacific	alohamedicalsupply.com	Gowns, Masks, Face Coverings, Eye & Face Shields
\$500,000.00	Hawaiian Kine Trading Company LLC		Masks (Surgical), Respirators
\$500,000.00	HNL MED LLC	hnlmed.com	Respirators
\$500,000.00	Kamanu Composites, LLC	kamanucomposites.com	Eye & Face Shields
\$500,000.00	Manulele Distillers, LLC	kohanarum.com	Alcohol-Based Hand Rub
\$500,000.00	Min Plastics & Supply, Inc.	minplastics.com	Eye & Face Shields
\$499,797.00	Kuleana Spirits, Inc.	kuleanarum.com	Alcohol-Based Hand Rub
\$498,760.59	Aumakua Holdings, Inc.	kopuspirits.com	Alcohol-Based Hand Rub
\$471,718.00	Roberto's Group Inc.		Masks (Surgical)
\$454,457.00	Lubrco	lubrco.com	Disinfectants, Cleaning & Sanitizing Products
\$444,300.00	Jalene Kanani Inc.	jalenekanani.com	Gowns, Coveralls, Scrubs, Face Coverings
\$409,200.00	Ma'eMa'e Hawaii LLC		Disinfectants, Cleaning & Sanitizing Products
\$407,358.00	Hanalei Spirits Distillery Corp.	hanaleispirits.com	Alcohol-Based Hand Rub
\$386,000.00	R & M Reyes Enterprise LLC	rnmreyes.com	Disinfectants, Cleaning & Sanitizing Products
\$357,202.68	H Nu Photonics LLC	hnuphotonics.com	Other/Innovation
\$285,150.00	Lanikai Bath and Body LLC	lanikaibathandbody.com	Alcohol-Based Hand Rub, Cleaning & Sanitizing Products
\$272,087.00	D&L Fashion Inc.		Gowns, Face Coverings
\$260,946.00	Kreative Kama'aina	kreativekamaaina.com	Face Coverings, Gowns
\$245,015.00	Island Slipper	shop.islandslipper.com	Face Coverings, Gowns
\$236,797.00	Lanikai Brewing Company LLC	lanikaibrewing.com	Alcohol-Based Hand Rub
\$224,640.00	Kookaburra LLC	islandtraditions.com	Gowns, Face Coverings
\$215,250.00	Insight PPE LLC	insightppe.com	Goggles, Face Coverings
\$213,656.00	Fab Works	fab-works.square.site	Eye & Face Shields
\$212,500.00	Closet System Supply		Eye & Face Shields
\$161,145.00	Ko'olau Spirits LLC	koolaudistillery.com	Alcohol-Based Hand Rub
\$115,000.00	Intellectual AG LLC	hemptuaryhawaii.com	Face Coverings
\$104,530.00	Anne Namba	annenamba.com	Face Coverings
\$100,000.00	Friends of Waialua Robotics, Inc.	projects.waialuarobotics.com	Face Shields
\$92,050.00	Protection for Humanity	protectionforhumanity.com	Cleaning & Sanitizing Products
\$60,220.00	Coradorables	coradorables.com	Face Coverings
\$45,979.63	Meli Wraps Inc.	meliwraps.com	Face Coverings
\$38,170.00	Kahele Maui	kahelemaui.net	Face Coverings
\$33,792.00	Kauai Kookie	kauaikookie.com	Face Coverings
\$28,655.00	Everything is Jake LLC	nickkuchar.com	Face Coverings
\$24,453.00	KaiKini LLC	kaikini.com	Face Coverings
\$15,000.00	Mask Up Kauai	maskupkauai.com	Face Coverings



