



Five Year and Second Quarter 2Q16 Report

July, 2016

TABLE OF CONTENTS

Five-Year Summary and Second Quarter 2016 Report

Executive Five-Year Summary 3
Five Years and Counting 3
2Q16 Executive Summary 5
Volusia Tech Hub Programs 6
Moving to the Future:..... 6
Metrics by Quarter:..... 7
Occupied Space 10

Executive Five-Year Summary

As Dr. Thomas P. O'Neal, Associate Vice President for Research and Commercialization at UCF likes to remind people, back in 1999 when the UCF Business Incubation Program was launched most people couldn't even pronounce entrepreneur; now it dominates the conversation. Over the past seventeen years, Dr. O'Neal has become a key advocate of an economic development model based on developing entrepreneurial enterprises. This model caught the attention of Volusia County officials and in July 2011 the Volusia County – UCF Business Incubator was born.

This month marks our fifth anniversary. Five years of working with entrepreneurs, investors, mentors, and innovators to make Volusia County a welcoming and supportive place to start an innovative enterprise.

Five years ago nobody in Volusia County was talking about entrepreneurship and innovation. Today, most of the local universities, chambers, businesses and community leaders consider entrepreneurship as the best way to foster startups and innovation.

Education has been our core value since inception reaching out to middle schools, high schools and higher education students, professors, chambers, rotary groups, the business community, as well our local entrepreneurs. We have created different initiatives that have been relevant for the growth of a vibrant startup community. Following the best practices professed by our UCF Business Incubation Program and the International Business Incubation Association, we have become the catalyst of innovation in Volusia County.

Our mission is to help create and sustain higher-wage jobs in the community by helping businesses grow to the point where they need to hire employees in order to continue operating and growing.

We accomplish this goal through a comprehensive process that includes an on-going series of strategic and tactical meetings, a variety of business development services, business coaching, and other resources, such as office space, that are designed to help a company grow smarter and faster.

We are grateful to the Volusia County Council and the County Manager for their vision, continued support and dedication to make Volusia County UCF Business Incubator a great place for startups to succeed.

Five Years and Counting

UCF Business Incubator at Daytona Beach International Airport

15 Current Companies

208 Jobs
Created/Retained

53 Companies Assisted

7 Business Expansions

Volusia Tech Hub
Coding School
Maker Lab
Coding for kids K12

20 Mentors and Partners

Training Sessions
80

3 Innovation Challenges
AquaSolve - ERAU
TSOLife - Stetson
Sea&Sol Shade- DSC

Use of the Facility
810 Times by several local
groups including:
Innovate Daytona, Startup
Weekend, FLVEC, BNI,
SCORE, Sams, Next Gen,
Spruce Creek High School
AITR, Elevate Daytona,
Synergy Billing LLC, Ignite
Dayona, Career Source
Flagler/Volusia, Daytona
Chamber - Leadership
Daytona, Volusia Hispanic
Chamber of Commerce, and
more.

5,100+ Coaching Hours

7,400 Visitors

Clients Awards

1 Bright House Network Regional
Award to First Response Disaster
Team
1 Rollins College Business Plan Pitch
to Details Flowers
1 Hispanic Business Initiative Fund -
DeLand Bakery

2Q16 Executive Summary

Second quarter of 2016 was a time to train new incubator clients on the Business Model Canvas, coach the teachers from Spruce Creek Academy of Information Technology and Robotics – AITR on how to write a winning proposal to compete in the XQ Challenge, and to partner with an incubator client, My School Tech Hub, to deploy coding classes to middle school students at the YMCA summer camp.

The incubator leadership deployed three 4-hour sessions on the Business Model Canvas – Lean Methodology to clients and the business community. The objective of this program was to motivate the attendees to think more about innovation.

Spruce Creek Academy of Information Technology and Robotics staff and Board Members reached out to the incubator leadership to train the teachers on how to write a winning proposal to compete in the XQ challenge. The XQ Challenge is a service of educators and entrepreneurs, parents and pioneers, business leaders and administrators, youth and education experts in the endeavor to remake America's high schools for today. They want to create a new model of learning based on technology and innovation.

The teachers received classes on economics, entrepreneurship and innovation. As a result we created a new concept of high school named Student Startup. The Student Startup's objectives are: Inspire students, personalize education, support economic development, ingrain interdependence and expand the program to different areas of the county. If AITR wins the challenge, they will receive \$10M to create one of five super schools in the nation. We wish the best on their endeavors and will continue supporting this amazing initiative.

Last, It is our social responsibility to help our local students to learn more about technology and innovation. If we don't do this, our country is going to lose competitiveness and our regions will increase the poverty levels. Therefore, the incubator leadership and an incubator client My School Tech Hub, are on a mission to deploy technology education to middle and high school students. Our first pilot program was done at the YMCA Summer Camp program. We appreciate the support of the YMCA Port Orange Team and administrators as well as Jim Beckmann, CEO of My School Tech Hub.

Volusia Tech Hub Programs

We are proud to say that 15 people graduated in the first class with professional skills sufficient to compete for jobs in coding and basics of rapid prototyping. We have great traction and a lot of demand for these classes.

