

Quarterly Report 2Q13 July 15, 2013



As outlined in the Agreement between the UCF Research Foundation and the Volusia County Economic Development, UCFBIP-Daytona Beach International Airport is to submit quarterly reports to the County. The UCFBIP must show the amount of leased space, the types of businesses present, jobs created, and the number of workshops held.

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Site Manager, Connie Bernal, Summary Report:

Our focus during this quarter was to help the incubator clients to finish their business plans, continue improving the incubator activities by investing in entrepreneur experience and to plan and work on our Second Anniversary Open House/Expo.

The preparation of the Business Plan is one of the most important tasks of any entrepreneur. In order to get the plan started, each company needs to define the main characteristics of its business by focusing on the big picture. The business plan itself will help them to consider and weigh the risks involved, prepare for any contingency, and learn to anticipate a variety of possible situations or "scenarios." The entrepreneur will need to lay down plans and create a budget for the key activities of the business for development, production, marketing, distribution, and financing. Naturally, they will need to make many decisions, such as which customers or segments should be the right target, the price for their product or service, defining the best location for their businesses, defining if production will be done by them or outsourced to third parties. Currently, all of our incubator clients have finished that part of their planning and have completed their Executive Summaries which are attached to this report.

Regarding our goal to continue investing in our local entrepreneurial ecosystem, several groups from the community have used the incubator for their meetings and training. After researching some home-based businesses, we discovered a need for temporary office space so that local entrepreneurs can present themselves in a professional environment, attract more clients and have access to relevant research information. Consequently, we decided to expand our services to the business community by providing a Co-Working Space and Research Library for them to use. This service is free of charge and will allow us to serve people who would not meet our criteria for the incubator. The idea is to continue building our entrepreneurial ecosystem, so that we can help the County's economic growth. We have dedicated two office spaces and invested in a small research library with different databases for entrepreneurs and students to conduct individual research. Technology Transfer will be our focus, so that students from different schools will have a place to learn more about that subject matter which is critical for the incubator's growth. Even though we have not launched the co-working space yet, it has been in use on several occasions by the BNI and Startup-Quest groups. We will introduce the "Co-Working Space" program and the "Research Library" during our Second Anniversary Open House/Expo.

Last but not least, we are in the final stage of the preparation our Open House/Expo event. We have sent out flyers, postcards, and e-mails inviting VIP's, different groups and organizations. We anticipate a good turnout for the event. The idea is to expose our incubator clients to the public, so that they can sell their products and services to the Volusia County Community. In order for the incubator companies to grow, we must help them in their marketing strategies. The ceremony will be followed by a tour of the facility, introductions to current clients, and a special presentation of the Entrepreneur-of-the-Year award. The celebration also will include the launch of the Fusion Fitness Designs and Mind to Medium firms, as well as the launch of the Daytona Incubator Co-Working Space and Research Library initiatives.

Coordinator Research Programs, Gregory Smith, Summary Report:

Business Plan Boot Camp, Business Planning, and Research projects:

The Business Plan Boot Camp conducted was an exhilarating and enlightening experience for both the Daytona Beach Incubator Clients and the newly appointed Coordinator for Research and Programs. Being an ex-military officer, I was very impressed with the professionalism, knowledge and commitment of the trainers as well as the fact that they recognized the various physical limitations of the team members who were present.

What also impressed me was that each client had a Business Plan Package in advance that took into consideration several of the important areas of their business plan. In most, if not all cases, packages were client specific and provided detailed information about their businesses and information on competitors. Clients were able to follow and make notes within each document with the intention of now translating those notes into actual information to guide the write ups for their business plans. Even though I joined the team late, I was able to contribute by conducting some pre-competitor research for a few clients prior to the event.

The Daytona Manager's session was extremely useful. The Manager was able to introduce each speaker and offer important insights into their presentations. The Manager was readily available to address questions and, in a number of circumstances, provided specific details on how clients can now amend or even write up their plans.

In all, the fact that this event was done over a three-day period with all the clients was a mammoth task. Reviewing the critical components from the venue of Green Acres, switching back to the Incubator at Daytona, getting the right professionals to do the presentations and involving some of our partners such as the SBDC was a challenging experience. The fact that the Boot Camp brought camaraderie among Incubator clients, staff and other businesses was also very telling. I was able to witness clients assisting each other and cheering colleagues on in the field and also in the classroom as we assigned tasks. I am certain this can be translated into everyday business tasks as clients can act as cheerleaders for each other witnessing the growth of their businesses and helping each other to continue their elevation. This was not only a classroom exercise, but also an interlocking creative learning experience harmonizing the mind, the soul and the body articulately guided by professionals and fusing the talents of the group embodied into one unit. This event created the necessary systematic synergies that will support the present growth circumstances of this Incubator while at the same time creating a long-lasting knowledge base that can be transferred.

These learning experiences will stay with us for a lifetime. We sometimes do not recognize how the mind and the body can work in harmony to foster learning. That relationship has been proven by science. Now in practice, we can attest to the fact that the Business Plan Boot Camp brought together the preparation, coordination, implementation, review, and participation of the Daytona Beach Incubator Business Development Program with the concepts of Business Plan writing in a successful and sustainable manner. I would recommend similar types of exercises for staff and other Incubators and even extend such a concept to the outside world where a corporate unit could transform its staff into a single, fully strategic thinking, fighting business machine.

UCF Business Incubator at Daytona Beach International Airport

As a consequence of this Boot Camp, the foundation was prepared to meet with a number of clients individually to determine the status of their Business Plan preparation. At these meetings, if clients had any challenges with first understanding the information, I did an individual insight of that information and how it was translated into their business plan. From that point, we were able to individually write sections of plans with the clients in a one-on-one basis. In addition, other research was conducted closely identifying their competitors and their market environment.

Research was also conducted on financial items and how these were articulated in their plans. In some cases, there was a complete review of projections and these became closer in line with realistic figures. Clients were also better able to understand how the financial data can be manipulated to present a scenario that would closely describe their circumstances. I developed a template that was used to input financial data, and this template is capable of preparing various statements, projections and also analyzes data for the reader. Using this with a software package, we were able to prepare more concise business financial reports for clients. I also worked with this software package to assist clients in actually writing up their business plans. From time to time they encountered problems, and we sat one on one and worked on these issues.

Demographics were also looked at and market catchment areas more realistically identified.

Site visits were conducted on the following Incubators: Kissimmee, Winter Springs, Saint Cloud, and Research Park.

Apart from that, I was able to attend several BIP Meetings, EIE Meetings, trainings programs, seminars and workshops.

I have also been receiving requests for research in a number of other related areas for clients. In addition, we have requests from offsite clients for information including international data.

SBIR/STTR Grants Report

The Military Parts Research Database and Program has officially commenced at the Daytona Incubator. We have been able to retrieve access to the Military Parts Website and also have been working with both the provider of the website and the Manager for Military Parts at the Orlando Incubator Office. Initially, a hands-on training exercise was conducted with the Manager and several clients at the Daytona Incubator. These clients were as follows:

- Delta Dynamics Developments
- ABM Engineering Services and Gearbox
- Better Firearms Designs

NACIS and CAGE codes were extracted for each of these above clients and a full list of existing solicitations and contracts were extracted, copied and presented to each client for their review and to determine if they were capable of taking advantage of any of the solicitations that were available.

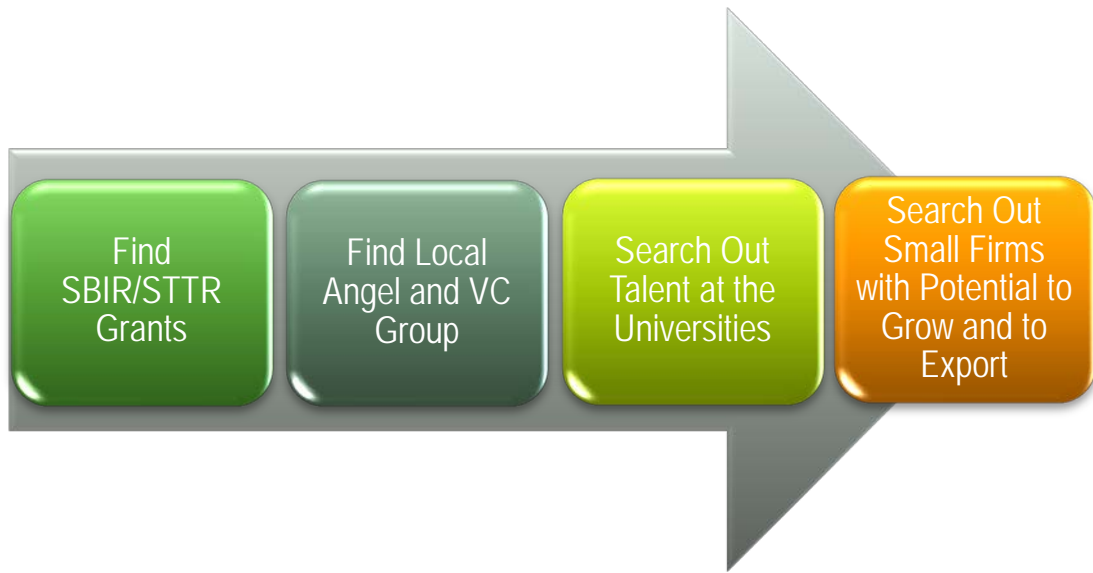
In addition, clients who were not registered in the system were all encouraged to prepare an information sheet on their business. This will provide critical information to both the Military Parts Manager and the Coordinator for Research and Programs in an effort to assist them in

UCF Business Incubator at Daytona Beach International Airport

retrieving the necessary information to take advantage of any type of Military Parts, Contracts, Government Solicitation or actually partner with companies that already have contracts with the government. An effort is currently being made to encourage all clients to become registered with SAMS, and obtain their DUNs, if they do have the ability to become Veteran Owned and Operated or have the status of being a minority registered entity.

A second round of individual training was under gone with the Military Parts Manager. At that meeting the Government Contract Flow Chart was examined in detailed. This information is currently being imparted to our clients on an on-going basis.

