



Date: March 31, 2016

Memo To: Town of Bluffton Town Council; Don Ryan Center for Innovation Board of Directors; Marc Orlando, Town Manager

From: David Nelems, Don Ryan Center for Innovation Executive Director

RE: MARCH 2016 DON RYAN CENTER FOR INNOVATION REPORT

CENTER OPERATIONS

- Multiple meetings with **Marc Orlando** and/or **Trisha Greathouse** regarding **DRCI budget**.
- Multiple calls/meetings with **Chairman Matt Green** about various **growth opportunities**.
- Call with **Finance Committee** regarding budget.
- Meeting with **Strategic Growth Committee**.
- **2016 Golf Fundraiser** Kickoff meeting and second meeting.
- Meetings with various Town and School officials regarding **possible trailer space for DRCI temporary home**.
- Met with new mentor/pitch pool member **Randy Boehme**.
- Met with **Jared Jester** and Brian Andrews.
- Second meeting with new mentor/pitch pool member **Brian Andrews**
- Revised **license agreement and billing procedures** (with TOB Finance Dept.) for new innovators to ensure more timely monthly payments.
- **Monthly educational session** with four women panelists on how they have been successful in business. **30 people in attendance**.
- Launched small/short-term **membership drive** through Smart Marketing Communications and Facebook.
- **Updated DRCI Golf website**.
- **Updated DRCI website**.
- Meeting with **David Sklar** about layout and **upfit plans/costs of new DRCI space**.

INNOVATORS

- Currently there are **10 innovators** in the Center.
- **CERAS and Taylor Offshore** will **complete the program** at the end of **April**.
- Met with **every innovator at least once** (some multiple times) during the month.

- Coordinating prototype development for Bluffton based **Elongator**. Twice weekly Videoconference design meetings with the Southeastern Institute for Manufacturing Technology in Florence, SC. **First prototype to be installed on truck week of April 4th**.
- Helped Bluffton-based **Monroney Labels** secure a strategic alliance with **NADA** (National Automobile Dealers Association.)
- Met with **two potential innovators**.
- Multiple **calls and videoconferences with Clemson**.
- Kickoff meeting with new innovator **Tip Toes Custom Shoes** (HHIEDC Competition winner) (Bluffton).
- Kickoff meeting with new innovator **Elev8 Bicycles** (Hilton Head).
- Kickoff meeting with new innovator **Blatchley Power** (Ridgeland).
- Kickoff meeting with new innovator **My Life's Message** (Bluffton).
- Working on new **Elongator website**.

OUTREACH, STRATEGIC RELATIONSHIPS

- Internal Strategy meeting with Jay Martinez, **Waddell Director Al Stokes**, DRCI Board members Michael Mathews and Larry Hughes about possible **Mariculture - Economic Development opportunities**.
- Monthly call with all **Clemson Technology Village Directors**.
- Held **5th SCAD educational** session in Savannah. Two more sessions this Spring.
- Judge at the Creative Coast **"Fast Pitch" Competition**.
- Met with representatives from USCB about partnering on the **"Celebrate Bluffton" app**.
- Met with two **new mentors** for the DRCI.
- Monthly call with **Clemson Technology Village Directors**.
- **Speech about 3d printing** to all 7th and 8th graders at **Cross School**.
- Meet and greet with **eviCore CIO Ellen Clarke**.
- Meeting with Kathleen Mercier from eviCore about **DRCI space transition/expenses**.
- Taped an audio and video podcast interview with **The Creative Coast in Savannah**.
- Appointment with Kathryn de Ridder-Vignone Director of **Hartsville incubator**.
- Beta tester for SC Dept. of Innovation **"Innovation hub" website**.
- Meeting with Greg Juedes about partnering on **"Girls Who Code" program**.
- Call with representatives from **The Creative Coast** about **partnership opportunities**.
- Created **"Entrepreneurship In Residence"** agreement for Josh Hale and David Sklar.

TOWN OF BLUFFTON OPERATIONS

- Attended **Senior Staff** meetings.
- Attended Town bowling event.
- Attended "Getting' Out Plaid on" planning meeting.