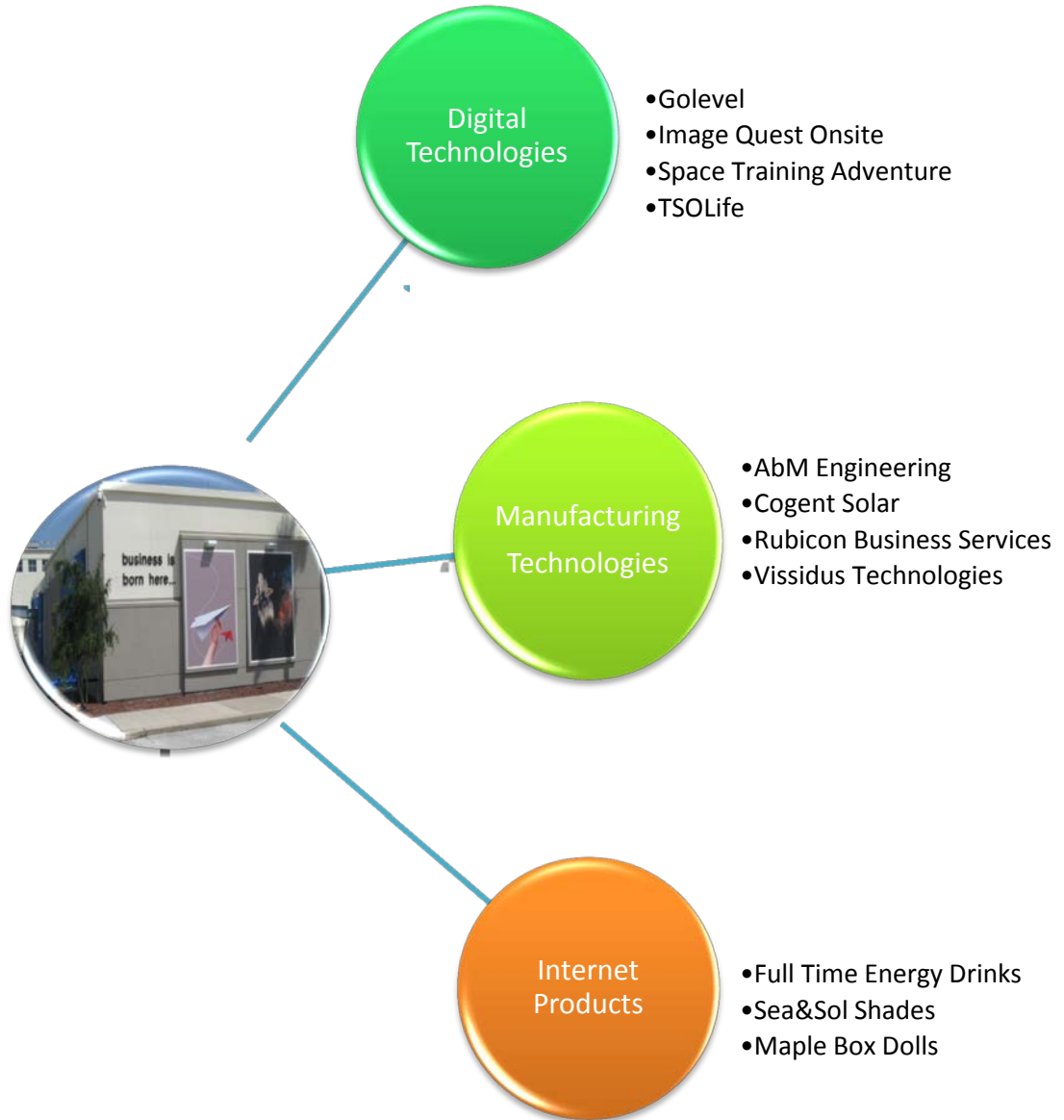
Moving to the future:

We were honored to be granted ten thousand dollars from the Hunters Foundation to buy the equipment to develop a computer lab for the Volusia County Incubator. We will be able to change the internet connectivity at an affordable price thanks to our incubator client, Rubicon Services LLC. We are looking to raise \$5,000 more to buy a small server that will support the computer lab. We hope to be able to continue the classes by the end of August. This initiative will provide residents with the needed tech skills, which, in turn, contribute to the growth of our local startup community.

Metrics by Quarter:

Total number of companies = 11

Pre-Incubation clients: 4



Incubator Metrics – Clients’ Websites and Number of Prospects

Company Name	Status	Company Website
1. AbM Engineering, LLC	On-Site Client	http://www.abmengr.com
2. Cogent Solar, LLC	On-Site Client	www.cogent.solar.com
3. Image Quest Onsite Inc.	On-Site Client	www.iqww.com
4. Rubicon Business Services, LLC	On-Site Client	http://rubiconservices.net
5. Space Training Adventure Inc.	On-Site Client	www.spacetrainingadventure.com
6. TSOLife, LLC	On-Site Client	www.tsolife.com
7. VisSidus Technologies, Inc.	On-Site Client	www.vissidus.com
8. Golevel LLC	On-Site Client	http://golevel.com/
9. Maple Box Dolls	On-Site Client	https://www.mapleboxdolls.com/
10. Sea&Sol Shades	On-Site Client	TBA
11. Full Time Energy	On-Site Client	http://www.fulltimeenergy.com/BA

Number of Prospects / Pre-Incubation Companies:

Pre-Incubation companies are prospective businesses that are preparing to become incubator clients. The pre-incubation process includes the development of the Business Model Canvas, which is a rigorous testing of business model assumptions. In addition, we assist the companies with the refinement of the documents to be attached to the incubator application.

