



Director's Report - DRCI

December 2021

Staffing

- Katherine Reilly – Intern back at DRCI during Winter break

Mentor Program

- 63 Mentors

Board of Directors Meeting

- Recruiting a new board member to replace Nate Van Epp
 - Prefer a minority candidate

Grant Activity

- Met with SC Office of Innovation about questions about our proposal from the grant proposal reviewers
- Prepared and submitted updated slides for our grant proposal

Entrepreneur Program Update - There are currently 9 companies in the Don Ryan Center

- STARTUP companies
 1. LapApp Reader
 2. Utilitas
 3. Bilt 4 Life
- GROWTH companies
 1. Greenbug
 2. Phlebo on the Go
- HEROES companies
 1. Pourzilla (STARTUP)
 2. OPFOB (STARTUP)
 3. Legal Notification Services (GROWTH)
 4. Wooden Loft (STARTUP)

Graduated Companies in December

1. BeachBiscuit (STARTUP)
2. Old Town Bluffton Inn (GROWTH)

3. TalkOne Radio (GROWTH)

Leads

- Met with Underground Burrito (STARTUP candidate)
- Met with Stable Stool (STARTUP candidate)

Misc

- Created first prototypes using FAB equipment

HEROES Program Activity Update

- Met with 2 potential HEROES for January
- Participated in several national pod casts talking about transitioning military and
- HEROES Program Direct elected to Board of Directors for OPFOB
- Outreach to Marine Corp Recruit Depot (MCRD – Skillbridge)
- On-boarded 1st DRCI customer with Bluffton bookkeeper and palmetto state bank for the new small business track program partnership

Program Pipeline KPIs

- 79 Leads
- 15 Opportunities
- 16 Closed

Marketing / Operations

- Social Media
- Newsletter
- Responsible for Bluffton Middle School Band and MC Reilly Choir at Christmas Tree Lighting Ceremony
- Responsible for Band staging area for Christmas Parade
- Attended and spoke at USCB's Ambassadors for Bluffton Seminar
- Created "Wall of Fame" of program customers at The HUB
- Hosted Administration and Finance Holiday Party
- Working on Partnership with Michelle Green from ELK 3d to host industrial 3d printer at The HUB's FAB
- Completed Front Desk Safety and Security Training
- Working with Beaufort County Senior Leadership to host and speak at Economic Development Day in February
- Re-connected and improved relations with Bluffton Chamber to partner with them for events in 2022

Hardeeville Partnership

- 2022-2025 Hardeeville proposal sent to Hardeeville Town Manager
- Presented of year program review and metrics to Hardeeville Town Manager
- Ongoing bi-weekly meetings
- Social media posts
- Coffee and donuts with First Responders – planning for January

HUB Meeting Room Rentals

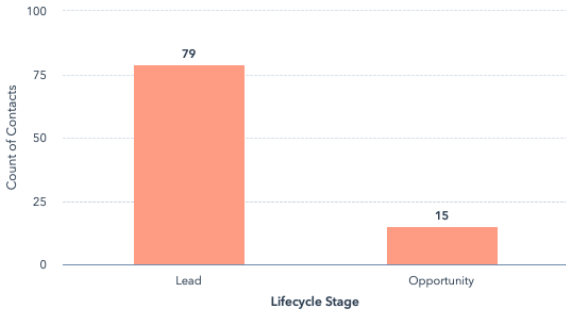
- Pierce Real Group to rent conference room 1st quarter 2022

Key Performance Indicators 2021 YTD

2021 Leads and Opportunities

Date range: This year so far

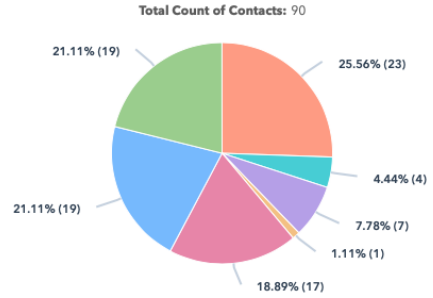
Count of Contacts



Program Interest

Date range: This year so far

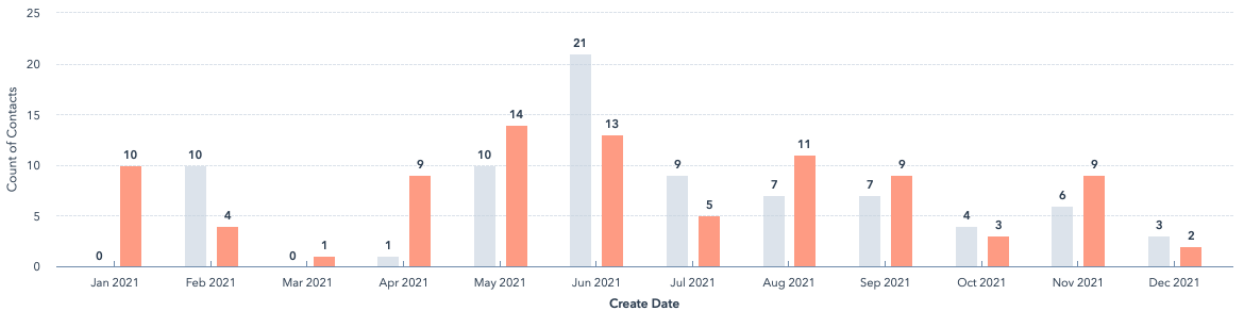
(No value) GROWTH HEROES MENTOR PRE-START
RESILIENCY STARTUP



Opportunities by Month

Date range: This year so far | Frequency: Monthly

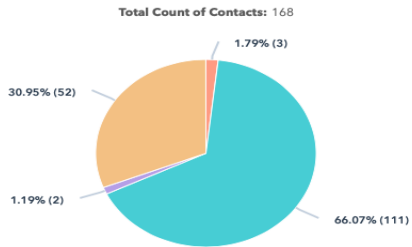
Last year Count of Contacts



Segment Interest

Date range: All time

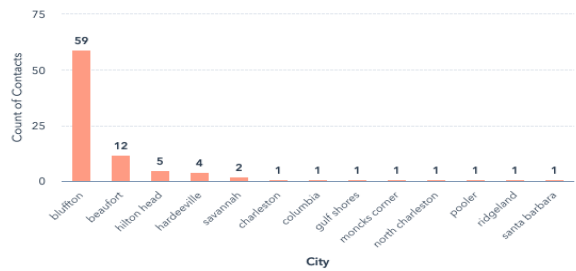
(No value) General Hardeeville HEROES



Lead Tracking By City

Date range: This year so far

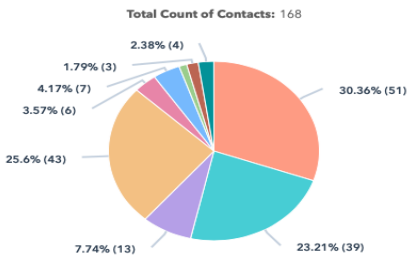
Count of Contacts



Lead Tracking

Date range: All time

(No value) Consult Enrolled Follow Program Complete No Fit
N/A Not Ready Ready



Prospect Gender

Date range: This year so far

male female



DRCI Prospect Funnel

