

# INNOVATION GRANTS

## PPE Supply Chain Manufacturers



**Final Report**  
**December 15, 2020**  
**#PPE4HI**

## Executive Summary

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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](https://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

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The Personal Protection 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.<sup>1</sup>

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

This program was 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.

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/](https://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](mailto:ppe@htdc.org)**

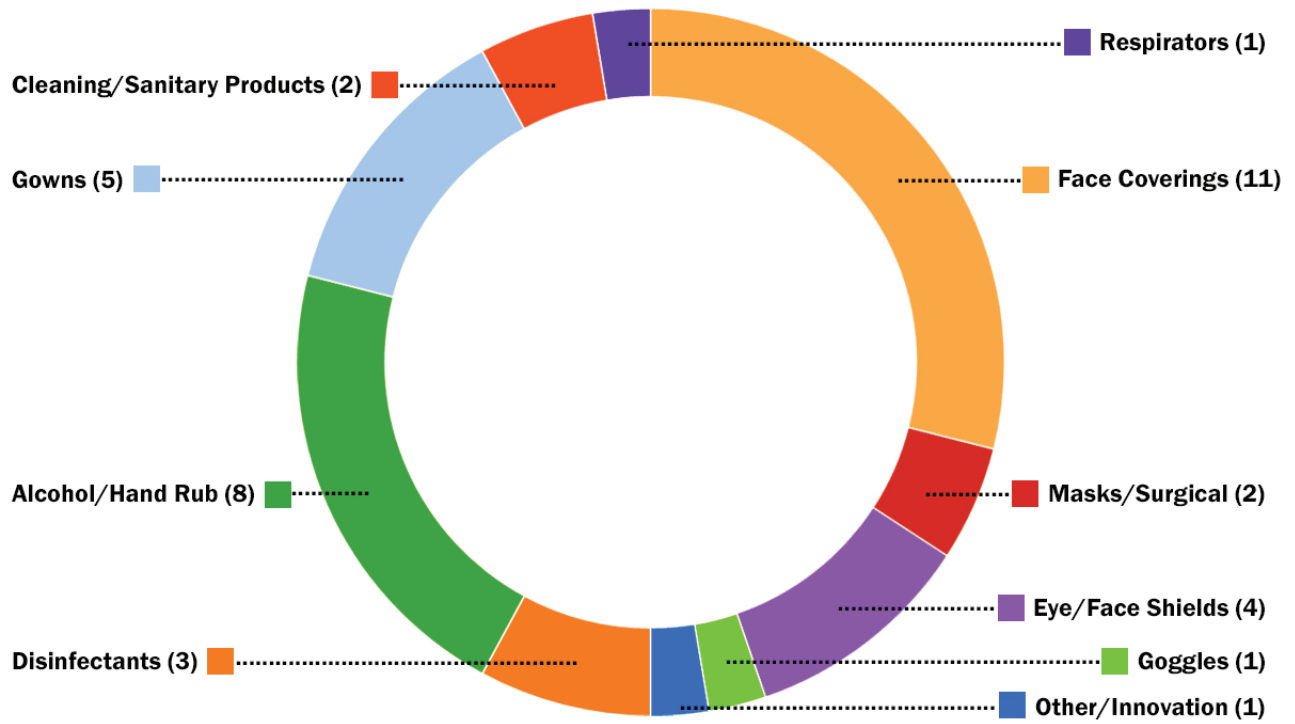
<sup>1</sup>[who.int/news-room/detail/03-03-2020-shortage-of-personal-protective-equipment-endangering-health-workers-worldwide](https://www.who.int/news-room/detail/03-03-2020-shortage-of-personal-protective-equipment-endangering-health-workers-worldwide)

