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
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.  

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
## List of All Awardees and Amounts and Type of PPE

<table>
<thead>
<tr>
<th>AMOUNT</th>
<th>COMPANY NAME</th>
<th>COMPANY WEBSITE</th>
<th>TYPE OF PPE (Verified)</th>
</tr>
</thead>
<tbody>
<tr>
<td>$500,000.00</td>
<td>Aloha Medical Supply of the Pacific</td>
<td>alohamedicalsupply.com</td>
<td>Gowns, Masks, Face Coverings, Eye &amp; Face Shields</td>
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<tr>
<td>$500,000.00</td>
<td>Hawaiian Kine Trading Company LLC</td>
<td></td>
<td>Masks (Surgical), Respirators</td>
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<tr>
<td>$500,000.00</td>
<td>HNLMED LLC</td>
<td></td>
<td>Respirators</td>
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<tr>
<td>$500,000.00</td>
<td>Kamanu Composites, LLC</td>
<td>kamanucomposites.com</td>
<td>Eye &amp; Face Shields</td>
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<tr>
<td>$500,000.00</td>
<td>Manulele Distillers, LLC</td>
<td>kohanarum.com</td>
<td>Alcohol-Based Hand Rub</td>
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<tr>
<td>$500,000.00</td>
<td>Min Plastics &amp; Supply, Inc.</td>
<td>minplastics.com</td>
<td>Eye &amp; Face Shields</td>
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<tr>
<td>$499,797.00</td>
<td>Kuleana Spirits, Inc.</td>
<td>kuleanarum.com</td>
<td>Alcohol-Based Hand Rub</td>
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<tr>
<td>$498,760.59</td>
<td>Aumakua Holdings, Inc.</td>
<td>kupuspirits.com</td>
<td>Alcohol-Based Hand Rub</td>
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<tr>
<td>$471,718.00</td>
<td>Roberto’s Group Inc.</td>
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<td>Masks (Surgical)</td>
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<tr>
<td>$454,457.00</td>
<td>Lubrco</td>
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<td>Disinfectants, Cleaning &amp; Sanitizing Products</td>
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<tr>
<td>$444,300.00</td>
<td>JaleneKanani Inc.</td>
<td>jalenekanani.com</td>
<td>Gowns, Coveralls, Scrubs, Face Coverings</td>
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<tr>
<td>$409,200.00</td>
<td>Ma’eMa’e Hawaii LLC</td>
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<td>Disinfectants, Cleaning &amp; Sanitizing Products</td>
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<tr>
<td>$407,358.00</td>
<td>Hanalei Spirits Distillery Corp.</td>
<td>hanaleispirits.com</td>
<td>Alcohol-Based Hand Rub</td>
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<tr>
<td>$386,000.00</td>
<td>R &amp; M Reyes Enterprise LLC</td>
<td>rnmreyes.com</td>
<td>Disinfectants, Cleaning &amp; Sanitizing Products</td>
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<td>$357,202.68</td>
<td>H Nu Photonics LLC</td>
<td>hnnuphotonics.com</td>
<td>Other/Innovation</td>
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<td>$285,150.00</td>
<td>Lanikai Bath and Body LLC</td>
<td>lanikaibathandbody.com</td>
<td>Alcohol-Based Hand Rub, Cleaning &amp; Sanitizing Products</td>
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<td>$272,087.00</td>
<td>D&amp;L Fashion Inc.</td>
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<td>Gowns, Face Coverings</td>
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<td>$260,946.00</td>
<td>Kreative Kama’aina</td>
<td>kreativekamaaina.com</td>
<td>Face Coverings</td>
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<td>$245,015.00</td>
<td>Island Slipper</td>
<td>shop.islandslipper.com</td>
<td>Alcohol-Based Hand Rub</td>
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<td>$236,797.00</td>
<td>Lanikai Brewing Company LLC</td>
<td>lanikaibrewing.com</td>
<td>Gowns, Face Coverings</td>
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<td>$224,640.00</td>
<td>Kookaburra LLC</td>
<td>islandtraditions.com</td>
<td>Goggles, Face Coverings</td>
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<td>$215,250.00</td>
<td>Insight PPE LLC</td>
<td>insightppe.com</td>
<td>Eye &amp; Face Shields</td>
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<tr>
<td>$213,656.00</td>
<td>Fab Works</td>
<td>fab-works.square.site</td>
<td>Alcohol-Based Hand Rub</td>
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<tr>
<td>$212,500.00</td>
<td>Closet System Supply</td>
<td></td>
<td>Gowns, Face Coverings</td>
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<tr>
<td>$200,000.00</td>
<td>Friends of Waialua Robotics, Inc.</td>
<td>projects.waialuaro.botics.com</td>
<td>Cleaning &amp; Sanitizing Products</td>
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<tr>
<td>$92,050.00</td>
<td>Protection for Humanity</td>
<td>protectionforhumanity.com</td>
<td>Face Coverings</td>
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<tr>
<td>$60,220.00</td>
<td>Coradoras</td>
<td>coradorasables.com</td>
<td>Face Coverings</td>
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<tr>
<td>$45,979.63</td>
<td>Meli Wraps Inc.</td>
<td>meliwraps.com</td>
<td>Face Coverings</td>
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<tr>
<td>$38,170.00</td>
<td>Kahele Maui</td>
<td>kahelemaui.net</td>
<td>Face Coverings</td>
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<td>$33,792.00</td>
<td>Kauai Kookie</td>
<td>kauaikookie.com</td>
<td>Face Coverings</td>
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<tr>
<td>$28,655.00</td>
<td>Everything is Jake LLC</td>
<td>nickkuchar.com</td>
<td>Face Coverings</td>
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<td>$24,453.00</td>
<td>KaKini LLC</td>
<td>kaikini.com</td>
<td>Face Coverings</td>
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<tr>
<td>$15,000.00</td>
<td>Mask Up Kauai</td>
<td>maskupkauai.com</td>
<td>Face Coverings</td>
</tr>
</tbody>
</table>
Number of Companies Making Type of PPE

