



## **Second Quarter 2021 Report** **April 1 – June 31, 2021**

**July 2021**

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## Executive Summary

The second quarter of 2021 highlights the resuming of our in-person town hall meetings with the clients in which we discussed about the challenging times helping most people familiarize themselves with new realities. What makes me proud was seeing that our clients are skilled, not only to acclimate but to prosper on change. They became proficient in using technology as never before, and they mastered the art of remote collaboration; it is astonishing! We are ready to embrace change and continue growing, not only locally but also globally.

During one of the town hall meetings, the clients expressed the desire to have a Client Showcase so that they can connect with key industry partners. It was perfect timing, especially because July is our local incubator anniversary month. Therefore, we decided to revive our successful Anniversaries/Client Showcase events in which we open the incubator doors to the public, including inviting government officials, investors, and industry partners to meet our incubator clients. In addition, we recognize our entrepreneur of the year and the graduate of the year. The awards are a way to acknowledge the efforts of our clients, especially the ones who have gone through the startup process.

Our 10th Anniversary Client Showcase and Open House will be held on July 26, 2021, per the attached flyer. This client-sponsored event is open to the public and will be a great way to network, connect, and possibly win an Apple Watch donated by our incubator clients! Yes, our clients are working on a raffle to award our visitors. Food and non-alcoholic beverages have also been graciously donated by Plan Life Care and Rubicon Technical Services – two of our long-term startups that are now successful second-stage companies.

During the past ten years, we have worked intensely to help the Volusia County Government to diversify our local economy by supporting entrepreneurs, business owners, brilliant scientists, inventors, and students, as well as international companies relocating to the United States. Today, the Volusia County Business Incubator has become the hub for innovation and entrepreneurship in our county, with our in-person and online education, one-on-one business coaching, and much more. After a decade of hard work, our local incubator is at 87% occupied with 13 startup companies and six more in our preincubation program. We would like to thank the Volusia County Council, Volusia County Economic Development, Volusia County residents, and Incubator Clients for your continued support. Without your help, we would not be here.

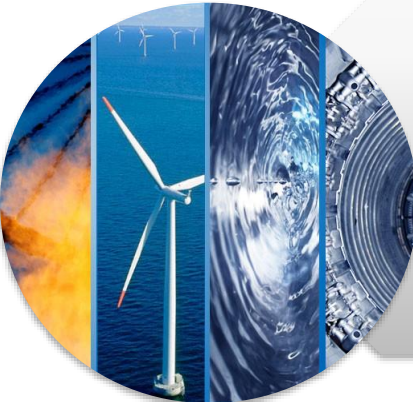
## Volusia Tech Hub Programs



**Volusia Tech Hub:** Volusia Tech Hub is an online initiative created by the Volusia County Business Incubator to attract, inform, and mentor small businesses in Volusia County.  
<https://volusiatechhub.com/>



**2020 Cairns Foundation Innovation Challenge in Partnership with the UCF Business Incubator in Volusia County:** Since 2013 the Cairns Foundation has hosted an annual cash prize pitch competition open to local and current student-led ideas and businesses. The 2021 Innovation Challenge will be held October 21, 2021  
<http://cairnsfoundation.com/innovationchallenge.html>