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

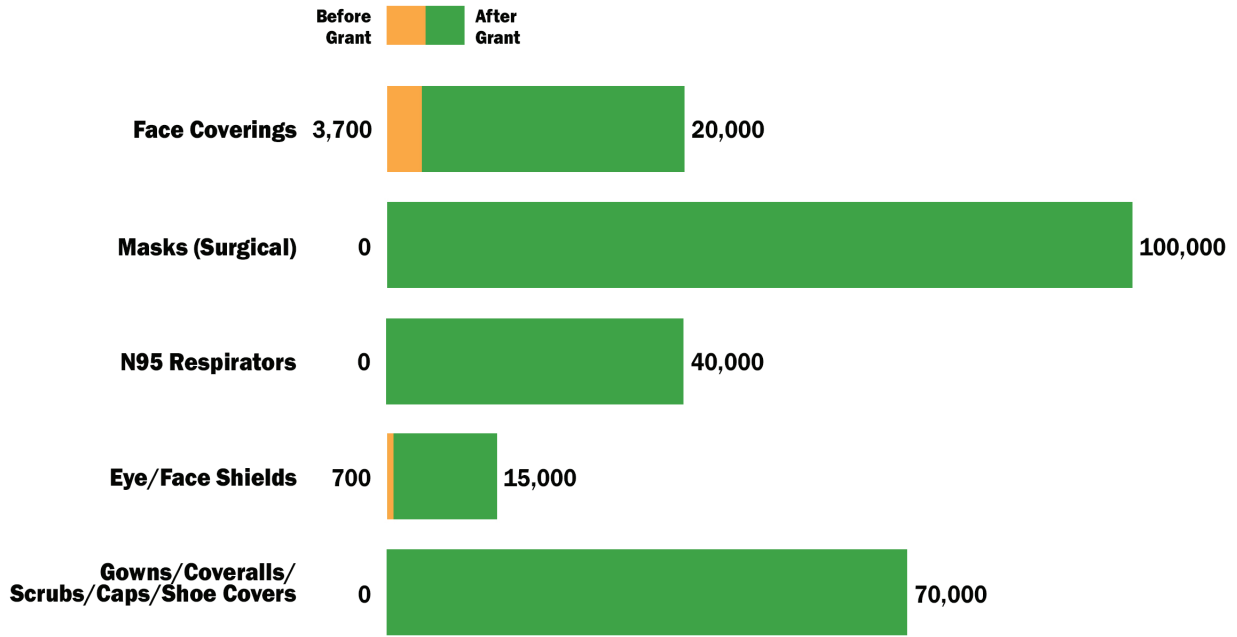
AMOUNT	COMPANY NAME	COMPANY WEBSITE	TYPE OF PPE (Verified)
\$500,000.00	Aloha Medical Supply of the Pacific	<a href="http://alohamedicalsupply.com">alohamedicalsupply.com</a>	Gowns, Masks, Face Coverings, Eye & Face Shields
\$500,000.00	Hawaiian Kine Trading Company LLC		Masks (Surgical), Respirators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



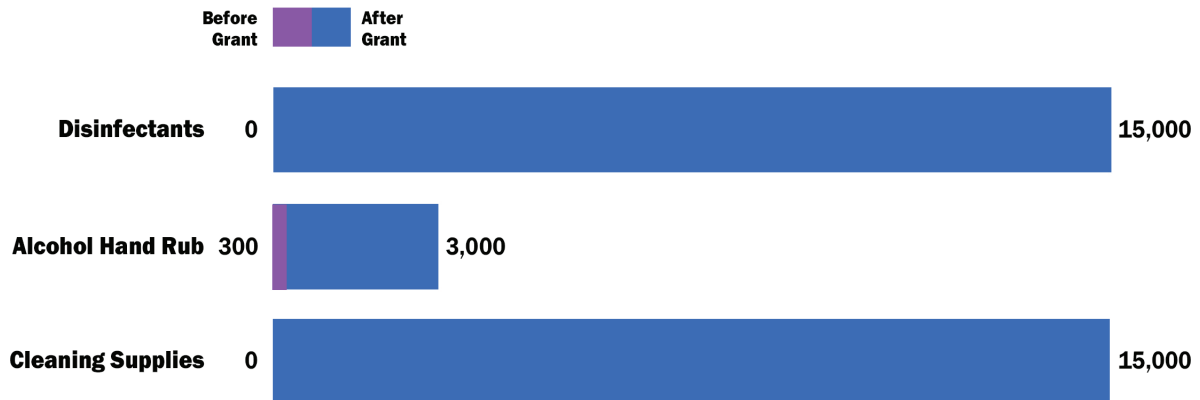
## Number of Companies Making Type of PPE