2013 Strategies Status:



Find SBIR/STTR Grants for the companies

•Gregory Smith, Reseach Program Coordinator, has attended different seminarns and sessions as part of his training on grants funding. This training will allow him to help our current clients to find the grants they are looking for. In addition, we have acquired several databases that will help us on that subject matter. Our goal is to follow the UCFBIP best practices, so that we can teach our local entrepreneurs how to get these grants.

Find local Angel and VC Group

•The Angel local group that was identified was not interested in start-up companies. They are going to invest in second stage companies so clients who were ready to pitch have to wait.
•Stetson University VC group decided not to continue with the idea.
•There are no local investors which makes it a little difficult for the start-up companies. We will continue seeking for seed money.

Search Talent at the Universities

•A group of faculty doctors was identified. They have started a new innitiative which consist of a new technology tool to teach to students. The company is in an embrionic stage, but will become an incubator client whenever they are ready to lauch their product.

Search Out Small Firms with Potential to Grow and to Export

•Four new companies have joined the incubator. DeLand Bakery, Medical Exerisce Associates, Nesix International and a softlanding client from Tampa Fl, Source 2 Real Estate/Source2MLS. Two of these have been established for a while but need a lot of help with their business expansion. These four companies have a lot of potential.

1. Incubator Metrics:

1.1. Incubator Metrics By Quarter:

Metrics	1Q13	2Q13	3Q13	4Q13
# of Jobs	37	110		
# of Companies	13	16		
# of Interviewed Prospects	4	4		
# of Companies Applied	1	3		
# of Companies Accepted	0	3		
Graduate Companies	3	3		

1.2. Clients' Websites:

Company Name	Status	Company Website
1. AbM Engineering	On-site Client	www.AbMengr.com
2. Abraham Rosa Seasonings	Off-Site Client	N/A
3. B3B (Best 3 Bids)	Off-Site Client	www.Best3Bids.com
4. DeLand Bakery, Inc.	Off-Site Client	www.DelandBakery.com
5. Fusion Fitness Designs	On-Site Client	www.fusionfitnessdesigns.com
6. Bounce Forward	Off-Site Client	www.nobullyfear.com
7. Better Firearms Designs / Network Custom Guns	Off-Site Client	www.betterfirearmsdesign.com
8. Festival Designs	On Site Client	www.festivaldesigns.com
9. Delta Dynamic Developments	On-Site Client	N/A
10. Klein-Yaney Media	Off-Site Client	www.K-YMedia.com
11. AquaSolve LLC	Off-Site Client	N/A
12. First Response Disaster Team	Off-Site Client	www.thedisasterteam.com
13. Medical Exercise Associates	Off Site Client	www.medicalexerciseassoc.com
14. Mind to Medium, LLC	On Site Client	www.mindtomedium.com
15. Nesix International, Inc.	On Site Client	N/A
16. Source 2 Real Estate, LLC	Soft Landing	www.Source2MLS.com

1.3. Training and Conference Room Use:

Company Name

1. **Client/Tenants Use of Rooms –25**
2. **Client Reviews with Gordon – 7**
3. **Outside/Community Use - 24**
4. **Incubator Workshops - 3**

1.4. Incubator Presentations, CEO Roundtables, and Educational Events

Events

- **Incubator Presentation/Tour – Bank of America/Small Business Banking**
- **Incubator Presentation/Tour – Team Volusia with Chinese Company**
- **Incubator Presentation/Tour – Jim Greenwood & Carlos Valderama**
- **Incubator Presentation/Tour – Start-up Quest**
- **Incubator Presentation – Incubator Presentation to SE Chamber of Commerce's Home-based Business Fair**

- **CPR Training by Christy**

- **Entrepreneurial Mornings – Federal Healthcare Reform by Craig Rodrigue**

- **CEO Roundtable – Been There/Done That by Rob Skelton**

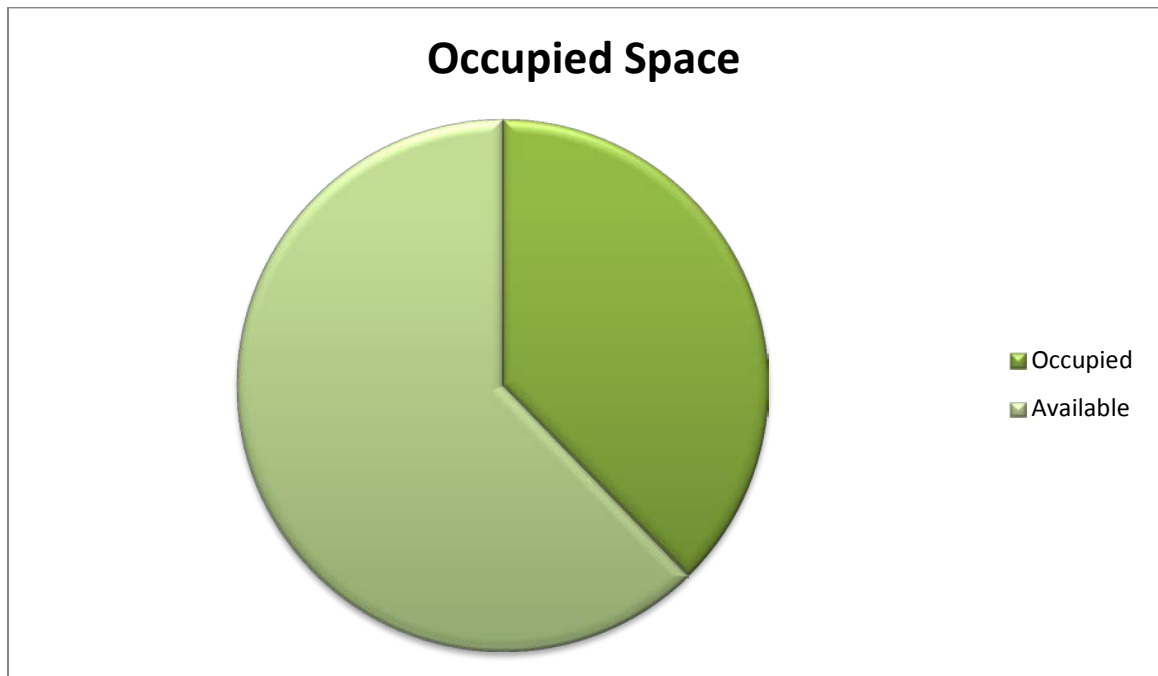
2. Anchor Tenants

Company Name
<ul style="list-style-type: none">• SBDC – PTAC / Derek Hudson
<ul style="list-style-type: none">• Florida Virtual Entrepreneur Center

3. Number of Visitors: 360

4. Occupied Space:

As of June 30, 2013: 1,339 sq. ft. = 39.4% of space filled



5. UCF Business Incubator Companies by Industry





AbM ENGINEERING

SOLUTIONS THAT WORK

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Industry: Technology

Product

An innovative newly designed Gear Box for Wind Turbines

Patent: Yes

Market

Wind Turbine Manufacturing

Market Size

Worldwide: \$112.56B

United States: \$6.2B

Executive Management

President/Chief of Engineering

Madgy Attia – BSAE, MSME, PhDME, 19+ years of industrial experience, 3+ Years of CTPO experience

Inventor

Marko Ivankovic – BSAE

Business Model

Direct Sales

The entity approaches the delivery of its product “directly” to end users or its customers. AbM Engineering is also capable through this model to accurately identify the needs of customers and in some cases tailor products through custom designs and innovations.

Distribution Channels

Direct Distribution of products and services.

Customers

Private Individuals, Private Companies, Commercial Projects, Government (including military bodies and military contractors), International Private and Government Bodies.

Requests

AbM Engineering is seeking an investment of \$500,000 to begin production and sales. The funds will be used to finalize the design and begin testing of a prototype and ultimately build and install a test gearbox for one of their customers. Funds will also be used to create and manage a small assembly line with manufacturing partners. Additionally, some funds will be employed to file new patents and gain international protection for them as well. SG&A is also included in this analysis. Based on conservative sales projections, we will break even in year 2. The long-term plan, in year two, calls for an additional \$1.2M investment to establish the manufacturing capability and sell directly to OEM's.

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Executive Summary

Business Summary

Founded in 2003, AbM Engineering is a firm that initially offered engineering services to small businesses who otherwise can't afford or don't have the need for full-time engineers. The company has grown and specializes in mechanical, thermo-fluids, aerospace, drafting and software engineering, and also offers CAD training and LEAN engineering consulting. In addition, the company has developed a technology that will be used in the wind turbine industry.

Competitors

Company Name	Market Share	Gross Sales	Net Sales	Percentage of Wind Turbine Systems Sales	Location
GE Energy	49%	\$43.69B	N/A	N/A	Atlanta, GA
Vestas Wind	15.8%	\$7.56B	\$214.95M	88%	Randers Denmark
Siemens AG	10.8%	\$100.6B	\$5.7B	33%	Munich Germany
Gamesa	7.9%	\$3.9B	\$66.94M	93%	Vitoria Álava Spain
Clipper WindPower (UTC)	3.5%	\$5.30M	N/A	N/A	Cedar Rapids, IA

Launch Product

AbM Reduction Drives, LLC (AbMRD) is a limited liability company organized in the state of Florida. We are dedicated to manufacturing and selling an innovative gearbox, named the CRD, for the wind turbine industry. To date, AbMRD has secured a patent for the device, developed the complete engineering and manufacturing know-how with proof of concept prototypes, secured relations with manufacturing facilities, and identified several potential customers. We are currently in preliminary negotiations with those customers: receiving data from them, and have commenced the design of CRD drives to go into their respective wind turbines.

Industry Outlook

According to IBISWorld Report for 2013, The Wind Turbine Manufacturing industry is **set for growth over the next five years, with revenue forecast to expand at an annualized rate of 3.2% to \$8.6 billion in 2018**. At roughly 13% of the cost, gearboxes and gearbox-related transactions account for a combined \$1.43B industry dominated largely by planetary-style gearboxes.