- Cleaning/Sanitary Products (2)
- Gowns (5)
- Alcohol/Hand Rub (8)
- Disinfectants (3)
- Respirators (1)
- Face Coverings (11)
- Masks/Surgical (2)
- Eye/Face Shields (4)
- Goggles (1)
- Other/Innovation (1)
PPE Daily Capacity Before & After Grants (in Units)
(Eye/Face Shields, Face Coverings & Gowns)

- **Face Coverings**: Before Grant - 3,700, After Grant - 20,000
- **Masks (Surgical)**: Before Grant - 0, After Grant - 100,000
- **N95 Respirators**: Before Grant - 0, After Grant - 40,000
- **Eye/Face Shields**: Before Grant - 700, After Grant - 15,000
- **Gowns/Coveralls/Scrubs/Caps/Shoe Covers**: Before Grant - 0, After Grant - 70,000

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

- **Disinfectants**: Before Grant - 0, After Grant - 15,000
- **Alcohol Hand Rub**: Before Grant - 300, After Grant - 3,000
- **Cleaning Supplies**: Before Grant - 0, After Grant - 15,000
“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
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

- Honolulu (26)
- Maui (3)
- Hawai’i (2)
- Kauai (5)
- All Counties (2)*

*company has facilities in multiple counties

Employment

- New Full-Time Employees (196)
- New Part-Time Employees (127)
- New Jobs Earning >$80K/Year (42)
- Jobs Saved (293)
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

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“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

kitv.com

bizjournals.com

newsbreak.com

hawaiinewsnow.com

bytemarkscafe.org

thinktechhawaii.com

governor.hawaii.gov

hawaiicounty.gov

tulsaworld.com

civilbeat.org

hawaiicovid19.com

dbedt.hawaii.gov

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