



# Quarterly Report - 3Q14

Oct 15, 2014

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### Summary Report:

Fifteen years ago, Dr. Tom O'Neal started the UCF Business Incubation Program. "Since its launch, the UCF Business Incubation Program has helped more than 250 early stage companies on their road toward financial stability and transformation into potentially high-growth/impact enterprises. Utilizing the tools, training and infrastructure provided by the University's incubation program, these companies have sustained more than 3,600 total jobs in the Central Florida region and have had a total impact of \$1.51B on regional sales and \$2.48B on regional economic output."

"This is a celebration of what can happen when a community gets together to make a difference. The invaluable contributions that the partners in this program make to support emerging companies, stimulate job growth and strengthen local economies enable us to fortify the region's innovation culture by providing ready access to our incubation services," said Tom O'Neal, founder and executive director of the UCF Business Incubation Program.

Today, thanks to the grit and determination of the Volusia County entrepreneurs, there is much progress to report. After three years of work, our local business incubator is ahead of schedule and one of the most successful incubator startups increasing the number of technology companies. The Volusia County Incubator is becoming a hub for innovation and entrepreneurship in which all five local universities are welcome. Together, we have cleared away the pessimistic thoughts, and we can say with renewed confidence that the Volusia County UCF Business Incubator is getting stronger.

On September 18, 2014 we presented our three-year report to the County Council members, and they voted unanimously 7-0 to renew our next three years' funding. There are no words to express my gratitude to the County Council Members, as without their support, we wouldn't be here to assist Volusia County entrepreneurs grow their companies.

Lastly, we presented to Volusia County Economic Development the following plan for increasing the presence in West Volusia. We are thrilled to announce our partnership with CareerSource Flagler/Volusia. It will be a key component for Volusia County UCF Incubator's future success.

**Volusia County Business Incubator in West Volusia**

The UCF-managed Volusia County Business Incubator has partnered with the CareerSource Flagler/Volusia at their location in Orange City. We will use their conference room once a week to provide business consultation to entrepreneurs located in West Volusia. In addition, we can use their computer lab and training rooms to deliver workshops and seminars.

**Action plan:**

The project will start with introductory meetings in November 2014. The actual business coaching sessions will start in January 2015.

- 1) We will introduce our presence via a press release that announces this partnership and advertises an introductory program in West Volusia.
- 2) We will further promote this arrangement with local chambers and economic development practitioners for each city in West Volusia.
- 3) We will establish our presence by providing an Introductory Session that will be offered separately in English and in Spanish.
- 4) We will use our proven methods to market the capabilities of the Business Incubator in West Volusia and to identify candidates to become incubator clients.
- 5) Prospective incubator clients will attend the EIE class in Orlando.
- 6) For each entrepreneur accepted as an incubator client, we develop a process to help them to grow as an off-site client or an on-site client.
- 7) We will bring our mentors to help meet their needs.
- 8) Ongoing business education, research, and outreach in West Volusia will be our objectives for the next six months.

2014/2015 Strategies:

SBIR/STTR Grants Strategy

- Our next SBIR/STTR seminar will be held on February 7, 2015.

Launch of the Volusia Incubator Mentors Program

- **Identified Mentors:**
- Finance: Van Canada - SBDC
- HR/Leadership: Skip Lilly - Vision HR
- Sales/Marketing: Art Zimmet - SBDC
- Technology: Kevin Manley – Manley Strategy
- Intellectual Property Technology Transfer-Jim Cairns
- Manufacturing: Mark Andrews
- Business Strategy: Gene Baldrate – SCORE
- Business Strategy – Ned Harper

Partnering with Local Universities and Business Community

- The Cairns Foundation Innovation Challenge will be held on April 02, 2015 at Noon time at the Daytona Beach International Airport - Volusia Room.
- We partnered with CareersSource Flagler/Volusia to increase our presence in West Volusia. They are going to provide us with a conference room to meet with clients and training rooms to deliver business workshops and seminars.

1. Incubator Metrics by Quarter:

Metrics include the number and types of businesses present, number of prospect clients, the number of jobs, the number of workshops held, and the amount of leased space, etc.