Projections (Post Launch)

	Year 1	Year 2	Year 3	Year 4	Year 5
Income	\$864,000	\$1,728,000	\$3,456,000	\$6,912,000	\$13,824,000
Expenses	\$736,337	\$1,175,554	\$2,507,354	\$4,492,154	\$8,383,754
Net Profit	\$127,663	\$210,446	\$948,646	\$2,419,846	\$5,440,246

Major Markets

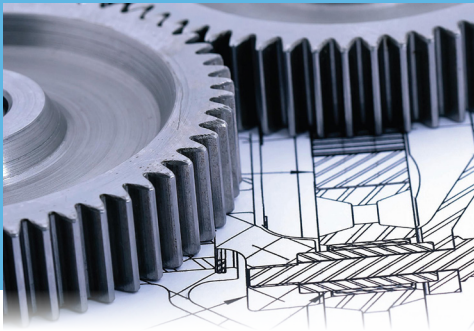
50% - Independent Power Producers, **35%** - Utilities, **10%** - Households, **5%** - others.

International Markets/Exports

Exports have increased dramatically at an annualized rate of 50.7% to \$182.0 million during the five years to 2013. This is a result of General Electric's increasing market share worldwide and the establishment of manufacturing facilities in the US by foreign-owned companies. **IBISWorld estimates that US exports will rise at annual average rate of 23.0% to \$512.0 million during the five years to 2018**.

Revenue Streams

Over the next five years revenue will have some fluctuations. However, overall it will show strong, steady growth with the expansion of offshore wind farms, increasing awareness of “green” energy, the desire to be energy independent and the increasing cost of traditional fuels, like oil. This is heavily dependent on the extension of the production tax credit; without its extension industry revenue could be adversely affected.



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Industry

Engineering Services

Services

Specializes in mechanical, thermo-fluid, aerospace, drafting and software engineering; also offers CAD training and LEAN engineering consulting

Market Size

Worldwide: Local, National/International

United States: Growth: \$217.4B by 2018

Executive Management

President/Chief of Engineering

Madgy Attia – BSAE, MSME, PhDME, 19+ years of industrial experience, 3+ Years of CTPO experience

Business Model

Direct Sales

ABM Engineering aims to become the engineering division of small manufacturers using a fractional model.

Customers

Small manufacturers with \$5M-\$20M of gross annual revenues, Commercial Projects, Government and Government Contractors, International Private and Government Bodies.

Status

The engineering services are up and fully operational, helping the company to be self-sustainable. The company has been successful in obtaining government contracts for engineering services and other private contracts.

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Competitors

Company Name	Market Share	Net Sales	Number of Employees	Location
Epsilon Systems Solution Inc.	NA	\$124.0M	100	San Diego, CA
Eoir Technologies Inc.	NA	\$17.30M	160	Fredericksburg, VA
Radiance Technology/ Colsa Corp	NA	\$138.32M	421	Huntsville, AL

Distribution Channels

There is direct distribution of our engineering and consultancy services.

Industry Outlook

In the five years to 2018, revenue in the Engineering Services industry is forecast to increase at an average annual rate of 2.9% to \$217.4 billion. The industry will experience relatively slow growth in 2013 as engineering firms struggle to increase the number of projects in their backlog. Demand conditions will strengthen in 2014, however, boosted by an improvement in private fixed-capital investment, and increased industrial production and improving business sentiment. The industry is expected to grow over the next five years.

Major Markets

42.5% - Construction Companies, **20.5%** - Energy and Gas Companies, **19.5%** - Government, **17.5%** - Utilities, Mining, and Industrial Companies.

International Markets/Exports

This industry is service based and therefore has no international trade. However, several of the leading firms (e.g. KBR, Bechtel, and Fluor Corporation) maintain permanent operations outside the United States and often generate the majority of their annual revenue from foreign activities. Similarly, global players such as France-based Egis Groupe compete against US firms for a share of the domestic engineering services market. Major players typically contract a wide range of engineering and non-engineering services, including construction, manufacturing processes and logistics operations. Among several of the largest engineering service firms, overseas earnings account for 25.0% to 30.0% of annual revenue.

Revenue Streams

Private individuals, private companies, government based bodies both nationally and internationally



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Executive Summary

Business Summary

Abraham Rosa Seasonings started with the man himself, Abraham Rosa. He was born in the small town of Trujillo Alto, Puerto Rico in 1921. In 1986, at the urging of his daughter, he started "Adobo Abraham"; the secret was going commercial. The product (Adobo Abraham) was a success, but in 1990 things would change. The year was 1990 when Abraham Rosa unexpectedly passed away. A bad storm on a fishing trip (his second love) with friends was to blame. All businesses related to Abraham Rosa were discontinued. Since then, the seasoning has been distributed to special friends and family. In 2012 Abraham's daughter along with his grandchildren decided it was time to revive "Adobo Abraham." In 2013, they will be re-launching and re-branding "Adobo Abraham" as "Abraham Rosa Seasonings." The new company will be based on the original seasoning, as well as a variety of other traditional island flavors.

Competitors

Company Name	Market Share	Net Sales	Number of Employees	Location
McCormick	17.5%	\$407.80M	9,500	Sparks, MD
Unilever Foods, LTD.	8.2%	\$26.49M	1,029	Crawley, UK
Kraft Foods	6.2%	\$1.642B	23,000	Northfield, IL
ConAgra Foods	4.8%	NA	300	Omaha, NE
Bruce Foods	2.0%	NA	900	St. Martinville, LA

Distribution Channels

Direct distribution mainly. However, an intermediary will be sourced where necessary, especially in the international arena.

Industry Outlook

Revenue is forecast to rise at an average annual rate of 1.2% to \$19.4 billion during the five years to 2018. In 2013, revenue is estimated to increase 0.3%, which is a slight deceleration from 2012 because people will likely go out to eat at restaurants more often, slowing demand from the larger retail and grocery wholesale markets.

Major Markets

Grocery Wholesalers, Food Product Manufacturers, Food Service Industry, Supermarkets, and Exports

International Markets/Exports

Mexico and Canada are generally the largest recipients of US exports primarily due to their geographic proximity to the United States and their participation in the North American Free Trade Agreement (NAFTA). However, Saudi Arabia, Japan, China and Australia have been increasing their share of exports over the past five years.

Revenue Streams

Sales to Grocery Stores, Box Chain Stores, Smaller Distributors and Individuals

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Industry: Business Field

FOOD INDUSTRY

PRODUCT

Gourmet Seasonings

MARKET SIZE

Worldwide: \$1.1B

United States: \$19.4B

Executive Management

CEO

Ana I. Rosa-Randolph - M.S., R.D., L.D.

VICE PRESIDENT

Axel E. Rosa - B.A., M.B.A.

MARKETING

Ana Cristina Randolph - B.A.

Direct Sales Model

Abraham Rosa Seasonings will be utilizing the Direct Sales Model to undertake the sales and distribution of products. This approach has the benefit of getting immediate feedback from our end users, assisting us in developing effective pricing mechanisms and allowing for product amendment to better suit the tastes of our clientele. In addition to which there will be cost saving from reducing the number of intermediaries in the process of distribution.

CUSTOMERS

Grocery Wholesalers, Supermarkets, Internet, Exports, Food Service Industry, Food Product Manufacturers, and Whole Food Stores.

LAUNCH PRODUCT

Abraham Rosa Seasonings (ARS) makes and distributes an all-purpose gourmet seasoning. In today's world, consumers want flavor. Eating out every night is no longer the norm. Eating at home with a twist is prevailing. The "Gourmet Seasoning" gives the consumer the ability to transform every day food into something unique at a low cost. The "Gourmet Seasoning" takes the headache out of making a great meal. The simplicity of the use is the key.




The "Gourmet Seasoning" is a special blend of proven herbs and spices that enhances the flavor of everyday food. ARS will focus on marketing to the at-home gourmet cook.

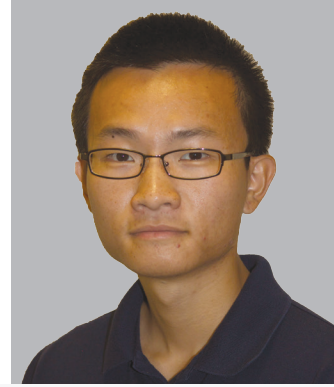
REQUESTS

Leads, assistance with sales, marketing, contacts, introduction to potential buyers and Advisory Board Members, and an outside company for production and marketing.



AquaSolve

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Industry: NAICS 333319

OTHER COMMERCIAL AND SERVICE INDUSTRY
MACHINERY MANUFACTURING

PRODUCT

Water purification back pack

MARKET SIZE

The Consumer Water Purification & Treatment Market

Worldwide: \$17B by 2015

United States: \$2.91B

Executive Management

PRESIDENT/CEO

Yung Wong, Embry-Riddle Aeronautical University,
Daytona Beach, Graduate Mechanical Engineering
Student

Direct Sales Model

AquaSolve's drinking water purification system can be marketed more efficiently directly to customers. Their system, which utilizes new technology, is ideal for critical special events/circumstances involving natural disasters, military applications and servicing remote locations around the world with clean drinking water.

CUSTOMERS

Private Individuals, Commercial Users, Military, Disaster Relief Organizations, International Military and Civilian bodies.

LAUNCH PRODUCT

A solar powered water purification backpack is the first major item that will be produced.

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Executive Summary

Business Summary

Mr. Yung Wong is a Graduate Mechanical Engineering student at the Embry-Riddle Aeronautical University. He has developed a new system for the purification of drinking water that has been used in places like Haiti. His company consists of a group of principals that are developing water purification systems for a variety of markets. The initial product is a solar powered water purification backpack that can be used for disaster relief, military, or people who live in off-grid areas. Other products include a large scale water purification system that supports the backpack through maintenance in the field and is also able to purify water for thousands of people every day.

Competition

Company	Competitive Advantage
SAFH2O	"Priced at fraction of any other competitive emergency water purifier" - SAFH2O website
AquaSun	Systems placed in a multitude of government and disaster relief organization installations
SolarWave AB	"Solutions are standalone systems which produce safe water - anytime - anywhere." - SolarWave website

Our Competitive Advantage

Our water purification backpack, designed for disaster relief, military, and outdoor enthusiasts, utilizes novel water filters which purify and remove coliform bacteria, viruses, heavy metals, E. coli, bad tastes and smells, and many other contaminants at high flow rates with low pressure drops. The pack is competitively priced and uses environmentally friendly solar power.

Distribution Channels

It is highly recommended in the initial phases a direct distributional channel should be utilized and as the business matures an intermediary in the form of a licensed distributor can be brought on board.