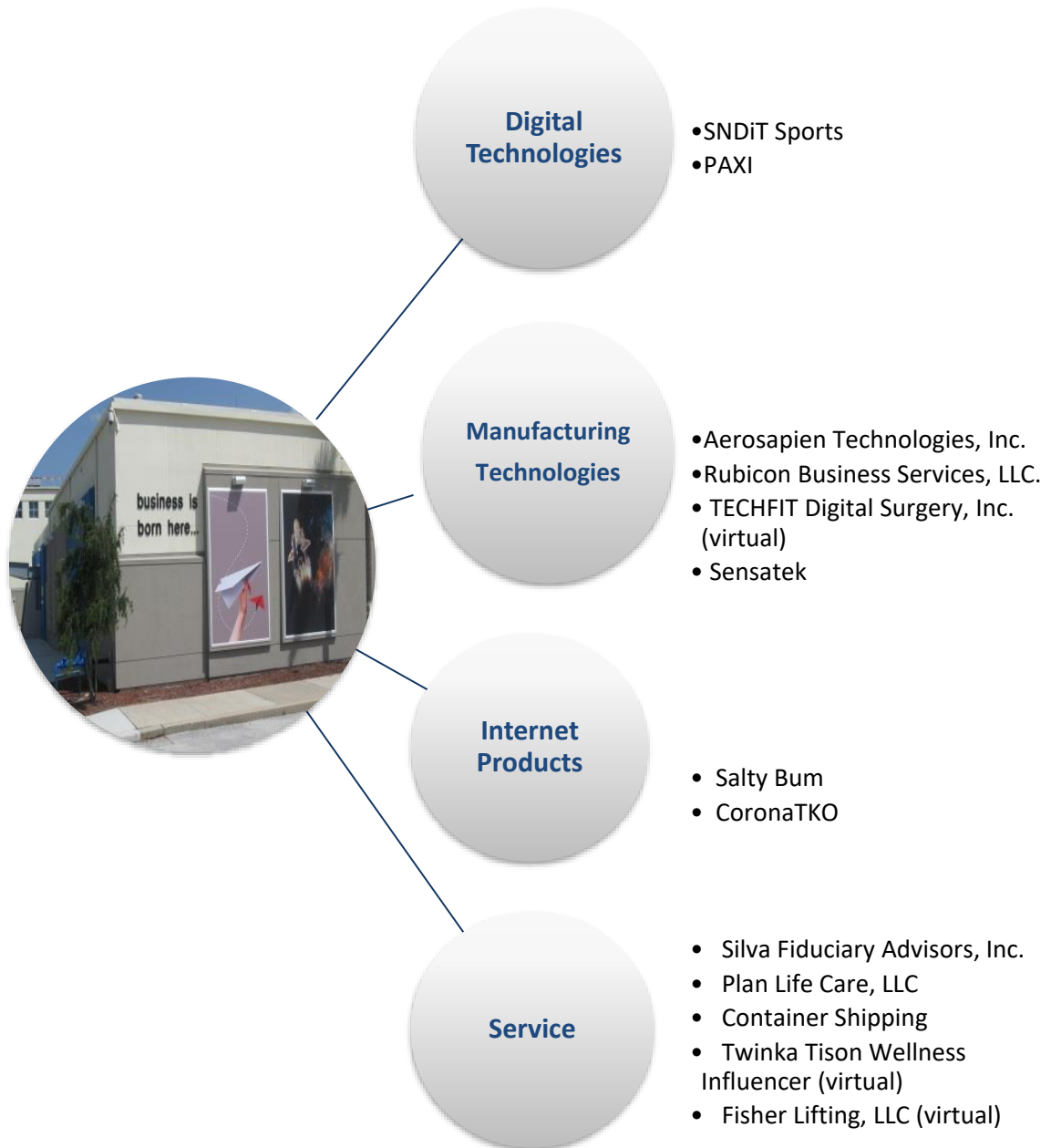


### **Maker-Lab:**

Our maker lab is a collaborative work space inside the incubator facility for making minimum viable products. Some of our clients use the maker-lab to develop their manufacturing technologies.

