



Director's Report - DRCI

December 2022

<u>Entrepreneur Program Update</u> - There are currently 8 *Program Companies* in the Don Ryan Center with 2 additional GROWTH prospects going through the diligence phase.

- STARTUP companies
 - 1. Hull & Husk
 - 2. Hilton Head Coffee Roasters
 - 3. Wheeler Trucking (Hardeeville)
- HEROES companies
 - 1. Pourzilla (STARTUP)
 - 2. OPFOB (STARTUP)
 - 3. Elite Support Americas (STARTUP)
- GROWTH
 - 1. MXM Productions
 - 2. Barbers of the Lowcountry
 - 3. Prospect X
 - 4. Prospect Y
 - Standing meetings with every company at least 2 times per month
 - Multiple screening calls with leads that are interested in learning about our Programs

Operations

- Participated in Tree lighting and Christmas Parade
- Attended Beaufort County School District Tour of eviCore
- Our program customer, ESA and DRCI Mentor represented ESA at their first international conference. Their vision is to become the world's most preferred tactical pilot training firm
- Attended various markets/farmers markets in Bluffton to speak to entrepreneurs about DRCI Programs

Mentor Program

• 62 Mentors

Partnerships

Hardeeville

- Working with City of Hardeeville to cross-pollinate social media sites DRCI/HDV
- HDV Newsletter
- Gave an update to Hardeeville City Council
- Participated and presented at Hardeeville Resource Consortium

BlacQuity

Working on scheduling 2023 classes and office hours

Beaufort County Economic Development Corporation

- Working with them on multiple projects
- Sponsoring and promoting 2023 Converge Conference that's planned for January

Jasper Chamber

• Planning weekly office hours for Hardeeville/Jasper County at Jasper Chamber

SCORE

• Working on 2023 Chapter meeting schedule at The HUB

Greater Bluffton Chamber

- Planning GBCC events at The HUB for 2023
- Scheduled Lunch and Learn at The HUB for March 7th

Beaufort Digital Corridor

Working on TechStars Event for March 2023

Beaufort County Senior Leadership

Working with Clinton Hallman planning Leadership Day at The HUB

HHCA

- Held "Shark Tank" event at The HUB for HHCA Entrepreneur Class DRCI Staff were judges
- Planning another Shark Tank for the Spring

HHI Chamber of Commerce

Networking at Conversations & Cocktail event

Marketing

- Working with Town of Bluffton to cross-pollinate social media sites DRCI/TOB
- Social Media
- Newsletter

Planning 2023 repeating scheduled events

• "How I Built It"

 A monthly event where successful businesspeople tell their story about how they started and grew their company. Launching in March 2023 with Greg Parker

• "Business Health Check Up"

- Complete online business health checkup questionnaire and schedule a meeting to go over the health of your business, discuss strategies.
- o Feeder to one of our STARTUP or GROWTH Programs
- Phase one of the program starts January 2023

• "Pre-START"

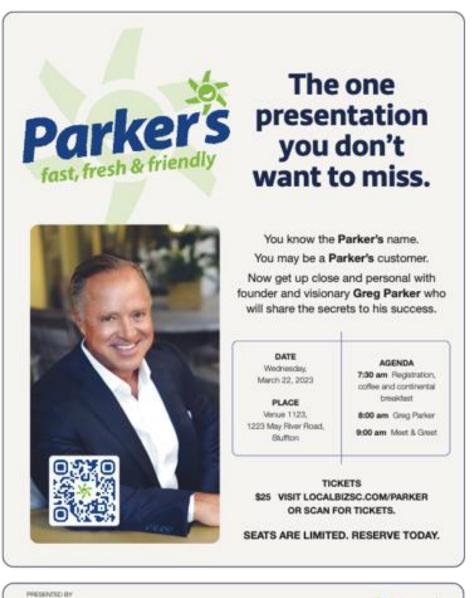
 A quarterly event where we go explain things to consider when starting your business

Board of Directors Meeting

- Recruiting a new board member to replace Nate Van Epp
- Reviewing member attendance
- Reviewing ex-officio members and possible reshuffle based on more flexibility after recent By-Law modifications

December Highlight

The DRCI will be launching the "How I Built It" Series in March with Greg Parker. This will be a monthly series featuring successful businesspeople telling their story on how they started and grew their business.







WATCH FOR THE HOW I BUILT IT SPEAKER EVENTS, HOSTED BY DON RISK CENTER IN 2023