Industry Outlook

According to SBI, the consumer water purification/treatment market was worth a projected \$12 billion in 2010, and was expected to approach \$17 billion in global sales by 2015, growing slower than the industrial market because of high unemployment and low consumer confidence. The industrial segment of the market was expected to drive growth, from a projected \$22 billion in 2010 to an expected \$33 billion by 2015.

Within the United States, according to the Wall Street Journal, the home water filtration products market was projected to grow 18 percent, from

\$2.47 billion in 2009 to \$2.91 billion in 2012. Per capita bottled water consumption dropped 3.5 percent in 2009, as the market continued to shift toward home water filtration products. Market analyst Forrester projected those online sales of water filtration products would be roughly 8 percent of 2010 industry sales.

Major Markets

Mass Merchandisers, Exports, Disaster Relief Organizations, Military Installations; national and international markets are available in highly specialized situations such as disasters.

International Markets/Exports

Generally international trade in water purification systems including bottled water is restricted because the products are of low value in comparison to the cost of their transport. The transport costs are relatively high since the products are both heavy and bulky. As a result, exports make up less than 1.0% of total revenue. However, given the nature of the product that AquaSolve is offering there may be an opportunity to market to direct institutions and organizations engaged in international exercises.

Revenue Streams

Individual customers, wholesalers, retailers, military organization, civil humanitarian and health organizations.



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Industry: Business Field

REMODELING IN THE U.S.

SERVICE
Online Contractor Bidding

MARKET SIZE
United States: Growth: \$77.8B by 2017

Executive Management

PRESIDENT/CEO
Mike Bowen

SERVICES

CUSTOMERS

Residential Customers, Commercial Customers, The County, Municipalities, State and Federal Bodies and Construction/Maintenance/Service sector providers

LAUNCH SERVICE

Website with service information to solicit clients

REQUESTS

B3B is in the final BETA stage. B3B's quickly-gained confidence and experience at the Daytona Incubator led to early success in terms of PR, branding and investor interest.

The first wave of Television, Radio and Print Media brought strong interest, usage and participation. During this period, the company was able to secure an investor who contributed \$80,000 for equity participation.

An external office was sourced in Ormond Beach to serve Executive Administration, IT Management, Sales & Marketing and Call Center. B3B additionally used this period to identify and secure a higher-level of in-house IT management and marketing resources. A second Focus Study Group was recently completed, and the company is now prepared to begin a full-scale Sales & Sign-up campaign for Service Providers in the Volusia County market.

This final stage of BETA is slated to conclude shortly with the launch of the thoroughly tested and upgraded platform combined with an aggressive campaign to enter and dominate the Central Florida/I-4 Corridor market by the close of 2013. The business is actively seeking a potential "smart money" investor to take %25 of ownership for \$250,000 to buy out seed money investors and help launch B3B to the level our business plan shows we will be in the very near future.

Executive Summary

Business Summary

With over 28 years of experience in construction management, Best3Bids' Owner and CEO Mr. Mike Bowen has created a web-based company that simplifies the process of getting three bids for construction projects. Consumers can choose from over 200 categories in the home improvement and construction industries. B3B LLC also assists contractors by providing them with front page viewing on all major browsers /search engines, thereby connecting them with potential customers.

Competitors

Company Name	Market Share	Net Sales	Number of Employees	Location
Home Advisor	N/A	\$39.20M	265	Golden, CO
Angie's List	N/A	\$155.08M	726	Indianapolis, IN
Handy Man Net. Man	N/A	\$0.08M	3	Novato, CA
Local Rem. Quotes	N/A	N/A	N/A	N/A

Distribution Channels

Direct distribution with some level of intermediaries.

Industry Outlook

IBISWorld reports the U.S. residential maintenance & remodel segment is an annual \$41 Billion (USD) industry; Municipal building & maintenance additionally generates \$136 Billion (USD) annually. The Condo/Apartment segment generates another \$28 Billion (USD) annually. This combined \$205 Billion (USD) industry lacks a single cost-effective, balanced, reliable Market Maker that provides a framework to efficiently match Consumers with Service Providers. **Due to Government Incentives, the homeownership market is anticipated to grow to 67.4% by 2017 which will expand the number of potential clients. As a result, revenue is projected to climb at an annualized rate of 13.5% to \$77.8 Billion during the**

next five years. With this in mind, it is noted that the Consumer market continues to be penetrated with fraud, deception and a historical opaque nature. In addition, the Service Provider market continues to be challenged by an overwhelming proliferation of marketing mediums, lead-generation programs and increasing advertising costs with decreasing ROI. B3B is the single, balanced solution and, therefore, a unique business opportunity exists for its establishment.

Major Markets

52% - Households in the top 5% (owner-occupied units), **31%** - Landlords & property managers (rental Units), **17%** - Other households (owner-occupied units)

Revenue Streams

Online subscriptions and memberships

Financial Projections

	Year 1	Year 2	Year 3	Year 4	Year 5
Income	241,864	1,653,665	3,213,581	4,773,497	6,333,413
Expenses	266,860	1,419,996	2,644,070	3,893,704	4,778,556
Net Income	(24,996)	233,669	569,511	879,793	1,554,857

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Better Firearms Designs



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Industry: Business Field

GUNS & AMMUNITION MANUFACTURING IN THE U.S.

PRODUCT

Patented Fixed Barrel Gas-Retarded Blowback System for Short Barreled weapons. This patent has been adapted to the 1911 Pistol.

MARKET SIZE

Worldwide: \$5.2B in 2013

United States: \$14.7B in 2013

Executive Management

PRESIDENT

Debra M. Benjamin

SPOKESMAN

Clifford H. Benjamin

Business Model: Direct Sales

The business is a direct sales retail business. Purchasers view this type of firearm as both a classic piece that they should have in their collection while at the same time as a utility gun which allows for more accurate and upgraded characteristics. The design appeals to collectors, casual shooters, hunters, law enforcement, military and competitive target shooters

CUSTOMERS

Private individual customers, commercial customers, law enforcement, military, internationally to allied countries around the world, commercial and other foreign customers.

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Executive Summary

Business Summary

Better Firearms Designs, Inc. (BFD) is a designer, manufacturer and marketer of innovative firearms. Currently BFD has a patented Fixed Barrel Gas Operated 1911 Handgun it is bringing to the Firearms market. BFD is currently seeking an investor to expand its manufacturing capability.

Competitors

Company Name	Market Share	Net Sales	Number of Employees	Location
Freedom Group Inc.	NA	(\$6.7M), Revenue in excess of \$800m	2,800	Madison, NC
Aliant Tech Systems	NA	\$247.2M	17,000	Arlington, Virginia
Stum Ruger &	NA	\$40M	1,100	Southport, Connecticut
Smith & Weston	NA	\$412M	1,453	Springfield, Massachusetts

Distribution Channels

Direct distribution. However, there will be intermediaries where necessary.

Industry Outlook

The Guns and Ammunition Manufacturing industry's trajectory over the next five years will largely depend on the United States' continued involvement in foreign conflicts and perceptions about the future of firearms legislation. While revenue has surged during the five years to 2013, it is forecast to move more in line with historical growth rates from 2013 to 2018. **Revenue is expected to increase 6.5% in 2014 to \$15.7 billion, with growth continuing to be fuelled by consumer concerns over potential changes in gun legislation. From 2013 to 2018, IBIS World forecasts that revenue will grow at an annualized rate of 4.5% per year to \$18.4 billion.**

Major Markets

38.9% - Civilians, 35.2% - Exports, 16.2% -The Military, 9.7% - Law Enforcement.

International Markets/Exports

The United States is a net exporter of industry products. In 2008, the industry exported \$750.8 million more than it imported, though that number is expected to rise to nearly \$1.3 billion in 2013. The industry gets a

large portion of its firearm imports from Austria and Italy, due to the popularity of the Glock and Beretta brands. Germany and the United Kingdom are the most popular sources of imports of ammunition and ordnance products. Industry exports are expected to grow at a rate of 9.8% per year to \$5.2 billion over the five years to 2013. The top export destinations for the industry as a whole include United Kingdom, Japan, Israel and Australia.

Requests

a) \$300,000 cash with a credit line of \$200,000 for making "Salesman's" demo units, Marketing, Website, and trade shows OR b) \$3,500,000 cash with a credit line of \$1,500,000 for making "Salesman's" demo units, Marketing, Website, trade shows, establish "Assembly Shop" and to purchase CNC equipment.

Launch Product

1911 Gas Retarded Blow back innovative system. Sales of New guns and the Retro fitting of existing stores with the innovative system

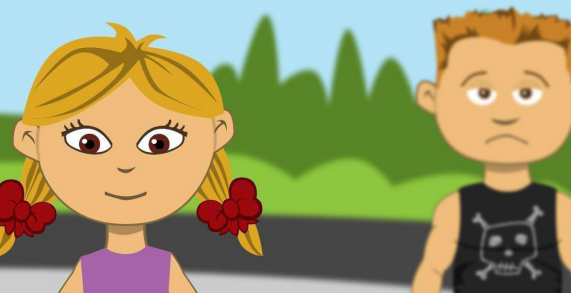
Revenue Streams

Sale of 1911 Handguns and other firearms, replacement parts, sale of licenses, government contracts.

Financial Projections

	Year 1	Year 2	Year 3	Year 4	Year 5
SALES	\$2,822,000	\$19,963,576	\$25,952,648.80	\$33,738,443.44	\$43,859,976.47
COGS	\$1,789,430	\$12,658,902.13	\$15,571,589.28	\$19,568,297.20	\$24,122,987.06
Gross	\$1,032,570	\$7,304,673.87	\$10,381,059.52	\$14,170,146.24	\$19,736,989.41
Expenses	\$1,451,498	\$2,345,204	\$2,863,034	\$3,854,406	\$5,102,664
Net Profit	(\$418,928)	\$4,959,469.87	\$7,518,025.52	\$10,315,740.24	\$14,634,325.41

Child leave bullies behind



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No Bully Fear

Industry: Business Field

ONLINE TRAINING INDUSTRY

Product

English online program and an Anti-Bullying Program called "No Bully Fear."

Market Size

United States: \$1.1B by 2017

Executive Management

President

Lou Paris

Vice President

Mike Panebianco

Business Model

ONLINE DELIVERY

Competitors

TESOL International, American College of Education Association, Schools Anti Bullying Preparation Academy and American TESOL LLC are the major competitors.

