



Don Ryan Center for Innovation

Mike Levine, CEO

Year in Review

January 12, 2021

THE HUB

HUB construction completed, awaiting guidance on opening to public



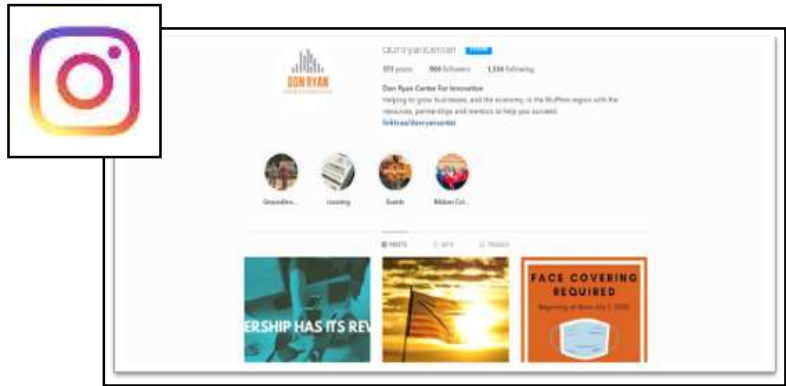
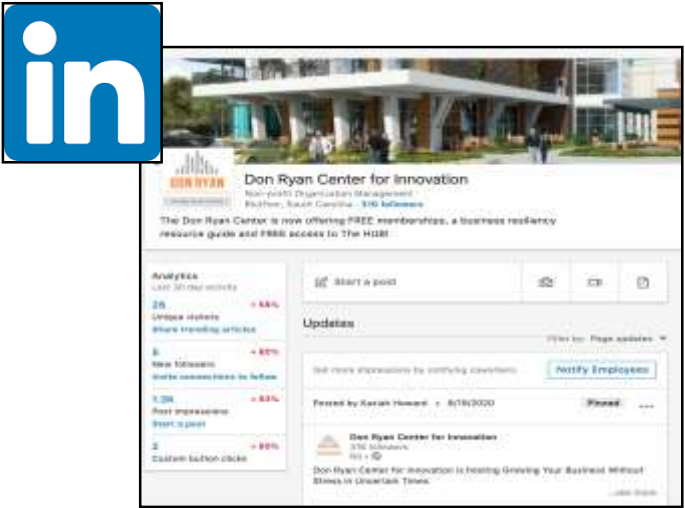
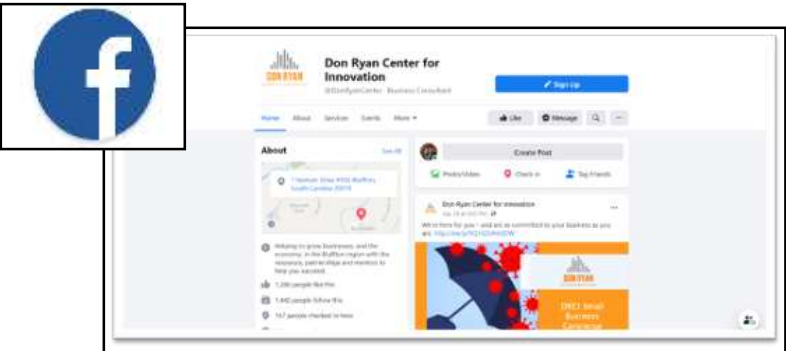
Strategic Technology Platform Stack for DRCI to Grow and Scale

- ✓ New DRCI website
- ✓ Facility management
- ✓ Implemented HubSpot
 - Customer Relationship Management (CRM) Module
 - Marketing Relationship Management (MRM) Module
- ✓ BaseCamp Project Management
 - Manages all communications, documents, action items, mentors and goals for program companies
- ✓ Reporting of Key Performance Indicators (KPIs)
 - Per Board of Directors finance working group

STRATEGIC MARKETING PROGRAM



Robust, Engaging and Comprehensive Marketing Plan



This Is How Drive Our Business Results

DRCI ELEMENTS

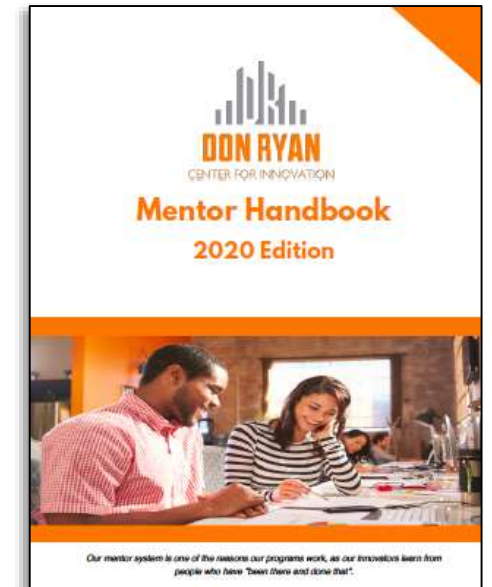
Membership



Programs



Mentorship



DRCI ELEMENTS METRICS

	Beginning of 2020	End of Year	% Increase
Membership	114	501	439%
Mentors	20	39	195%
RESILIENCY	0	53	530%
STARTUP	0	6	600%
GROWTH	0	2	200%
Program Graduates	0	1	100%

In 2021 no charge membership will continue and operate as a feeder into our programs and act as the business communication vehicle for our region

SIGNIFICANT STRATEGIC INITIATIVES ACHEIVED



- 1) City of Hardeeville has entered into an agreement with DRCI for a one-year exploratory partnership. \$40,000 annual fee.
- 2) DRCI has been awarded the SC Department of Commerce Relentless Challenge Grant (RCG) in the amount of \$55,000. Matching funds required to receive grant funding.



Both financial initiatives were unplanned at the beginning of 2020

PARTNER ORGANIZATIONS





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