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Don Ryan Center for Innovation  
7 Venture Dr. #100  
Bluffton, SC 29910

(843)540-0405

Over the past two years the City of Hardeeville and the Don Ryan Center for Innovation have established and grown a partnership for entrepreneurship and small business development. More Hardeeville-based companies are becoming engaged. More educational events have been created to build awareness. Each year the success of the partnership grows.

This letter outlines a continued partnership to further enhance and deepen the relationship.

## **Partnership Proposal**

*This proposal continues what was established in Year One and two:*

- 1 voting Board member and Alternate from the City of Hardeeville that has been added to the Don Ryan Center Executive Board in accordance with Center's bylaws. Representation will be selected by the City Manager.
- 1 Non-voting Board member from the City of Hardeeville will be added to the Don Ryan Center Board in accordance with Center's bylaws. Representation will be selected by the City Manager.
- DRCI will continue to serve as an incubator to local businesses and innovators through our RESILENCY, STARTUP and GROWTH programs that will enable them to achieve their goals, while creating a vibrant entrepreneurial business climate throughout the region.
- Full accessibility and utilization of the DRCI, its leadership team and resources such as the HUB for business issues including financial analysis, consultation and marketing recommendations as needed for the City without any additional costs, similar to services being provided to the Town of Bluffton currently.

## Annual Deliverables

### Administrative

- Hardeeville to designate a *primary point of contact* for DRCI.
- Within 30 days of partnership execution, *co-development of an action agenda* (methodology) to set and measure partnership initiatives.
- *Team meetings* once a month in Hardeeville with monthly report
- Continued engagement with *Jasper County Chamber*
- Utilization of *DRCI technology stack*
- Quarterly *Council updates* if desired

### Marketing

- Up to 2 (boosted) social media posts per month on DRCI's social media page(s).
- 4 social media posts per month on City of Hardeeville's social media page(s). Content will be provided by DRCI, and City of Hardeeville will post. 2 posts will be boosted.
- Scheduled monthly newsletter to Hardeeville business license holders and prospects.
- Hardeeville and DRCI will schedule/coordinate up to 6 speaking events a year for DRCI.
- Hardeeville to provide an updated list of business license holders to DRCI.
- Hardeeville to alert DRCI of Ribbon Cuttings and other relevant events that DRCI could attend.

### Term

We propose a new term in 2023.

- While the previous contracts have been one year in length, we now propose a three-year contract. One that has an automatic renewal every year unless canceled within 120 days of the renewal date. This allows each municipality flexibility and transparency during their budget cycle.

### Pricing

There will be *no price increase* for the term of this new contract.

- The fee for participation in the DRCI program is \$57,500.

**Hardeeville Partnership Proposal**

		<b>Blended</b>	
	<b>Hours</b>	<b>Rate</b>	<b>Total</b>
Stakeholder Engagement meetings, meeting prep., speaking engagements, business outreach)	(monthly) 264	86.29	22,779.43
Communications Development	72	86.29	6,212.57
Business Incubation and Advisory Services	168	86.29	14,496.00
Marketing			10,000.00
Expenses			1,512.00
Contingency			2,500.00
		<b>Total</b>	<b><u>\$ 57,500.00</u></b>

This agreement would incorporate Hardeeville into all programs listed in this proposal from July 1, 2023.