Customers

Private Individuals, Commercial Users, Learning Institutions and Civil Organizations

Launch Product

The initial services will be the English online program and an Anti-Bullying Program called "No Bully Fear." The company decided to create a comprehensive online course, where children could get all the benefits of their face-to-face training from the comfort of their homes. To do this they brought together a team of parents from all walks of life: elementary school teachers, middle school teachers, online course developers, child psychologists, corporate conflict coaches, combative trainers, and, most importantly, parents of children who have experienced bullying. This group collaborated to create this phenomenal anti-bullying tool. They believe that parents' and kids' participation in this course will bring them closer to the goal of eradicating bullying.

Executive Summary

Business Summary

Bounce Forward develops online training experiences for a variety of users. From ESL (English as a Second Language) for the hotel industry, to a counter-bullying program for families, Bounce Forward creates interactive learning programs that help people to live and work more confidently.

Direct Sales and Online Delivery Business Model

Bounce Forward conducts a cross-cutting business model of being both a Direct Sales Model and one that utilizes the Online Business Model. In the first instance, customers are directly engaged by Bounce Forward's supply of online training programs. They are able to review training in English as a Second Language mainly for foreign nationals, training in anti-bullying techniques, and other web-based modules geared towards individual access. Sales of the final product are then realized through this medium directly to the end user. In this scenario, there is no need to have a middle man or an intermediary in the distribution process. The costs are kept minimal and there is direct feedback of information, progress and evaluation of service delivery by the client. Since the business uses a high degree of online presence including marketing of its products or more so its services, Bounce Forward exhibits the additional qualities of an Online Delivery Model.

Distribution Channels

Directly to consumers via the internet and World Wide Web

Industry Outlook

Demand for language training will also grow as the US population becomes more diverse and businesses attempt to target the new demographic markets. **As a result, in the five years to 2017, IBISWorld forecasts that revenue will grow at an average 2.3% per year to \$1.1 billion.**

Major Markets

Consumers, Corporations, Government

International Markets/Exports

The leading countries of origin for students in Intensive English Program (IEP) courses are South Korea (22.6% of students), Japan (13.2%) and Saudi Arabia (7.6%). Saudi student numbers have largely been supported by a Saudi government-run scholarship program that promotes study-abroad programs. Popular destinations for international students include California, Massachusetts and Washington, which account for about 19.6%, 7.7% and 7.5% of students, respectively.





Revenue Streams

Mainly from individual clients but also from companies and civil institutions



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Industry: Business Field

BREAD PRODUCTION IN THE US.

Product

Organic products, gluten free, wholegrain, hot food, vitamins and healthy based products and services

Market

Organic and Gluten Free Wholesale Bakery and a Health Food Store, including a natural health market.

Market Size

United States: \$39B

Executive Management

President/CEO

Alfredo Avila

Accountant

Ivonne Montalvo

Operations/Marketing

Robert Priest

Vice President of Sales

Julio Aviles

Business Model: Brick & Mortar

DeLand Bakery and Natural Food Market primarily displays the Brick and Mortar Business Model. The business has a storefront located in Deland, Florida where it both displays and sells its products in addition to a whole range of other similar healthy nutritious products to customers. Customers buy on location. DeLand Bakery has also expanded its operations to include the sale of a wide assortment of vitamins, supplements, groceries, non-alcoholic beverages, snacks and beauty items and deli products. The Bakery also has on sale freshly prepared hot food on the premise which is another medium that it sells directly to customers on location.

Industry Outlook

In 2014, revenue is anticipated to grow 0.8%, as consumers purchase higher-margin, healthier products with rising disposable income. However, increased demand for healthy and convenient substitute foods, such as snacks, cookies, cereal and fruit, will partially offset future growth. **Nonetheless, IBISWorld forecasts that revenue will grow at an annualized rate of 1.1% in the five years to 2018 to \$39.0 billion.**

Customers

Individuals, Commercial, Government Organizations.

Launch Product

Gluten free and organic bread, cookies, crackers, granola and pastries.

Executive Summary

Business Summary

This is an organic and gluten free wholesale bakery and a health food store. DeLand Bakery offers affordable healthy baked goods to all US population that is oriented to a healthy lifestyle.

Competitors

Company Name	Market Share	Net Sales	Number of Employees	Location
Pamela's Products Inc.	NA	\$3.50m	88	200 Clara Ave. Ukiah, CA 95482
Food for Life	NA	\$16.60m	110	2991 Doherty St Corona, CA
Nature's Path	NA	\$10m	60	100 Kentucky St Bldg. D Gridley, CA 95948
Mary's Gone Crackers	NA	\$6.50m	57	Springfield, Massachusetts
Enjoy Life Natural Brands, LLC	NA	\$6.30m	50	3810 River Rd, Schiller Park, IL

Distribution Channels

PRODUCER-RETAILER-CONSUMER AND PRODUCER-CONSUMER. Distributional channels are direct with some smaller degree of intermediate wholesale sales.

Life Cycle

The Bread Production industry is well-established within the US economy. This industry is in the mature stage of its life cycle, contributing a steady value to overall US economic growth. However, during the 10 rocky years to 2018, IBISWorld forecasts that the industry's value-added (IVA), which measures its contribution to the economy, will fall at an annualized rate of 1.1%. Meanwhile, GDP is expected to grow 2.1% per year on average during the same period. The industry's IVA is projected to grow at a slower rate than GDP because high and volatile commodity prices cut into profit during the five years to 2013.

Major Markets

Supermarkets, Food Service and Hospitality Markets Convenience Stores, Direct Sales, Specialty Stores and Exports related food producers and wholesalers.

International Markets/Exports

Exports are a small but quickly growing proportion of revenue. In 2013, exports make up about 3.6% of

revenue, up from 2.2% in 2008. Exports grew during the past five years largely because the value of the US dollar depreciated. A depreciated dollar made domestic goods relatively less expensive to the global market, making it more attractive to buy from the United States. The industry's major players are responsible for the majority of exports, primarily because of their size, international presence and easy access to foreign markets.

Canada and Mexico are the largest export destinations for US bread products. In 2013, Canada will make up 61.4% of exports and Mexico will make up 10.2% of exports. They are major export destinations for the same reasons that they are significant sources of import. They are geographically close to the United States, reducing transportation time, and they benefit from ease of trade because of NAFTA. Japan is the third largest export destination at 3.2%, followed by Saudi Arabia at 2.2%.

Revenue Streams

National sales, sales from grocery store, café and other related products.

Requests

This business is in full operation, currently selling organic bread to more than 30 states in the U.S.. DeLand Bakery is seeking \$250,000 to buy additional equipment.

Financial Projections

	Year 1	Year 2	Year 3	Year 4	Year 5
Income	4,200,000	5,000,000	6,750,000	9,112,500	12,301,815
Expenses	2,520,000	3,000,000	3,712,500	4,556,250	5,904,871
Net Income	780,000	987,500	1,477,500	2,587,250	4,240,944

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Industry: Business Field
SPECIALIST DOCTORS IN THE U.S.

PRODUCT
Eye Drop

MARKET SIZE
United States: \$351.3B by 2014

Executive Management

PRESIDENT/CEO
Dr. Allen T. Jackson

VICE PRESIDENT/MANAGEMENT
Jerry L. Taylor

TREASURER
Vanessa Fiorelli, MD

SECRETARY
Deborah Allen, RN

ACCOUNTANT/MARKETING
Janice Stewart

SERVICES – Consumer or Business User Model

Apart from the ophthalmic surgery and medical services, Dr. Jackson has developed a new eye drop to treat dry eye and ocular surface inflammation that will be customized for each of his patients. In addition to this new eye drop, Dr. Jackson will also develop a vitamin and a “clean lab” for the manufacturing of the eye drops under the auspices of Delta Dynamic Developments (3D). Therefore, the business model operated by Dr. Jackson is firstly the provision of medical services, and secondly there will be physical products in the form of the eye drop and the vitamins under his name and brand. The model will also utilize marketing mediums available through the World Wide Web and will be involved to a large degree in online communication with its clients.

CUSTOMERS
Optometrists in the US, Home Care Providers in the US, Hospitals in the US, Psychiatric Hospitals in the US, Nursing Care Facilities in the US and Individuals with eye diseases

LAUNCH PRODUCT
Own brand of vitamins, specialized eye drops in a unique bottle and services to veterans through government contracts

Business Summary

Florida Eye Research and Surgical Therapy (FERST) Eye Institute is the principal business of Dr. Allen T. Jackson. Delta Dynamic Developments (3D) is one of three companies that has been founded by Dr. Allen T. Jackson and provides a number of medical optical related services to clients in Volusia County.

Competitors

Company Name	Market Share	Net Sales	Number of Employees	Location
Florida Eye Clinic	NA	\$0.56M	10	Lakeland, FL
Filutowski Cataract & Lasik Institute	NA	\$3.70M	55	Lake Mary, FL
Eye Physicians of Central Florida	NA	\$2.60M	31	Longwood, FL

Distribution Channels

Direct distribution on site, intermediary distribution of vitamins and eye drops in the future.

Industry Outlook

Revenue growth for the Specialist Doctors industry is forecast to accelerate during the five years to 2018, increasing at an average annual rate of 4.4% to \$351.3 billion. Revenue is forecast to rise 5.5% in 2014, indicating the improving economy's positive effect on industry demand. In addition, the aging population and an increasing number of individuals with healthcare insurance coverage will boost demand for industry services in the following years, while healthcare reform will be a mixed bag for the industry.

Life Cycle

The Specialist Doctors industry is in the growth stage of its life cycle. During the 10 years to 2018, industry value added, a measure of the industry's contribution to the overall economy is forecast to increase 4.8% per year on average. In comparison, IBISWorld projects that US GDP will grow 2.1% annually on average, which indicates that the industry will grow faster than the overall economy.

Specialist doctors enjoy strong and growing demand

for their services due to demographic trends in the United States. An aging population leads to a greater number of people requiring geriatric services and more healthcare overall.

Major Markets

34% - AGE 65 & OLDER, **30.5%** - AGE 45 TO 64, **23%** AGE 18 TO 44, **12.5%** AGE 17 & YOUNGER

Revenue Streams

Ophthalmic services, eye drops, vitamins, contract services.