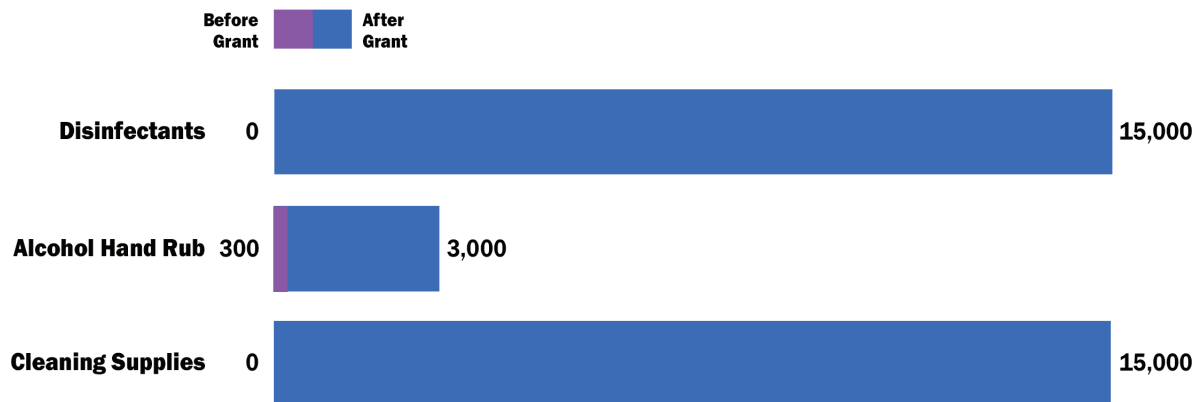
Number of Companies Making Type of PPE



PPE Daily Capacity Before & After Grants (in Units) (Eye/Face Shields, Face Coverings & Gowns)



PPE Daily Capacity Before & After Grants (in Gallons) (Alcohol-Based Hand Rub and Clean & Sanitizing Products)





“The PPE Supply Chain grant is a game-changer for us and will allow us to scale up our face shield production to tens of thousands per day. With the use of the funds, we’ll be hiring 30-50 people over the next 6 weeks.”

- Kamanu Composites, LLC



Fab Works



WAILUA ROBOTICS SPECIAL PROJECTS

KAMANU
COMPOSITES



LANIKAI



ALOHA MEDICAL SUPPLY



HANALEI
SPIRITS™



Grant Status

79 Applications Received

51 Applications Reviewed

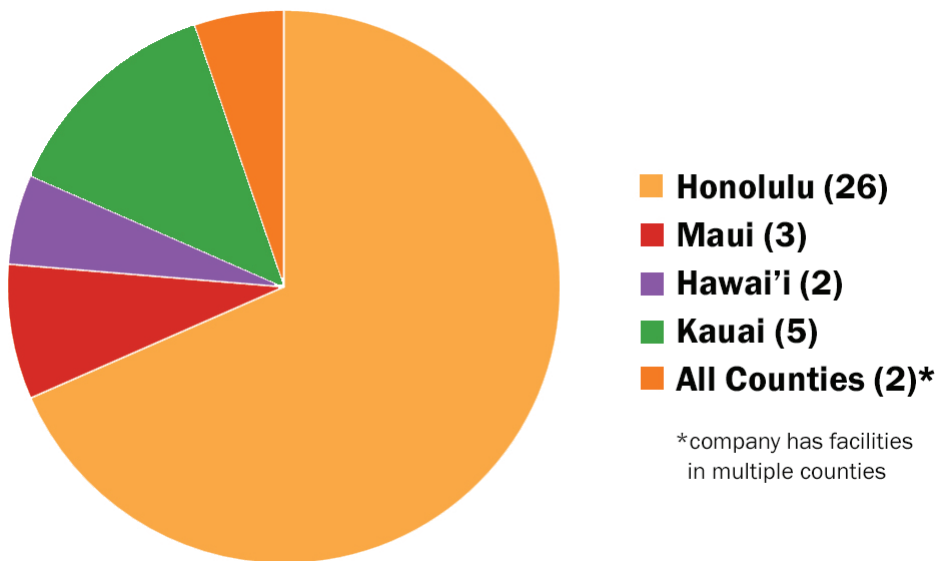
36 Companies Awarded

Total PPE Grants Awarded	\$9,913,828.90
PPE Admin, PR/Marketing, Auditor	\$86,171.10
Total Awarded	\$10,000,000.00