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



## PPE 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

**VAI PLASTICS**  
**INSIGHTPPE**  
**NOHO HOME**  
**POP-UP MAKEKE**  
**Fab Works**  
**NICK KUANE ART & DESIGN Co.**  
**HAWAIIAN FACE SHIELD PROTECTION for Humanity**  
**KAIKINI**  
**KREATIVE KAMA'AINA**  
**WAIALUA ROBOTICS SPECIAL PROJECTS**

**KAMANU COMPOSITES**  
**KOHANA HAWAIIAN AGRICOLE RUM**  
 LOCALLY CRAFTED ON Maui, Hawaii  
**KUPU SPIRITS**  
**LANIKAI**  
**ISLAND SLIPPER**  
**Meli WRAPS**  
**ALOHA MEDICAL SUPPLY**  
**HNU PHOTONICS LIGHT SOLUTIONS**  
**R & M REYES ENTERPRISE, LLC Home Medical Equipment Provider**  
**CORAD RABLES MADE IN HAWAII WITH ALOHA**

**BREWING LANIKAI COMPANY**  
**HANALEI SPIRITS™**  
**HNL MED**  
**KULEANA RUM WORKS**  
**HEMPTUARY HAWAII**  
**LUBRCO**  
**MASKUPKAUAI**  
**ALOHA HAWAII KO'OLAU DISTILLERY**  
**ANNE NAMBA DESIGNS**  
**Kauai Kookie**

# Grant Status

**79 Applications Received**

**51 Applications Reviewed**

**36 Companies Awarded**

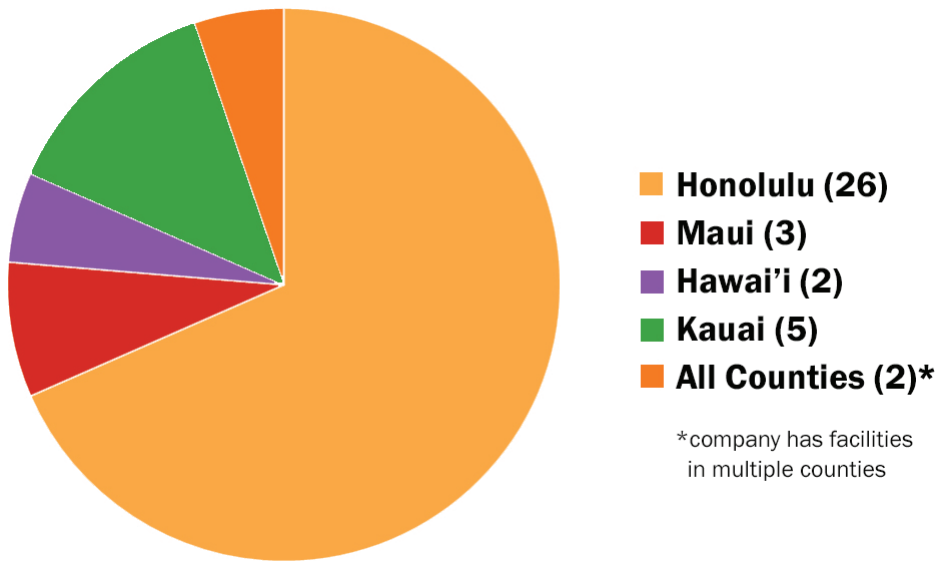
<b>Total PPE Grants Awarded</b>	<b>\$9,913,828.90</b>
<b>PPE Admin, PR/Marketing, Auditor</b>	<b>\$86,171.10</b>
<b>Total Awarded</b>	<b>\$10,000,000.00</b>





