
Director's Report – DRCI

January 2023

Entrepreneur Program Update - There are currently 10 *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)
 4. Capital Chiropractic (Hardeeville)
- HEROES companies
 1. Pourzilla (STARTUP)
 2. OPFOB (STARTUP)
 3. Elite Support Americas (STARTUP)
- GROWTH
 1. MXM Productions
 2. Barbers of the Lowcountry
 3. CrossFlight
- 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

- Working on Business Health Check/Better Call Paul campaign. Launching end of month
- Continued work on “How I Build It” series launching in March with Greg Parker from Parker’s
- Attended several GBCC and HHI Chamber events
- DRCI staff attended Parker’s Kitchen ribbon cutting, meet Chief Babkiewicz and Reflection Plaza ribbon cutting
- Due Diligence meeting for potential 4 GROWTH companies - The Ice Cream Cone (Lowcountry Cone), Fusion Fit, Effervescence Yoga, Universal Bookkeeping
- Due Diligence meeting with potential Hardeeville STARTUP Capital Chiropractic
- Kickoff Meeting with new GROWTH customer CrossFlight (they were a STARTUP customer a few years back and are back at DRCI for GROWTH)
- Due diligence calls with High Sewciety and Pime IV Hydration for STARTUP

Mentor Program

- 62 Mentors

Partnerships

Hardeeville

- Working with City of Hardeeville to cross-pollinate social media sites DRCI/HDV
- HDV Newsletter
- Due Diligence Meeting with Capital Chiropractic. Signed them up for STARTUP
- Several Calls with Rapid Response Power Wash. Interested in STARTUP Program but has not committed yet

BlacQuity

- 2023 classes and office hours are scheduled at DRCI

Beaufort County Economic Development Corporation

- Working with them on multiple projects
- Sponsoring and promoting 2023 Converge Conference that's planned for January
- Attended BCEDC 2023 Strategic Planning meeting

Jasper Chamber

- Planning weekly office hours for Hardeeville/Jasper County at Jasper Chamber
- Cross-pollinating DRCI/Jasper Social Media

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
- Attended Coffee and Connection

Beaufort Digital Corridor

- TechStars Event for March 2023 – David will be a judge

Beaufort County Senior Leadership

- Working with Clinton Hallman planning Leadership Day at The HUB in February

HHCA

- Planning to teach a prep day for Shark Tank at HHCA in March
- Shark Tank planned at The HUB on March 22nd

HHI Chamber of Commerce

- Networking at Conversations & Cocktail event

Lowcountry Council of Government

- Met with Tony Pollen. This is his slow season right now but will reach out in the Spring to hold some office hours here at DRCI

Marketing

- Working with Town of Bluffton to cross-pollinate social media sites DRCI/TOB
- Social Media
- Newsletter
- “How I Built It” is starting to be advertised. Ad in Local Biz. Several posters will be going up around town and in every Parker’s locations.

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.
 - Feeder to one of our STARTUP or GROWTH Programs
 - Phase one of the program starts January 2023
 - This program was based off a suggestion from Councilwoman Frazier at DRCI’s update to Council, October 2022.
- **"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
- Reviewed member attendance. Contacted inactive members to gauge their level of interest.
- Reviewing ex-officio members and possible reshuffle based on more flexibility after recent By-Law modifications

January Highlight

Discover your blind spots, inefficiencies and limitations with our Business Health Check

If you're not getting enough sleep, you're stressed or working through some personal problems, you're simply not functioning as well as you could be.

And your business is the same.

Your strategy may be perfect, but if the execution is letting you down you need to know about it, so you can address the situation and improve the health of your business.

Our Business Health Check process has been developed to do just that

You are probably busy running your business. But have you really thought about how your business is doing?

The DRCI has created a questionnaire on our website designed to make business owners stop and think about the health of their business. Once the questions are answered there is an opportunity to schedule an appointment with Paul Arvantides, VP of Innovation, to go over the answers, get simple business advice and see if one of our programs is a good fit for them.



BUSINESS HEALTH CHECKUP?

"Better Call Paul!"

PAUL ARVANTIDES
VP of INNOVATION

(843) 540-7039

CALL PAUL NOW!


DON RYAN
CENTER FOR INNOVATION

www.donryancenter.com/paul

The advertisement features a man in a suit pointing towards the viewer. The background is split into red and yellow horizontal bands. The text is bold and clear, with the phone number and website URL prominently displayed.