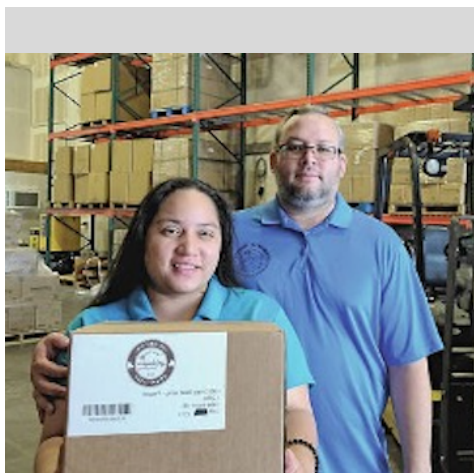




Kamakani

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Hawai'i Small Business Development Center O'ahu Center Newsletter



Hawaiian Kine Trading Co Adds Manufacturing Facility

Dallas and Sean Stewart started Hawaiian Kine Trading Company LLC almost by accident.

“Being a distributor wasn’t on the radar, we weren’t even looking to be a business,” Dallas recalled. “One day Sean’s cousin said, ‘Hey, I am looking to create a wholesale side for my bakery, would you help me do that?’”

Based on their extensive

Aloha Andra,

Welcome to the HISBDC O’ahu Center newsletter. We are pleased to welcome Zachary Oliver, EdD as a new O’ahu team member and Senior Business Advisor. Zach has already provided valuable assistance to a number of O’ahu Center client businesses, and we are pleased to have him on board.



We are also pleased to acknowledge Senior Business Advisor Dennis Wong as the 2021 Hawai’ii SBDC State Star - well deserved.

Lastly, please also note our new office location in Kaka’ako. We will announce when we resume meeting with clients in person. As always, your comments are welcomed.

Joseph Burns
Associate Sate Director

[COVID-19 Federal Resources](#)

experience in supply chain management and retail distribution, they placed the bakery products in a local gas station store chain. The Stewarts started receiving similar requests from other brands, and in 2018 they launched Hawaiian Kine Trading Co., which focuses on sales and distribution for Hawaii-based manufacturers. The following year, they introduced Snack Hui, a separate entity that helps brands develop recipes and bring products to market. Together, Hawaiian Kine Trading and Snack Hui provide a retail distribution pathway for local brands.

When the state announced the PPE Supply Chain Innovation Grant in 2020 to reduce reliance on shipped-in PPE, the Stewarts recognized an opportunity to manufacture face masks and distribute them through their existing business-to-business and retail networks. They turned to the O'ahu SBDC for assistance with the grant application, including budgeting/narrative and sales projections.

Their application was successful, and they received sufficient funding to purchase the machinery and configure a manufacturing facility in a dedicated clean room and currently are manufacturing N95 and surgical masks for local distribution and sale. Their N95 mask is pending National Institute for Occupational Safety and Health (NIOSH) certification, which will allow for wider use. The O'ahu SBDC is currently assisting with an export development plan in conjunction with the Hawai'i State Trade Expansion Program (HISTEP) program.

"Hawaiian Kine Trading owes its ability to survive, thrive, and pivot towards a new manufacturing capability from the guidance and support received through HISBDC. We went into the application process without



Dennis Wong Named America's SBDC Hawai'i State Star for 2021

Dennis Wong, a Senior Business Advisor in the O'ahu Center was recently recognized as the Hawai'i 2021 State Star. The national network of Small Business Development Centers (America's SBDC) honored 2020 and 2021 State Star winners from around the country during a virtual awards ceremony. The State Star award, the highest accolade for SBDC employees, recognizes exemplary performers. One person from every state and U.S. territory is selected for the award each year. Winners are traditionally feted at the national America's SBDC conference every fall. Due to COVID-19, the conference was held virtually for 2020 and 2021, leading to the separate live streamed event to celebrate State Stars for both years. Hawai'i did not have a State Star in 2020 due to the COVID-19 pandemic.

Congratulations and well deserved.

Zachary Oliver Assumes O'ahu Senior Business Advisor Position



We are also pleased to welcome Zachary Oliver, EdD, to the Hawai'i SBDC as a Senior Business Advisor in the O'ahu Center. Over the last 20 plus years, his career has included diverse elements such as owning and operating small businesses, providing management consulting and coaching services to small businesses to help them improve operations/profitability, and working overseas. Over this same time he was also a business management and leadership professor and university administrator.

Dr. Oliver's formal education includes a BA in English from the University of California, Berkeley, an MBA from Argosy University, Honolulu, and an EdD in Organizational Leadership from Argosy University. He is a published author of several books but describes himself as a perennial student. We look forward to Dr. Oliver joining the team and assisting local businesses to form, grow and thrive.

previous grant writing experience with nothing more than a mission to support the PPE needs of Hawai'i and our B2B clients who remained open throughout the pandemic. Joe Burns guided us through the complex grant requirements, which enabled us to submit a comprehensive and compelling proposal", said Dallas, with respect to the assistance received from the O'ahu SBDC.



Contact Us

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info@hisbdc.org

(808) 945-1430

"Drive the Economic Sustainability of Hawai'i by Assisting Businesses to Form, Grow and Thrive"



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New Office Location



The O'ahu Center of the Hawai'i SBDC is pleased to announce the opening of our new office suite in the 677 Ala Moana Building in Kaka'ako. After more than

a year of working remotely, we are looking forward to resuming our work in the office, as well as resuming client meetings under strict health guidelines from the University of Hawaii and the CDC, such as social distancing and wearing face masks. We will also provide hand sanitizer and face masks to visitors who may need them. The office will also undergo regular cleaning and disinfecting.

We chose this central location in Honolulu in order to be more accessible to our clients. While our previous location in Mānoa was pleasant, traffic and limited road access sometimes made it inconvenient for our clients to meet with us in person.

We also chose this location to be near some of our strategic partners such as the US Small Business Administration (SBA), Hawai'i Technology Development Corp. (HTDC), Innovate Hawai'i, Pacific Gateway Center, Foreign Trade Zone #9, and the Hawai'i Pacific Export Council, among others. This location is also not far from Honolulu Hale, the state legislature, the governor's office and the Department of Business Economic Development and Tourism (DBEDT).

The Hawai'i Procurement Technical Assistance Center (HIPTAC) is co-locating with us in our new office. Their mission is to assist businesses with local, state and federal government procurement, and we work closely with them in providing appropriate business advisory services these companies. More than 20 PTACs are located in SBDC offices on the U.S mainland because it is an effective and efficient arrangement.

We look forward to resuming operations in our new location soon. For existing clients, please contact our office or your Business Advisor directly to make an online appointment. For startups or existing businesses, please register on our website to begin the process. Thank you for your interest and continued support!

Calendar

[09/13/2021: Live! SBA Resource Day at American Savings Bank, Waipahu Branch - sign up here](#)

[09/21/2021: CMMC - A Primer, Cybersecurity Maturity Model Certification Framework and Compliance, Levels 1-3](#)



[10/12/2021: How to Start a Business in Hawaii - register here](#)

In the News

[How Much Should I Charge for My Product or Service?](#)

[10 Things Entrepreneurs Should Never Say to Potential Investors](#)

[Why Empty Offices Aren't Being Turned into Housing, Despite Lengthy Vacancies](#)



Quote of the Quarter

"Do not let what you cannot do interfere with what you can do"

-John Wooden



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Hawai'i SBDC Network | Manoa Innovation Center, 2800 Woodlawn Drive, Honolulu, HI 96822

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