# Economic Impact

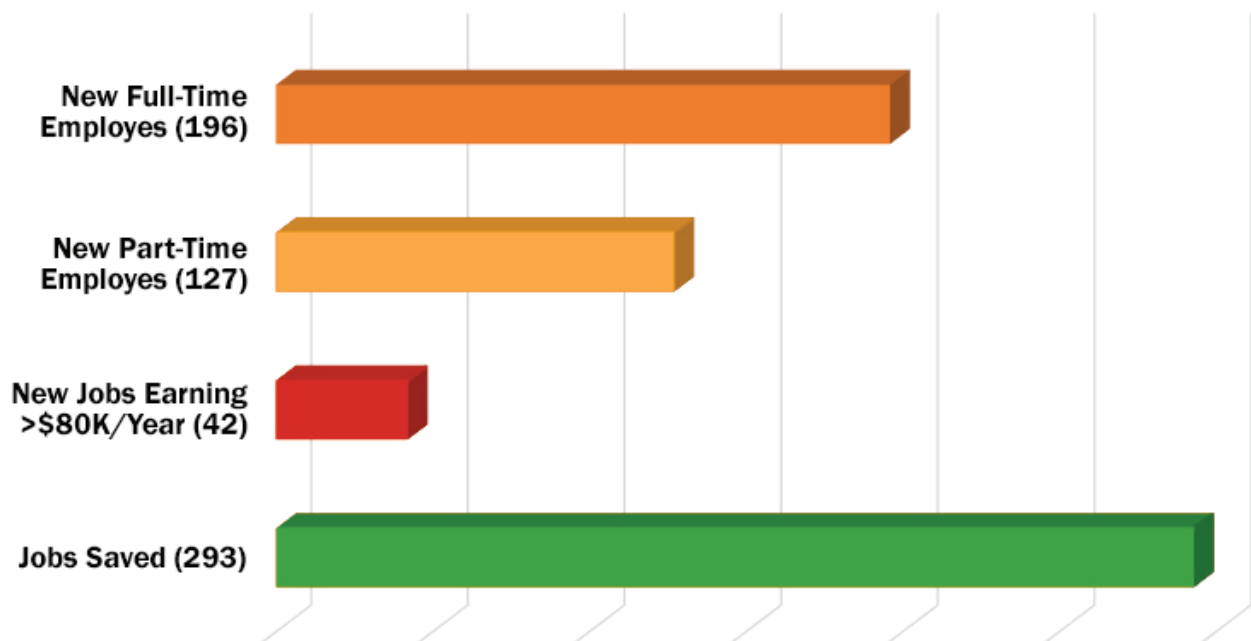
## Awards by County



\*company has facilities in multiple counties



## 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

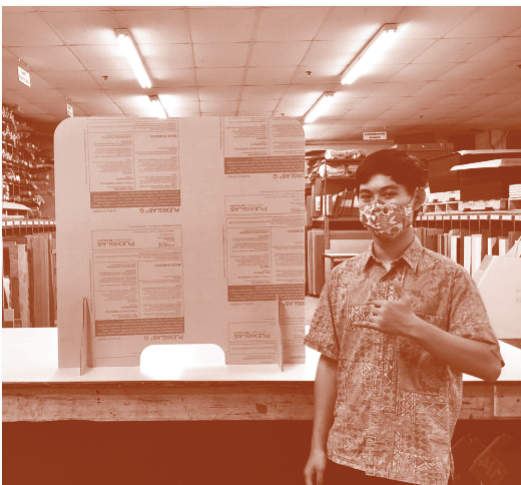


## Partners

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

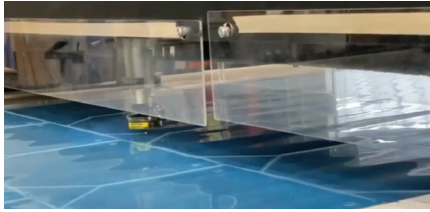
**Bishop & Company** awarded \$27,480 for temporary staffing to assist with processing applications  
**Mana Means** awarded \$8,554.50 for marketing/PR assistance  
**KMH LLP** retained for \$50,000 for Auditor non-attest compliance monitoring services



**“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



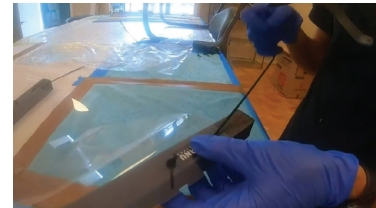
[kitv.com](http://kitv.com)



[bizjournals.com](http://bizjournals.com)



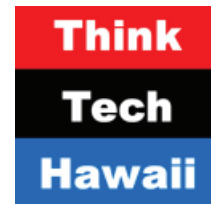
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HONOLULU  
CIVIL BEAT

[civilbeat.org](http://civilbeat.org)



**COVID-19**  
HAWAII STATE DEPARTMENT OF HEALTH

[hawaii-covid19.com](http://hawaii-covid19.com)



[dbedt.hawaii.gov](http://dbedt.hawaii.gov)

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