Requests

Delta Dynamics requests a total investment of \$500,000 for the purposes of acquiring a facility to undertake the production of its Eye Drop in a sterile lab, certification and research of its Eye Drop, commence the production of its own brand of vitamins, commence the clinical services under its Veterans Assistance Program which will specifically target the provision of services through Government Contracts, commencement of its cataract treatment with the purchase of a specialized optical surgical machines/equipment, marketing, advertising and operational expenses.

Financial Projections

	Year 1	Year 2	Year 3	Year 4	Year 5
Income	\$1,000,000	\$1,650,000	\$2,225,000	\$3,000,000	\$4,350,000
Expenses	\$500,000	\$750,000	\$1,250,000	\$1,825,000	\$2,500,000
Net Income	\$500,000	\$900,000	\$975,000	\$1,175,000	\$1,855,000

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Industry: Business Field

Concert and Event Promotion in the U.S.

Service

Festival Design, Management, Operations, Measurement Metrics and Consulting

Market Size

United States: \$23.7B

Executive Management

President/CEO

Scott Chesley - Mr. Scott Chesley served as CEO of Chesley Promotions, a division of CFS, for 31 years and 10 years as a member of the Board of Director for (DCI) Downtown Concord Inc. He is a fourth generation festival and event designer. He is also a Member of (IFEA) International Festival and Events Association (SEFA), South East Festival Association and (IAAPA) International Association of Amusement Parks and Attractions.

Business Model

CONSUMER SERVICES

Festival Designs is engaged in the creation and management of community festivals. The company provides festival design, management, measurement metric systems and consulting. With the creation and implementation of more than 1,700 festivals and with over 35 years of experience in the industry, Festival Designs is poised to have continued success in the Southeast region. Festival Designs LLC provides unique and innovative products that are not easily duplicated. Festivals Designs LLC is positioned to provide solutions for enhancing Volusia County through the creation of jobs, enhanced leisure markets, supporting tourism markets, and improving the work, rest and play of the community stakeholders.

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Executive Summary

Business Summary

Festival Designs is an innovative company that specializes in creating community festivals. The company provides festival design, management, operations, measurement metrics systems and consulting services for all aspects of festival operations. The mission is to build world-class festivals, create world-class design teams, premier operations teams, and create an innovative festival training facility. Festival Designs engages with communities to find solutions to community issues.

Competitors

Company Name	Market Share	Net Sales	Number of Employees	Location
Kentucky Derby Festival	Horse Racing	\$6M	22	Indianapolis, IN
SunFest	Music and Arts Festival	\$5.8M	27	West Palm Beach, FL
Fiesta San Antonio	Annual Spring Festival	\$2.8M	15	San Antonio, TX

Customers

MUNICIPALITIES, NON-PROFIT GROUPS, GOVERNMENT, CORPORATE, SPORTS AND INTERNATIONAL MARKETS

Distribution Channels

In all cases there is direct distribution of services.

Industry Outlook

According to the IBISWorld Report, throughout the fluctuating financial cycles, Americans have demonstrated the intrinsic value that concerts and live entertainment play on their livelihood. This has assisted in driving the industry's revenue growth at an estimated annualized rate of 1.3% which is estimated at \$23.7 billion over the five years to 2017. The number of businesses in this sector has also risen at an average annual rate of 1.4% to 49,815 and there is still room for growth of this sector. **Over the next five years to the year 2018, industry revenue is projected to climb at an average annual rate of 2.8% to \$27.1 billion.** Growth in this sector will be driven by broader economic recovery of the United States economy and the improvement of the general well-being of residents. The level of discretionary spending is expected to rise following this event compounded by increases in corporate profits. During this period industry profit margins are expected to expand, reaching 9.2% of industry revenue in 2018, up from 7.8% in 2013.

Major Markets

13.4% - Men 21 to 45, **31.6%** - Women 21 to 45, **7.2%** - Women 46 & Older, **7.1%** - Men 46 & Older, **19.0%** - Men 20 & Younger, **21.5%** - Women 20 & Younger.

International Markets/Exports

The service-based nature of the Concert and Event Promotion industry limits the potential for trade. Instead, domestic companies provide services to domestic customers. While some firms may be contracted to perform work overseas, IBISWorld estimates that the revenue earned from these activities makes up only a marginal contribution to total revenue.

Revenue Streams

Hosting of various festivals and the management of events. The three primary revenue streams are Ticket Sales, Sponsorship, and Marketable Entities.

Launch Service

October 2013, Volusia County Pumpkin Festival will launch our festival operations



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Industry: Business Field

Cleaning, Water Damage/Restoration

Service

Mold and water remediation, fire, and smoke restoration.

Market

Emergency Restoration Cleanup

Market Size

United States: \$22.9B by 2017

Executive Management

President

Anne-Marie Poulin

CEO

Ken Poulin

Business Model: Services

First Response Disaster Team performs a critical service to those that have been affected by natural disasters, household mishaps and commercial activities that result in remediation, environmental and restorative works. Some of the services that they currently provide relates to restoration as a consequence of fires, floods, hurricanes, tornadoes, mold restoration and other forms of water damage.

Customers

Commercial building owner/managers, property managers, multi-unit housing managers, government and municipal building managers as well as single-family homeowners.

Launch Service

Remediation, restoration, mold removal and clean up services.

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Executive Summary

Business Summary

First Response Disaster Team is a local water, mold, fire and smoke remediation company providing restoration services to both business and residential customers in Flagler, Volusia, Brevard and Seminole counties. Ken is a Certified General Contractor and licensed Mold Remediator in the state of Florida, which means a one-stop shop for all projects involving reconstruction. First Response brings a refreshing sense of empathy and professionalism to the restoration industry.

Company Name
ServPro
Florida Disaster Recovery (FDR)
Service Master

Distribution Channels

Given that this is a service industry focused primarily on emergency response, First Response must create a "Top of Mind" presence. They achieve this through direct networking and involvement in community organizations including several Chamber of Commerce groups, a Board of Realtors group, Kiwanis International, the local builder's industry group, and BNI (Business Networking International). Participation in several local business expos is also key. First Response Disaster Team has an online presence through a web page and internet access to ease communication with its potential clients, as well as many social networking venues including Facebook, Twitter, Pinterest and LinkedIn.

As they expand their business model to include "Commercial Mitigation Specialist," they are facilitating one-on-one meetings with owners and managers of municipal and commercial buildings such as hotels, nursing homes, commercial offices, retail complexes, both hospital and non-hospital medical buildings, multi-family housing, and municipal (including city, county, state and federally owned) buildings.

Industry Outlook

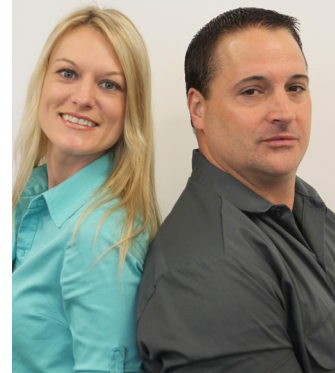
Service industries are projected to grow over the next five years, albeit at a slower pace than in the past five years. **Revenue is anticipated to rise, bolstered by gain from the private sector, at an average annual rate of 3.4% to \$22.9 billion in the five years to 2017.** As the economy gains steam, more construction starts are expected. As a result, these downstream markets will inevitably increase their demand for industry services. The expected increase in the private-sector's share of industry revenue will represent a reversal of the previous five years when the recession hampered financing for private construction-related projects. In the next five years, these industries will likely benefit from improved economic conditions and renew construction efforts.

Major Markets

41.0% - Business, **34.4%** - Federal Government, **14.7%** - State and local government, **9.9%** - Individuals.



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Industry: Business Field

THE GYM AND EXERCISE EQUIPMENT
MANUFACTURING

PRODUCTS

Customized strength-training equipment and design

MARKET SIZE

Worldwide: \$649.7M

United States: \$3.9B

Executive Management

CEO

Phaedra Lee

PRESIDENT/ENGINEER

Cy Manula

COMPETITORS

Cybox International, ICON Health & Fitness, Life Fitness, Nautilus and Precor

Direct Sales Model

One of the key distinguishing features of the concept behind Fusion Fitness Designs (FFD) is its ability to customize its equipment to suit the needs and taste of its customers. High quality end products can be fashioned in various colors & styles and outfitted for home, residential, commercial and marine use. This creativity and the use of materials of a unique nature separate FFD from its closest rivals.

CUSTOMERS

Private Individuals, Commercial Facilities, Hotels, Medical Facilities, Sports Teams, Government, Learning Institutions, Hospitals and International Distributors.

LAUNCH PRODUCT

A variety of specialized and customized fitness equipment

REQUESTS

FFD is looking for a high-end finishing systems partner to assist in the development of our final finish quality of our line of products.

Executive Summary

Business Summary

FFD provides high-end, sleek and stunning fitness strength training equipment which can be customized for in-home, high end, commercial and commercial-residential use with endless additional possibilities. Their quest for perfection and expert workmanship produces the highest quality products, blended with old world techniques that reflect their passion for design and fitness. Equipment can be customized using paint, upholstery, and other features including top quality parts and uniquely styled craftsmanship.

Competitors

Company Name	Market Share	Net Sales	Number of Employees	Location
Life Fitness (Brunswick Corp.)	NA	\$3.72B	150	Lake Forest, IL
ICON Health & Fitness Inc.	NA	\$428.30M	3,263	Logan, UT
Amer Sports Corp. (Precor)	NA	\$2.73B	61	Helsinki, Finland
Nautilus	NA	\$193.93M	48	Vancouver, WA

Distribution Channels

Three-tier, Direct Sales, International Distributors, Strategic Partners

Industry Outlook

IBISWorld forecasts the Gym and Exercise Equipment Manufacturing industry will recover modestly in the five years to 2018, with revenue projected to grow at an average annual rate of 1.0% to \$4.0 billion. Trends in sports participation, exchange rates, competition from imported merchandise and demand for sporting and athletic goods at the retail level will drive the industry's performance. The turning point for the industry will come during 2015, when manufacturing sales are projected to rise 1.2% to \$3.9 billion. The short-term recovery in sales will stem from the release of pent-up demand, which will spur orders from department stores and sporting goods retailers. However, the increase in imports will keep industry sales from rising significantly through the five years to 2018. Because of low costs, retailers will increasingly obtain their inventory from companies with production plants in Asian countries. As a result, domestic gym and exercise equipment manufacturers will continue to experience anemic sales.