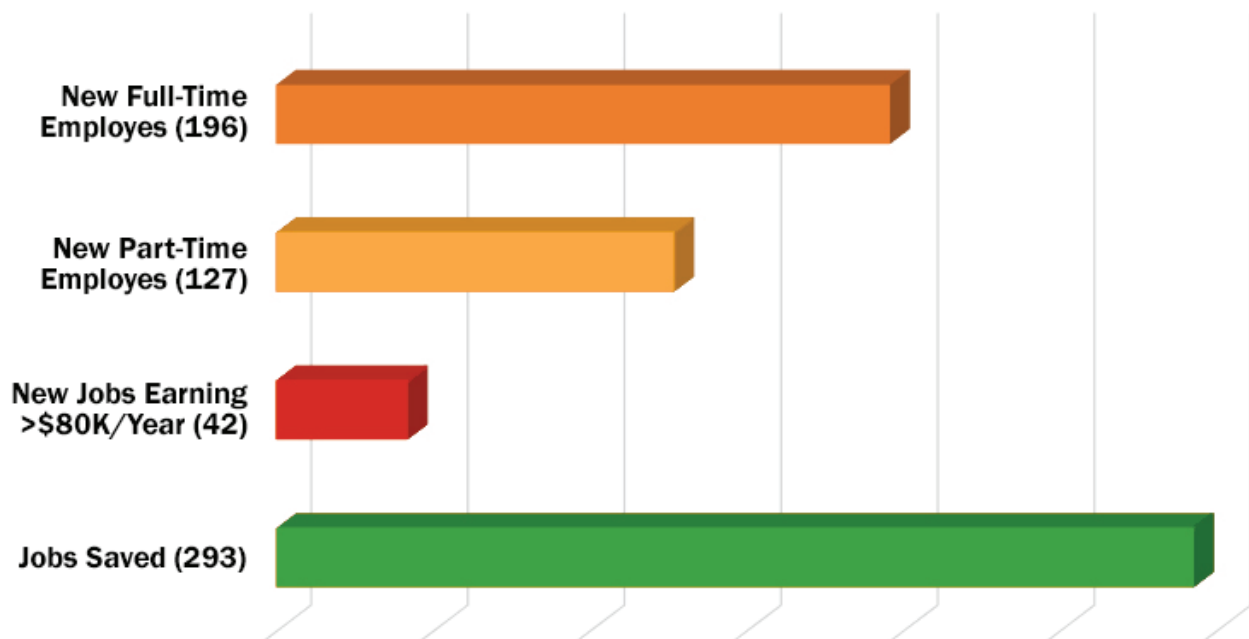


Economic Impact

Awards by County



Employment



Profile of an Awardee

Kamanu Composites

During the initial stay-at-home order in March, we laid off 17 people and completely shut down our canoe building business. We thought it was the end of our business. One of our employees had the bright idea to donate our unused PPE that we use for canoe building to local hospitals. In dropping off a few thousand dollars in Tyvek suits, gloves, and respirators, we saw the shortage situation firsthand. It spurred us to want to help more, and in a couple of days, we figured out a way to make a face shield using material that we had in the shop. We planned to make a few hundred.

Within a week, we hired our outrigger canoe manufacturing team back, and in two weeks, we had shipped more face shields than we had canoes in 13 years. It both gave us a concrete way to help with the pandemic and also allowed us to keep our people employed.

We now have over 800,000 face shields on order and have been ramping up production as much as possible to meet that demand. But, given our machine, space, and labor constraints, we are currently maxed out at 10,000 weekly face shields.



The HTDC Innovation Grant for PPE Supply Chain enables us to pursue several large equipment purchases to produce up to 100,000 face shields per week by the end of October from our Kailua warehouse. Our goal is to produce 900,000 face shields by the end of the year while continuing to produce four or five outrigger canoes per week. Not only will this increase PPE capacity in Hawai'i, but it enables us to help provide needed jobs.