## Metrics by Quarter:

### 1. Total number of companies: 13 and 6 Pre-Incubation Clients



## Incubator Metrics – Clients’ Websites

Company Name	Status	Company Website
1. Aerosapien Technologies, Inc.	On Site	<a href="http://www.aerosapientech.com/">www.aerosapientech.com/</a>
2. Container Shipping	On Site	<a href="http://www.container-shipping.com">www.container-shipping.com</a>
3. CoronaTKO	On Site	<a href="https://coronatko.com/">https://coronatko.com/</a>
4. Fisher Lifting	Virtual Client	<a href="https://www.fisherlifting.com/">https://www.fisherlifting.com/</a>
5. PAXI	On site	<a href="https://www.ridepaxi.com/">https://www.ridepaxi.com/</a>
6. Plan Life Care, LLC	On Site	<a href="http://www.planlifecare.com/">http://www.planlifecare.com/</a>
7. Rubicon Business Services, LLC	On Site	<a href="http://www.rubicontechnical.com">www.rubicontechnical.com</a>
8. Salty Bum	On Site	<a href="https://saltybum.com">https://saltybum.com</a>
9. Sensatek Propulsion Technology	On site	<a href="https://www.sensatek.com/">https://www.sensatek.com/</a>
10. SNDiT Sports	On-Site	<a href="http://www.Snditsports.com">www.Snditsports.com</a>
11. Silva Fiduciary Advisors, Inc.	On Site	<a href="http://www.silvafiduciaryadvisors.com">www.silvafiduciaryadvisors.com</a>
12. TECHFIT Digital Surgery Inc.	Virtual Client	<a href="http://www.techfit.com.co/">http://www.techfit.com.co/</a>
13. Twinka Tison Wellness Influencer	Virtual Client	<a href="https://twinkatison.com/">https://twinkatison.com/</a>
Hungarian Hub - Anchor Tenant	On-Site	<a href="http://www.HungarianHub.com">www.HungarianHub.com</a>
SCORE – Anchor Tenant	On-Site	<a href="https://volusiaflagler.score.org/">https://volusiaflagler.score.org/</a>
African American Entrepreneurs Association	On-Site	

**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.

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Pre- Incubation Clients	
1.	Credit Revolution Portal
2.	Imagine Daytona
3.	Floa, Co.
4.	Precisely Engineered
5.	Pura Vida Wellness – Dr. Schulte
6.	Teachers Portal - Clifford Scarborough

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

Metrics	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21
<b><u>Incubation Companies</u></b>						
# of Pre-Incubation Companies	3	5	3	3	3	6
# of Stage One Companies	12	12	13	15	15	13
# of Conditional Accepted Companies	0	0	0	0	0	0
<b>Total Number of Incubator Companies</b>	<b>15</b>	<b>17</b>	<b>16</b>	<b>18</b>	<b>18</b>	<b>19</b>
<b><u>Total Number of Jobs from Current Companies, Co-Working Space Clients, and Graduate Companies Since Inception</u></b>						
# of Jobs Stage One Companies (2-9 employees) - Current Clients	154	467	467	469	807	550
# of Temporary Jobs - Current Clients	0	1	1	1	0	*257
# of Jobs Graduate Companies	258	258	260	260	425	425
# of Temporary Jobs Graduates	0	0	0	0		
<b>Accumulative Total # of Jobs Since Inception</b>	<b>412</b>	<b>716</b>	<b>728</b>	<b>730</b>	<b>1232</b>	<b>1232</b>
# of Interviewed Prospects Per Quarter	2	4	3	6	3	20
# of Companies that Applied Per Quarter	3	4	6	6	3	6
# of Companies Accepted Per Quarter	2	1	0	3	1	0
Graduate Companies Per Quarter	1	0	1	0	1	1
Exited Companies Per Quarter	3	0	0	0	0	1

\*Temporary jobs are the 1099 drivers from PAXI (Uber for pets and owners)

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**Training and Conference Room Use:**

<b># Incubator Training Workshops</b>	<b>Incubator Hosted:</b>	<b>3</b>
	<b>Outside Organizations:</b>	<b>2</b>
<b># SCORE Workshops (Virtual)</b>		<b>5</b>
<b># Training Attendees for Incubator Events in Person and Webinars</b>		<b>30</b>
<b># People Counseled</b>		<b>30</b>
<b># of Visitors</b>		<b>135</b>

<b>GROUPS USING THE FACILITY</b>	
<b>SCORE</b>	SCORE is the nation’s largest network of volunteers, expert business mentors with more than 10,000 volunteers in 300 chapters. The Volusia Chapter team meets here every month.