Pre-Incubation Clients	
1	Eric Milan
2	Angela Davis
3	Mitch Moore
4	Desiree Villa Nova

UCF Business Incubator at Daytona Beach International Airport

Incubator Metrics – Companies’ Stage, Number of Jobs, Visitors and Training Events:

Metrics	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16
Incubation Companies							
# of Pre-Incubation Companies	3	5	4	4	4	2	4
# of Stage One Companies	12	11	12	12	10	10	11
# of Stage Two Companies	2	2	1	1	0	0	0
Total Number of Incubator Companies	17	18	17	17	14	12	15
Incubation Companies and Co-Working Jobs							
# of Jobs Stage One Companies (2-9 employees)	65	33	40	43	35	33	53
# of Jobs Stage Two Companies (10-99 Employees)	100	102	68	70	0	0	0
# of Jobs Graduate Companies	40	42	69	72	145	147	150
# of Temporary Jobs	5	5	5	6	3	2	5
Total # of Jobs	210	182	182	195	187	185	208
# of Interviewed Prospects	21	35	16	17	7	18	13
# of Companies Applied	2	10	7	5	3	3	6
# of Companies Accepted	2	2	3	1	0	2	1
Graduate Companies	5	0	1	1	2	0	0
*Exited Companies	2	2	2	0	1	2	0

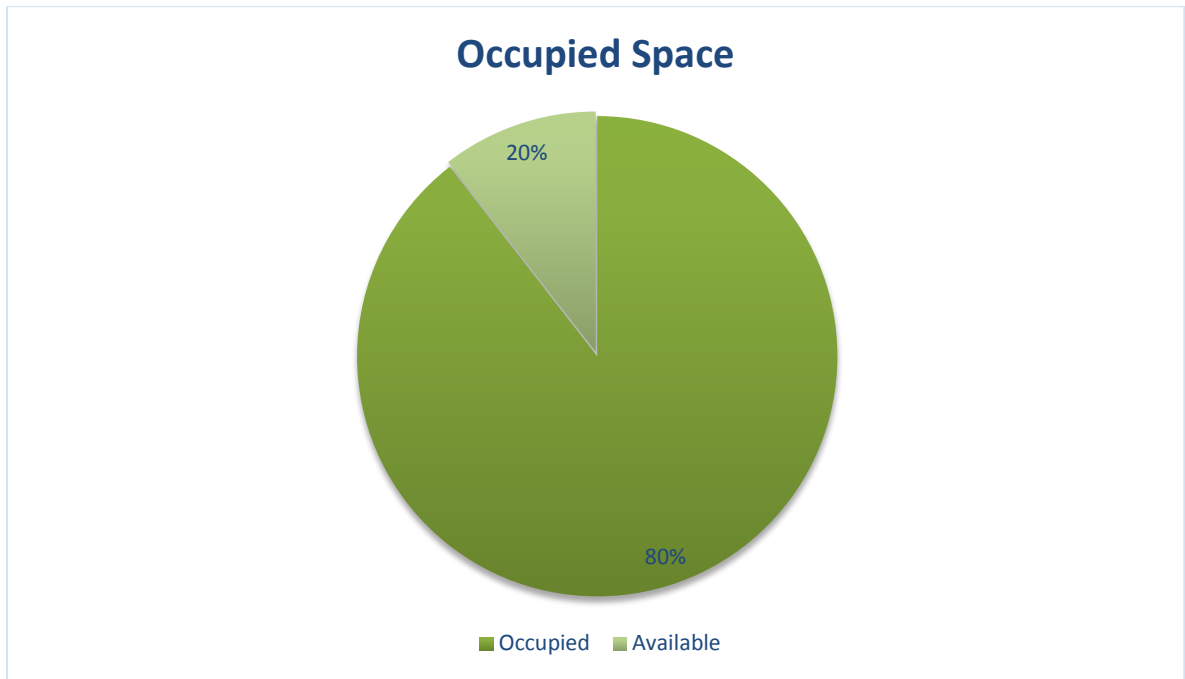
*Exited companies:

Training and Conference Room Use:

# Incubator Training Workshops	Incubator Hosted: 4
	Outside Organizations: 35
# SCORE Workshops	15
# Training Attendees	43
# People Counseled	63
# of Visitors	196

Occupied Space

Occupied Space is 80% as of June 2016:



Anchor Tenants:

Company Name

- Florida Virtual Entrepreneur Center
- Investor in residence: Bob. Malkani-Apeximco

UCF Business Incubator – Daytona Beach International Airport’s Floor Plan