We hope that improving public health conditions in 2021 will reduce the demand for face shields. However, the equipment purchases enabled by the grant increase our resilience in future pandemics, as we will quickly be able to transition back to face shields in the unfortunate event that they become necessary again.

We feel fortunate to have received the backing of HTDC and the State of Hawai'i, and will use this momentum to help Hawai'i in the best way we know-how. Designing and manufacturing products in Hawai'i is what we've done since 2007 and will continue to do for the rest of our lives. The HTDC grant increases our community's resilience while encouraging economic diversification and keeping our front line workers more protected. We're thankful to all of our loyal customers who have enabled us to survive as a company for all of these years, and we're thankful to be part of the HTDC program and do our part for Hawai'i. - *Kamanu Composites*

Administration

Timeline

8/24/20 - 10/14/20 Open application period

8/24 (2x), 8/28, 9/2, 9/4, 9/9, 9/25 Virtual Information Sessions

11/15/20 All funds awarded

12/15/20 All awards paid

- Applications were processed in the order they were received with additional priority for PPE manufacturing identified to be in short supply
- Review committee met weekly and made awards until all of the funds were exhausted
- Awards over \$100k were paid in installments based on milestones and deliverables
- All funds are committed to be expended by companies prior to 12/30/2020



Partners

Hawaii Small Business Development Center

Department of Business Economic Development and Tourism

Hawaii Emergency Management Agency

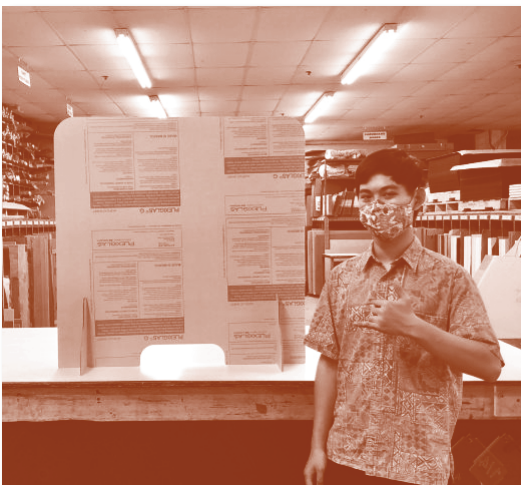
University of Hawaii Office of Innovation and Commercialization

Administrative Contracts

Bishop & Company awarded \$27,480 for temporary staffing to assist with processing applications

Mana Means awarded \$8,554.50 for marketing/PR assistance

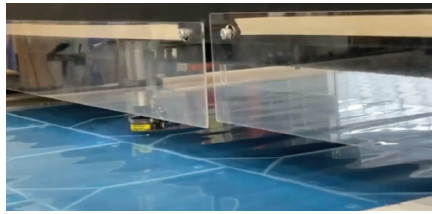
KMH LLP retained for \$50,000 for Auditor non-attest compliance monitoring services



“Somebody who is not even in the PPE industry can come up with an idea to meet a need and start a PPE business. This grant made it possible for that to happen.”

- Andrew Min,
General Manager,
Min Plastics & Supply, Inc.

Media Links



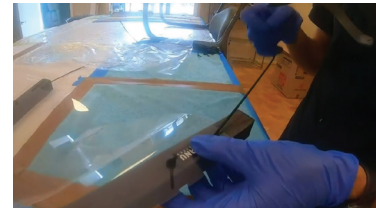
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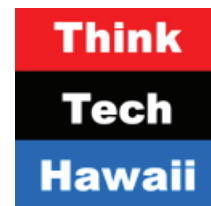
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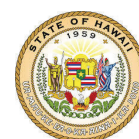
civilbeat.org



COVID-19

HAWAII STATE DEPARTMENT OF HEALTH

hawaiiicovid19.com



dbedt.hawaii.gov

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