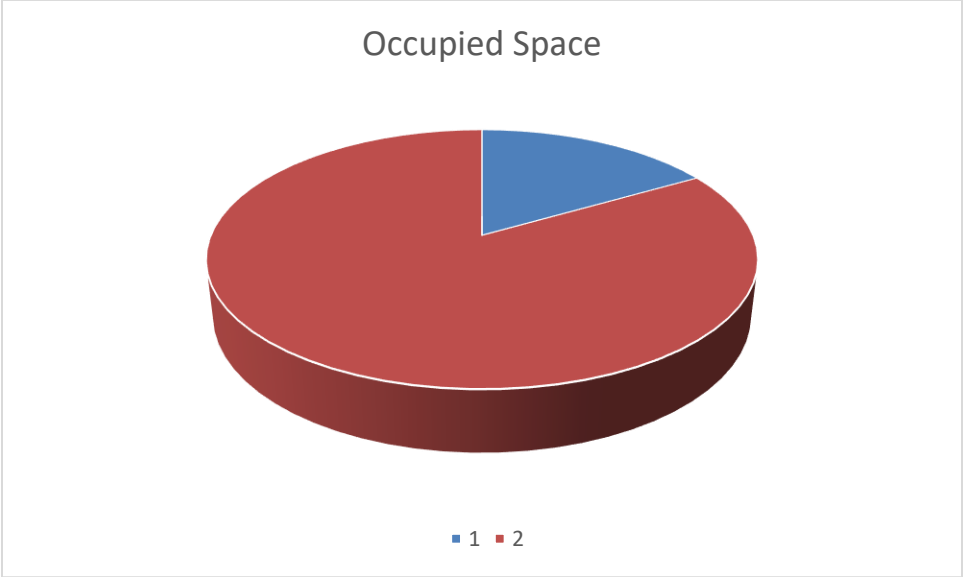
**Anchor Tenants:**

<b>Company Name</b>
<ul style="list-style-type: none"> <li>• <b>African American Entrepreneurs Association</b></li> <li>• <b>Hungarian Hub</b></li> <li>• <b>SCORE</b></li> </ul>