Major Markets

International Distributors, Domestic Sales Network, Strategic Partnerships, gyms, individuals, companies, Sports Teams, Schools, Multi-family Housing and Health Care Reform.

International Markets/Exports

International trade volumes have experienced growth over the past five years. The rise is fueled by the convenience of transportation. Sporting Merchandise imported from Asian countries has made the US product more valued throughout the global economy. FFD has designed an easy-to-ship fitness product with an on-site assembly, making it an ideal export item from the U.S.

Revenue Streams

Sales of fitness equipment and accessories

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Klein-Yaney Media

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www.K-YMedia.com



Advertising & Marketing

Industry: Business Field

PUBLISHING / ADVERTISING AGENCIES IN THE U.S.

Services

Print & Digital Publishing, Consulting Services including, but not limited to, Campaigns, Branding, Real Time Marketing, Training, Public Relations, Ghost Writing, Identity Products, Professional Graphic Design, Digital Marketing, Vehicle Lettering, Promotional Products, Signs, Banners & Posters, Event Management

Market Size

Growth: \$39.3B by 2018

Executive Management

Media Strategist/CEO

Kimberly Yaney

Graphic/Web Designer

Susan Gardner

Events Coordinator

Karen (Klein) Buttz

Business Model: Services

Klein-Yaney media is a classic service-oriented business that uses an online presence for service delivery. Primarily the company brings premium advertising and marketing to small and mid-sized businesses. However, we communicate with our clients by using digital media and have also developed a website to assist in the marketing of our products and services. This business uses intangible items which are again unique and customer specific, focusing on influencing buying habits and consumer behavior of our clients' customers. This translates into the delivery of cost effective marketing programs allowing for structured business accomplishments and efficiency in the company's operations. Klein-Yaney Media works one-on-one with clients to achieve individual customization across all mediums. We service local businesses on location or at our office.

Customers

Tier one businesses greater than \$1M without in-house marketing departments, Tier two businesses without digital media currently in place

Launch Service

Media and marketing consultancy services, web development/hosting, printing, vehicle signage and promotional products

Executive Summary

Business Summary

Klein-Yaney Media, LLC was formed in July 2011 to assist local businesses in our marketing efforts and capture market share digitally, while maintaining brand integrity. Clients' needs dictated additional products and services resulting in a metamorphosis to a hybrid media company in the positive stage of its growth cycle. Goals are to bring premium advertising and marketing to small and mid-sized businesses to help them compete and prosper by changing consumers' buying habits. Our primary focus is to work closely with clients and help them succeed in setting and meeting our marketing goals. We offer total support and a commitment to communicate our ideas in a strategic, creative, and cost-effective manner.

Competitors

Company Name	2010 Revenue	Number of Employees	Employee Growth	Founded	Location
SAVEOLOGY.COM	\$189.3M	800	300	1997	Fort Lauderdale, FL
GALAXY MARKETING SOLUTIONS	\$2.6M	4	4	2004	Clearwater, FL
BRIDGEVINE	\$31.8M	70	70	2004	Vero Beach, FL
MOORE CONSULTING GROUP	\$5.4M	25	3	1994	Tallahassee, FL

Distribution Channels

In most cases there is direct distribution. However, there is also a heavy referral element in the marketing of our services.

Industry Outlook

IBISWorld forecasts that industry revenue will grow an average 3.4% annually to \$39.3 billion during the five years to 2018. Market conditions will continue to change in favor of the industry as the economy slowly improves. Media expenditure, disposable income, consumer sentiment and corporate profits are all projected to increase in 2014, driving revenue growth of 3.8% during the year. During the five years to 2018, growth in disposable income will lead to an increase of personal consumption and strong corporate profit. While more entrants will come to the industry during the next five years than the previous period, growth will slow as part of a trend toward consolidation.

Major Markets

17.5% - Automotive Sector, **17.3%** - Other Industries, **12.7%** - Telecommunications Sector, **12.5%** - Food

and Candy Sector, **11.2%** - Financial Services Sector, **11.1%** - Local Services and Amusement Sector, **9.4%** - Miscellaneous Retail Sector, 8.3% - Direct Response

International Markets/Exports

Trade does not occur in this industry due to the service-based nature of activities provided by advertising agencies. However, globalization has made maintaining international presence more prevalent and important among large agencies that service multinational corporations. Businesses typically like to work with one agency because it gives them some leverage when making a deal. This industry is global, with large advertising agencies dominating the advertising market. Just as some American agencies, including Omnicom, have set up shop abroad, some firms operating in the United States are based abroad, including WPP. This can make comparisons between major players difficult as exchange rates fluctuate.

Revenue Streams

Advertising, media and consulting services to business

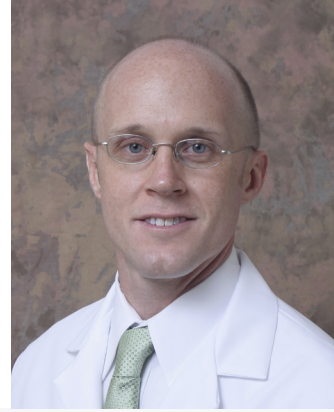
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Exercise is Strong Medicine



Michael N. Fulton M.D. • Brent N. Fulton M.D.

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www.medicalexerciseassoc.com



Industry: Business Field

ALTERNATIVE HEALTHCARE PROVIDER IN THE US; GYM, HEALTH & FITNESS CLUB

Market

Clinical Services, Strength Training, Athletic Training

Market Size

ALTERNATIVE HEALTH CARE

United States: Growth: \$15.4B by 2018

GYM, HEALTH & FITNESS CLUB:

United States: Growth: \$29.9B by 2018

Executive Management

Owner/Physician

Michael N. Fulton, M.D.

Physician

Brent N. Fulton, M.D.

Business Manager

Christopher Fulton

Office Administrator

Nancy Fulton

Business Model: Services

Competitors

Medical Health Fitness Facilities in the Volusia area.

Customers

Aging Population, Athletes, People interested in preventative care of chronic diseases, People requiring care of and management of chronic diseases

Launch Service

The Medical Boot camp launched in the summer of 2013.

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Executive Summary

Business Summary

Medical Exercise Associates (MEA) is a medical sports and strength training facility located in Daytona Beach. MEA provides medical and monitored therapeutic recovery for injuries suffered by athletes and individuals. Our doctors work also with people who have issues such as diabetes, high blood pressure and arthritis as well as high school athletes. We offer our patients sure alternatives to avoid the cost, risk and recovery caused by surgery. Through the work of its Founder Dr. Michael Fulton and his son Dr. Brent Fulton, supported by close family members, MEA has been capable of perfecting their medical services through state-of-the-art exercise medical equipment, heated swimming pool, clinic and a 40-acre outdoor facility to which they have recently introduced a boot camp medical training program. In essence Medical Associates offers both products in the form of state-of-the-art, highly specialized medical equipment under the Nautilus brand and services through the clinic as well as medical advice and reconditioning.

Services

- Spine Program
- Osteoporosis
- Medical Fitness
- Sports Medicine

Distribution Channels

Direct channel of distribution. Other sources are through Insurance Networks, Referrals from other doctors, Marketing Campaigns, Word of Mouth.

Industry Outlook

The ALTERNATIVE HEALTHCARE PROVIDERS INDUSTRY is forecast to continue benefiting from increasingly favorable attitudes toward its services. The mounting incidence of disability, the aging population and rising disposable income will significantly contribute to revenue growth over the next five years. During this time, **revenue is projected to increase at an average annual rate of 3.7% to \$15.4 billion by 2018, including a 3.5% rise from 2013 to 2014.**

GYM, HEALTH & FITNESS CLUB - Despite experiencing solid growth during the past decade, aside from recessionary years, the market has not yet reached saturation. **As a result, the industry is expected to remain in a growth phase, with revenue expected to rise at an average annual rate of 2.9% to \$29.9 billion in the five years to 2018.** During this period, demand is expected to improve as the US economy stabilizes and unemployment declines. In 2014, industry revenue is expected to increase 2.4% as disposable incomes rise and the job market gradually improves. Over the long term, industry growth and profitability will likely benefit from an increase in premium services like personal training for customers willing to pay more.

Major Markets

26% - Females 30 to 69, **20%** - Males 30 to 69, **13.5%** - Females 17 & Younger, **12%** - Males 17 & Younger, **9.5%** - Females 70 & Older, **7.5%** - Males 70 & Older, **6.5%** - Females 18 to 29, **5%** - Males 18 to 29

Revenue Streams

The Alternative Healthcare Providers industry has a low level of revenue volatility. During the five years to 2013, revenue growth is expected to increase an average 3.9% per year. In each of these years, revenue grew, despite the economic recession. Healthcare spending creates a stable revenue stream because consumers are less likely to cut back on these purchases than they are on more discretionary goods, such as clothing and vacations. The availability of government healthcare programs (e.g. Medicare for the elderly and Medicaid for those with low income), private insurance and managed care can reduce patient out-of-pocket costs for some industry services – particularly for those services deemed medically necessary.

Monthly subscriptions and training programs.

Requests

- Leads and contacts
- Athletes and individuals requiring medical recovery treatment



Mind to Medium

We Teach You Tomorrow's Tools, Today.

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386.320.6010

learn@mindtomedium.com

www.mindtomedium.com



Industry: Business Field

TRADE & TECHNICAL SCHOOLS

Services

Technology training for small businesses and individuals with a focus on mobile workforce productivity

Market

Technology Training Company for Small Businesses and Individuals

Market Size

United States: Growth: \$18B by 2018

Executive Management

President/CEO

Joshua Curtis

CPA

Mark S Topol & Co.

Financial Advisor

Daniel Curtis

Leadership Counselor

Joe Coury

Business Model

COMBINATION OF SERVICES AND ONLINE DELIVERY

Mind to Medium is an innovative electronic technological company designed to provide a key service of training for small businesses and individuals in the use of technology for productivity in their everyday activities. Through this process Mind to Medium creates a virtual learning environment for its clients which could otherwise promote frustration and in some cases confusion in assimilating new technology as it emerges in the market place.

