
Director's Report – DRCI

June 2023

Entrepreneur Program Update - There are currently 14 *Program Companies* in the Don Ryan Center with several others in the pipeline

- STARTUP companies
 1. Hilton Head Coffee Roasters
 2. Wheeler Trucking (Hardeeville)
 3. Capital Chiropractic (Hardeeville)
 4. Prime IV Hydration
 5. Hardee Greens (Hardeeville)
 6. Gullah T's n Tings (BlaQuity graduate)
 7. CheckPoint Software
- HEROES companies
 1. Elite Support Americas (STARTUP)
- GROWTH
 1. MXM Productions
 2. Barbers of the Lowcountry
 3. Universal Bookkeeper
 4. LoCone
 5. Custom Audio Visual
 6. Beach City Tires

Four companies finished their engagement with DRCI in June:

- Crossflight Sky Solutions (GROWTH)
- OPFOB (HEROES – STARTUP)
- Hull & Husk (STARTUP)
- Effervescence YogaSpa (GROWTH)
 - May start back in Fall
- Standing meetings with every company at least 2 times per month.

- Multiple screening calls with leads that are interested in learning about our Programs.
- Kickoff meeting with new GROWTH company Beachside Tires & Audio
- Signed paperwork for STARTUP customer ChangePoint software. Likely start in July
- Initial call with Synergy and set up Diligence meeting
- Initial call with Petitek and set up Diligence meeting
- Met with Phytogenix and set up Diligence meeting
- Ongoing conversation with Jamie Harrison about Diligence meeting

Operations

- DRCI Board meeting was held on June 8
- Updated DRCI annual report
- Updated DRCI bylaws to allow up to 10 ex-officio members
- Updating DRCI job positions for HR
- Staff attended TOB Hurricane preparedness meeting
- Re- negotiated and downgraded HubSpot contract for an annual savings of 30%
- Attended Zoom meeting with Frank DuRoss (MVCC) and Kelly Ramirez (Providence College) about Don Ryan Center @ Providence College
- Reviewed DRCI graduate companies to see who is still in business
- Training on Execu-time software per TOB requirement
- Upcoming meeting with DRCI finance committee to discuss forecasts, budget and possible DRCI endowment contribution
- Attended Encompass ribbon cutting

Mentor Program

- 70 Mentors

Partnerships

Hardeeville

- New multi-year contract execution should occur in July
- Working with City of Hardeeville to cross-pollinate social media sites DRCI/HDV
- HDV Newsletter
- Presented at Hardeeville City Council Meeting
- Kickoff Meeting with new Hardeeville STARTUP Hardee Greens

BlacQuity

- Ongoing classes at DRCI
- Kickoff meeting with BlacQuity graduate Gullah T's n Tings for STARTUP Program
- Attended BlacQuity graduation

Beaufort County Economic Development Corporation

- Working with them on multiple projects
- Attended BCEDC Board Meeting
- Attended Buckwalter place economic development meeting with Chris Foster, Heather Colin, John O'Toole and applicant
- Attended Hull & Husk meeting with Jared Jester & BCEDC John O'Toole and Charlie Stone
- Working with Palmetto EMC on their "Bright Stars" program
- Attended presentation of Pacer.AI software (shared info with BCEDC John O'Toole)
- Discussion with John O'Toole BCEDC regarding possible expansion and school locations for Barbers of The Lowcountry

Holistic Chamber of Commerce

- Hosted and spoke at the Holistic Chamber of Commerce's event at The HUB

SCORE

- Working with SCORE to schedule their Minority Small Business Program Presentation in August

Greater Bluffton Chamber

- Scheduled lunch and learns at The HUB thru November
- Renewed membership

BusinessATTRACT

- Attended BusinessAttract monthly meeting
- Planning Fall 2023 event with us and BCSD - Aerospace, manufacturing and Healthcare focus

Marketing

- Working with Town of Bluffton to cross-pollinate social media sites DRCI/TOB
- Social Media
- Donated DRCI swag bags to Paddle the May event

Board of Directors Meeting

- Introduced 3 new ex officio board members at the June board meeting
- Latoya Salters appointed to DRCI Board