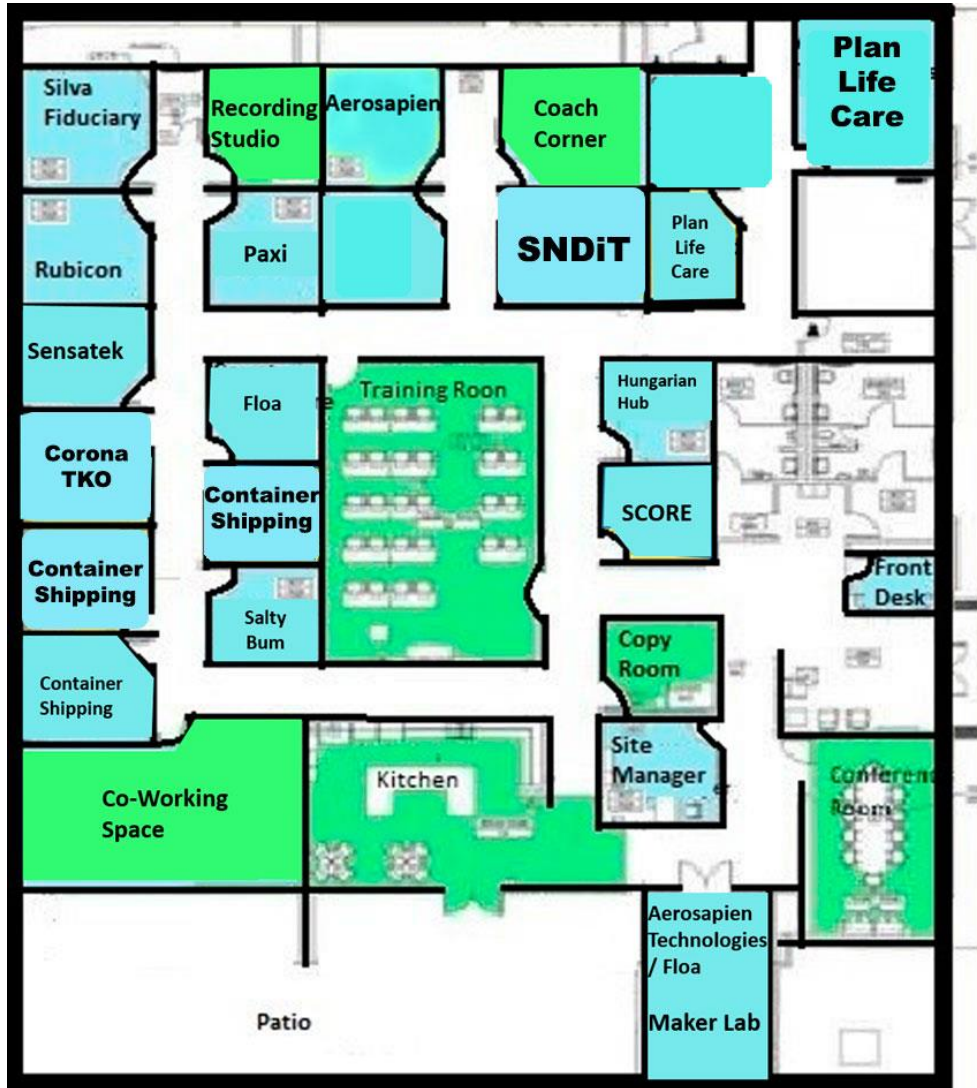


## Occupied Space

The incubator has a total of 20 offices and 16 of them are occupied. Clients have the option to use our virtual program as well.



Floor Plan – Incubator Clients as March 31, 2021



Attachment

**You're Invited**

**Volusia County Business Incubator**

Powered by **UCF Business Incubation Program**

**10<sup>TH</sup> Anniversary Client Showcase & Open House**

**Date:**  
**July 26, 2021**

**Time:**  
**4:00 - 4:30 p.m.** - Welcome & Introductions  
**4:30 - 5:00 p.m.** - Keynote Speaker - Volusia County Chair Jeff Brower  
**5:00 - 5:30 p.m.** - Networking/Incubator Tours  
**5:30 - 6:00 p.m.** - Incubator Client Showcase - 2 minute pitches  
**6:00 - 6:30 p.m.** - Awards - Entrepreneur, Client and Graduate of the Year

**Location:**  
**Volusia County Business Incubator**  
at Daytona Beach International Airport  
601 Innovation Way, Daytona Beach, FL 32114

**RSVP:** <https://vcbi10.eventbrite.com>  
**Phone:** 386-872-3100

**Clients**

- Aerosapien Technologies, Inc.
- Container Shipping, LLC
- CoronaTKO
- Fisher Lifting, LLC
- Floa, Co.
- Paxi, Inc.
- Plan Life Care, LLC
- Rubicon Technical Services, LLC
- Salty Bum, LLC (formerly Ramey & Co.)
- Sensatek Propulsion Technology, Inc.
- Silva Fiduciary Advisors, Inc.
- SNDiT
- TECHFIT Digital Surgery, Inc.
- Twinka Tison Wellness Influencer

**Tenants**

- SCORE
- HungarianHub, Inc.
- African American Entrepreneurs Association

**UCF Business Incubation Program**

Refreshments provided by: **YPlan LifeCare**

**Volusia County FLORIDA**

**DAYTONA BEACH INTERNATIONAL AIRPORT**