Customers

Small and private businesses, Individuals over 55 years old are the primary customers. However, due to the nature of the industry, there are a number of potential sources including learning institutions, government bodies and a wider catchment of private individuals.

Launch Product



Online computer technology training courses

Executive Summary

Business Summary

Mind to Medium, LLC began in January 2013 to provide a solution for the deficit of technology training courses currently provided on the market. This entity provides technology training for small businesses and individuals through teaching people how to use new technology for productivity in both their personal and business lives. Creating a simple and affordable learning environment where customers can access their courses anywhere, anytime, on any device is our major goal.

Competitors

Company	M ^m		Udemy	Grovo	
Date Founded	2013	1995	2010	2010	2011
Training Price	\$99/course or \$199/year	\$25/month or \$249/year	\$9 to \$499/course	\$16/month or \$99/year	\$25 or \$49/month
Revenue	\$18,000	22.1M	N/A	\$190K	\$330K
Focus Courses	Mobile Workforce	Creative Design	IT Programming	IT Networking	IT Programming

Distribution Channels

Google Advertising (Adwords & SEO), Social Media (Facebook, Twitter, Google+, LinkedIn), YouTube (Paid Video Advertising), affiliates, and in most cases, direct distribution through its website.

Industry Outlook

IBISWorld projects that the Trade and Technical Schools industry's revenue will grow on average 2.6% annually in the five years to 2018 to reach \$18.0 billion. Growth will be determined by downstream demand for different trades, affecting demand for training offered by this industry. The industry will also be affected by government policies pertaining to vocational education and higher education in general.

Major Markets

55% - Students 20 to 30, 30% - Students 31 & Older, 15% - Students 19 & Younger

International Markets/Exports

Although other industries in the education sector offer courses to overseas students via distance-education, technical and trade schools are less likely to do so due to the more hands-on and practical nature of vocational courses. Technical and trade schools offer a range of shorter courses, providing certification that is generally recognized only in the United States. **Consequently, this industry primarily serves the domestic market.** However, some operators have opened their doors in international markets. For example, Career Education Corporation has 12 campuses in international markets, including France, Italy and the UK.

Revenue Streams

Monthly subscription and pay-per-view for training courses, vendor reselling and affiliations (e.g. Google Apps for Business), online and offline collateral retail sales of accessories and other product recommendations

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Executive Summary

Business Summary

Nesix International Inc. is a privately owned corporation specializing in imports of personal electric vehicles. Nesix was founded by President Richard Burns who has 30 years international experience in finance, health care management, property development and management, retail, and marketing both business to business and consumer marketing.

Mission Statement

To provide innovative affordable green electric vehicles to help reduce our dependence on fossil fuels for human transportation in a fun, safe and cost-effective way. Nesix is the exclusive distributor in North America for the Nesix ENV. The ENV is a 2-wheeled, self-balancing personal electric vehicle that can travel up to 12 miles on a single charge with speed of 8-10 mph. Although similar to the "Segway PT", the ENV will retail for less than a third of the cost of a Segway. In addition, it is much more compact, storing easily in a trunk or on a bus or subway. These vehicles will initially be imported from Asia where they are currently being produced and sold. Nesix will use Central Florida as a distribution hub, with further plans in 2014 to bring the manufacturing operation to the United States.

Competitors

Company Name	Market Share	Net Sales	Number of Employees	Location
Segway	80%	\$18.20M	120	14 Technology Dr. Bedford, NH 03110
E-Z GO	20-30%	NA	NA	1451 Marvin Griffin Rd. Augusta, GA 30906
Club Car	15%	\$118M	1,200	4125 Washington Rd. Augusta, GA 30917

Distribution Channels

Direct sales to consumers through e-commerce and directly through its own retail outlets. Nesix also will sell products wholesale to major retailers and other distributors.

Industry Outlook

The industry's future is tied to the continued recovery of the US economy and its effect on disposable income and consumer sentiment. Overall, the industry's revenue growth will be aided by higher disposable income, renewed interest in recreational activity and greater investment in recreational equipment. **As such, in the five years to 2018, revenue is forecast to increase at an average annual rate of 1.2% per year to reach \$7.5 billion.** As the US economy returns to steady growth, unemployment decreases and leisure activities rise in popularity, revenue will benefit.

Major Markets

College Students, People with physical impairments to long distance walking, Security/Patrol, Amusement Parks, Commuters, Industry and Business

Revenue Streams

Direct sales to consumers through E-Commerce and company-owned retail outlets and wholesalers/distributors throughout North America

Requests

The Company is seeking strategic partners for distribution and marketing.

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Industry: Business Field

ATV, GOLF & SNOWMOBILE MANUFACTURING IN THE U.S.

Services

Provide an affordable 2 wheeled self-balancing personal electric vehicle to the public.

Market Size

Growth: \$7.5B to 2018

Executive Management

President

Richard Burns, *Founder and CEO*

National Manager, Australian Home Mortgage, Melbourne Australia. Founder and President of Tracy Caulkins Physiotherapy Nashville Tennessee. Founder and President of Burns Physiotherapy, Springfield Illinois. Founding Partner of Nesix of Illinois and Nesix of Springfield. Founding Partner Nesix of Florida Retail Operations located in Central Florida.

Vice President

Vince Scott, *CEO and President of TRP International*

With offices in Elkhart IN, Dallas TX, Hefei China and Erba Italy, Vince brings over 20 years of International trade experience. Vince has a long track record of successfully communicating, consulting, coordinating and executing the many facets of global sourcing and manufacturing.




Business Model: Direct Sales

To consumers through E-Commerce and its own retail facility and to intermediaries such as other distributors and wholesalers

Customers

Security companies, schools, individuals and persons with physical impairments.



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Executive Summary

Business Summary

Source 2 Real Estate is an online-based platform within the Real Estate Industry that utilizes a Transaction Broker Relationship with its customers and uses a Platform of Services that has been compiled from 20 years of residential sales experience. All of the facets of this Brokerage which make it truly unique have been performed by many brokerages over the years, but only the main Competitor listed below, GetMoreOffers.com, has been packaged and offered as one complete service with use of the Internet and high end technology.

Competitors

Company Name	Services Offered	2012 Net Earnings	Price of Services	Location
GetMoreOffers.com	-Online MLS Listing Transaction Brokerage -Pricing Consultation -Buyer Lead Capture -Free Price quote & Commission Changes	\$850k	\$499 plus ¾% of Selling Price (\$1,500 min) + 3%Commission to Selling Broker	4335 Garfield Ave Minneapolis, MN 55409-1833
Sand Dollar Realty Group, Inc. (SDR) Houses	-Flat Fee MLS -Foreclosures & Short Sales -Buyer/Seller Services -Investor Services	\$210k	\$299 upfront plus \$100. Admin fee + Approximately 3% Commission to Selling Broker	7006 Starpoint.Ct. Ste J Winter Park, FL 32792- 8206
BuyOwner.com Buy Owner Inc.	Marketing; List your home with no expiration date, no recurring fees and no contracts. Marketing only. No Co-Broker Sales	\$1.2 mil (Fla.)	\$1995 - \$3295.00 Marketing Fee.	Owners Advantage, LLC Headquarters 235 Montgomery Ste 717 San Francisco, CA

Industry Outlook

The Real Estate Sales and Brokerage industry is projected to find solid ground during the five years to 2018 as rising home prices; sales and construction combine with rising homebuyer demand. Furthermore, consumer spending will drive business expansion, and investor confidence in real estate will help raise commercial transaction volumes. **During the next five years, industry revenue is forecast to rise at an annualized rate of 4.5% to reach \$128.9 billion, including moderate growth of 3.0% anticipated in 2014.**

Major Markets

45% - Sellers, **30%** - Lessors, **25%** - Buyers....potentially all sellers of Real Property.

Financial Projections

	Year 1	Year 2	Year 3	Year 4	Year 5
Income	4,200,000	5,000,000	6,750,000	9,112,500	12,301,815
Expenses	2,520,000	3,000,000	3,712,500	4,556,250	5,904,871
Net Income	780,000	987,500	1,477,500	2,587,250	4,240,944

The Executive Summary is for informational purposes only and does not constitute an offer or solicitation to sell securities in the Company. Any such offer or solicitation will be made only by means of confidential private placement memorandum and only in those jurisdictions where permitted by law. All statements other than statements of historical fact should be considered "forward-looking statements" within the meaning of Section 21 E of the Securities Exchange Act of 1934, as amended including statements of projections, expectations about earnings, revenues or other financial items, statements about our plans and objectives for future operations, statements concerning proposed new products or services, statements regarding future economic conditions or performance, statements about market risk and statements underlying any of the foregoing. Although we believe that the expectations reflected in our forward looking statements are reasonable, we can give no assurance that such expectations or any of our forward looking statements will prove to be correct. Actual results and developments are likely to be different from, and may be materially different from, those expressed or implied by our forward-looking statements.

Industry: Business Field

REAL ESTATE SALES & BROKERAGE IN THE US

Services

A Transaction Broker Realty Service that features MLS participation for a fee and cooperating Broker sales through Local Real Estate Professionals; Full-service Buyers representation on purchases.

Market Size

Statewide: 12 Million Homes

United States: Ability to Expand rapidly into 9 more states with licensure

Growth: \$128.9B by 2018

Executive Management

Broker/Owner

Jeffery A. Thorla

Business Model

COMBINATION OF SERVICES AND ONLINE DELIVERY

Source2MLS.com is a unique Real Estate structure and service that is intended to revolutionize how properties will be marketed in Florida. In essence the entity does not follow the typical path of Traditional Broker-based real estate firms, or standard MLS service providers. Source2MLS.com utilizes parts of both platforms and has stated its major goal to be capable of realizing the sale of client's home within the shortest time and as a consequence benefit the client in terms of cost savings for listing commissions.

Distribution Channels

Direct distribution, but can facilitate an intermediary if the situation warrants such a structure

Customers

Semi-experienced Owners/ Sellers of Real Property, Professional Investors of Property

Launch Product

2% Transaction Broker Commissions Programs and the MLS Service Provider package are currently available.

Requests

The Company is seeking an investment of \$30,000 to be used towards marketing, operations and for the payment of various fees and is prepared to offer 25% ownership in Source2MLS.com