



#### NOTE FROM THE TEAM

2023 was a year of growth! Our team is proud to release this year's report with new services and growth in our clients, consults, and overall reach. We expanded services through our Conductor Connect SME network, AIC Lending Library, and AIC Peer Groups. We expanded reach through outreach efforts across central Arkansas and the state.

We could not do all that we do without the wonderful support of our partners and funders who allow our team to provide our services at no cost to the entrepreneurs, innovators, and small business leaders we serve. We also appreciate the support of our Conductor community. Here's to continued growth in 2024!

#### **SUPPORTERS**



#### WHO WE ARE

Conductor is a public-private partnership between Startup Junkie Consulting and the University of Central Arkansas. Our mission is to empower entrepreneurs, innovators, and small business leaders in Arkansas at no cost to our clients. The way we do that is through 1:1 consults with the Conductor team and a network of subject matter experts from various industries, monthly workshops and events, networking opportunities and pitch competitions. In addition to our services, we oversee the AIC an affordable coworking space, powered by Conway Corporation.

#### **OUR STORY**

**November 2016 -** Startup Junkie Consulting DBA Conductor launches with the University of Central Arkansas as the founding partner

**March 2017 -** Pledge from Conway Corporation to launch the Arnold Innovation Center, a startup space to be operated by the Conductor

**March 2018 -** Establishment of the Conductor 10X Growth Accelerator program, in partnership with the State of Arkansas, Metova, and the Arkansas Economic Development Commission

January 2019 - Conductor is awarded a regional innovation cluster contract through the Small Business Administration to expand offerings to 11 counties in Central Arkansas

**June 2020 -** Partnered with rural LISC to be a Kiva Trustee and endorse 0% interest loans for rural entrepreneurs.

**December 2021 -** Rural LISC names Conductor as a spoke for the Community Navigator Pilot Program through the SBA.

**July 2022 -** The Arnold Innovation Center, powered by Conway Corporation, opens to provide a coworking space for small business owners.



### 

### 60.5%

increase in outreach engagements over 2022

### 96.1%

of attendees reported they learned something new at Conductor activities

### 92%

of attendees reported meeting someone new at Conductor activities

### 39.5%

increase in overall reach

#### more than

### 30.2%

of clients reported adding new positions to their business

### 52.8%

of clients reported adding new products or services 55.9%

of clients were women owned businesses

clients reported an average of



growth in revenue

49.4%

increase in new consults over 2022 88+ Net Promoter Score

Conductor

"Being surrounded by other people striving to build a foundation on which to build their ethos has been energizing!" -Entrepreneur

"The perfect resource for startups." -Beauty Company "Conductor continues to provide unique services to new and experienced entrepreneurs. When your issues are complex, they can provide clarity and help identify a path forward!" -Entrepreneur, Manufacturing Company

"My experience with the Conductor has been lifechanging. From friendships, mentors, and a community of like-minded people around me, I can honestly say I don't think I would have the success I've had thus far without them." -Entrepreneur, Marketing Company

> "Conductor is an extremely valuable resource for our business community. If you have not experienced it, you need to!" -Entrepreneur, Finance, RealEstate, & Insurance Company

"The Conductor is truly an amazing resource that is doing incredible things for small businesses! It has been one of the most crucial aspects of our agency gaining an established presence in our community." -Entrepreneur, Digital Advertising Company

> "The Conductor has been a key piece of success for my business! By providing me a dedicated place to work and learn I am a better business owner because of this place and this team!" -Entrepreneur, Food Service &

Hospitality Company

"The Conductor and its team members are knowledgeable, well-networked, adaptable, and prompt. They take the initiative to forward potentially fruitful business opportunities and ideas. And, they are consistently positive, encouraging, and innovative. We are thrilled to have them as partners during this season of our business development and extension." -Entrepreneur, Agriculture Company

> "The Conductor is a fantastic resource for business owners and start-ups in Central Arkansas that is invaluable and supportive, helping us navigate the challenges with great advice and mentorship and pointing us to additional resources to help us overcome the many obstacles of running a business." -Entrepreneur, Marketing & User Support Services



### **OUTREACH** 9,429 entrepreneurs SPANISH PROGRAMMING



We held a three-part workshop series in Spanish focused on financial education and resources, made possible through our collaboration with First Community Bank, Arvest Bank, TruService Community, and Crye-Leike.

### **UCA STUDENT ENGAGEMENT**





We hosted monthly programming at the UCA College of Business in partnership to provide programming for students covering entrepreneurship, marketing, and the basics of starting a business.

### **RURAL WORKSHOP SERIES**







We organized a series of rural workshops in Searcy and Morrilton, ending in engaging pitch nights for entrepreneurs.



Conductor Connect was launched in March of 2023 to serve as the ultimate destination for businesses seeking expert guidance and advice. With our powerful network of subject matter experts, entrepreneurs tap into a vast array of knowledge and experience at no cost. Our SME network held monthly office hours hosted at the Arnold Innovation Center.



# THE PEOPLE OF THE ARNOLD INNOVATION CENTER























### A SPACE FOR STARTUPS & SMALL BUSINESSES TO LAUNCH, COLLABORATE, AND GROW





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### 10X GROWTH ACCELERATOR SCALING ARKANSAS' HIGH-GROWTH VENTURES

## 100%

of cohort 7 would recommend the program

## 100%

ARKANSAS

WELCOME/TO

of cohort 7 feel more equipped to scale their business because of the 10X Growth Accelerator

# 100%

of cohort 7 believe it is a valuable program for scalable companies in Arkansas

"I am so very grateful that I was able to attend cohort 7 of 10x. I am beyond impressed with the information and how helpful everyone was/is."

-Cohort 7 Member



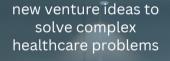
### HEALTHCARE INNOVATION SPRINT

L'ANDUGLUI

The Healthcare Innovation Sprint guides students through an immersive, five-day training program in which they learn about healthcare innovation, how to identify potential problems, talk to key stakeholders and customers to gather information, and develop a solution.

Con

tor



universities across the state represented

### **AUCENTICATION** mentors, speakers,

lucto

mentors, speakers, advisors, & subject matter experts

BioVentures



"This was a great camp to exercise that I needed to solidify the problem to ensure the best solution. This gave me an advantage in my future career, as I will be able to look at different situations with a better perspective."

-Healthcare Innovation Sprint Participant

PATIENT SAFETY TECHNOLOGY

## EMPOWERING ENTREPRENEURS, INNOVATORS & SMALL BUSINESS LEADERS