**Number of companies: 19**



## UCF Business Incubator at Daytona Beach International Airport

### Clients' Websites:

Company Name	Status	Company Website
1. AbM Engineering, LLC	On-Site Client	<a href="http://www.abmengr.com">http://www.abmengr.com</a>
2. G4 Energy Solutions, LLC	On-Site Client	<a href="http://www.architectural.com">www.architectural.com</a>
3. Ferst Eye Institute – 3D	On-Site Client	N/A
4. Mind to Medium, LLC	On-Site Client	<a href="http://www.mindtomedium.com">www.mindtomedium.com</a>
5. Source 2 Real Estate, LLC	On-Site Client Soft Landing	<a href="http://www.Source2MLS.com">www.Source2MLS.com</a>
6. B3B, LLC (Best3Bids)	Off-Site Client	<a href="http://www.Best3Bids.com">www.Best3Bids.com</a>
7. Abraham Rosa Seasonings	Off-Site Client	<a href="http://www.brahamrosaseasonings.com">www.brahamrosaseasonings.com</a>
8. DeLand Bakery, Inc.	Off-Site Client	<a href="http://www.DelandBakery.com">www.DelandBakery.com</a>
9. Klein-Yaney Media, LLC	Off-Site Client	<a href="http://www.K-YMedia.com">www.K-YMedia.com</a>
10. First Response Disaster Team	Off-Site Client	<a href="http://www.thedisasterteam.com">www.thedisasterteam.com</a>
11. Medical Exercise Associates	Off-Site Client	<a href="http://www.medicalexerciseassoc.com">www.medicalexerciseassoc.com</a>
12. C&J Performing Arts Inst., LLC	On-Site Client	<a href="http://www.craigandjanicepai.com">www.craigandjanicepai.com</a>
13. C2 Aeronautics, LLC	Off-Site Client	<a href="http://www.c2aeronautics.com">www.c2aeronautics.com</a>
14. AquaSolve Ventures, LLC	On-Site Client	<a href="http://www.aquasolveventures.com">http://www.aquasolveventures.com</a>
15. VisSidus Technologies, Inc.	On-Site Client	<a href="http://www.vissidus.com">www.vissidus.com</a>
16. Details Flowers – Technology	On-Site Client	<a href="http://www.detailsflowers.com">www.detailsflowers.com</a>
17. Rubicon Business Services, LLC - Technology	Off-Site Client	<a href="http://rubiconservices.net">http://rubiconservices.net</a>
18. Riggle Enterprises Inc. D.B.A. Aqua Instruments, LLC	On-Site Client	<a href="http://www.aquainstruments.com">www.aquainstruments.com</a>
19. GoDrBid.com	On-Site Client	<a href="http://www.godrbid.com">www.godrbid.com</a>

## UCF Business Incubator at Daytona Beach International Airport

### Number of Jobs

Metrics	1Q13	2Q13	3Q13	4Q13	1Q14	2Q14	3Q14
# of Stage One Companies	13	14	11	9	15	15	17
# of Stage Two Companies	0	2	2	2	2	2	2
Total Number of Incubator Companies	<b>13</b>	<b>16</b>	<b>13</b>	11	17	17	19
# of Jobs Stage One Companies (2-9 employees)	<b>37</b>	<b>40</b>	55	40	53	51	62
# of Jobs Stage Two Companies (10-99 Employees)		<b>70</b>	70	73	84	96	96
# of Temporary Jobs				91	0	0	0
Total # of Jobs		<b>110</b>	<b>125</b>	201	137	147	158
# of Interviewed Prospects	<b>4</b>	<b>4</b>	<b>5</b>	9	12	9	14
# of Companies Applied	<b>1</b>	<b>3</b>	1	3	8	3	2
# of Companies Accepted	<b>0</b>	<b>3</b>	1	0	6	1	2
# of Pre-Incubation Companies						2	5
Graduate Companies	<b>0</b>	<b>0</b>	1	0	0	0	0
Exited Companies			2	2	1	1	0

### Number of Prospect Clients / Pre-Incubation Companies: 5

Pre-Incubation companies are prospect 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 company with the refinement of the documents to be attached to the incubator application. The following are the prospect clients who are in the process of completing the necessary requirements and will take the next EIE class starting on October 21, 2014.

1	Janeth Arias, CRE Web Design
2	Robert Leahy, PhD – Authentic Education
3	David Sawyer
4	Jose Silva – Enersave Solutions, Inc.
5	Mati Stack – Memorable Art Tastefully Imprinted8



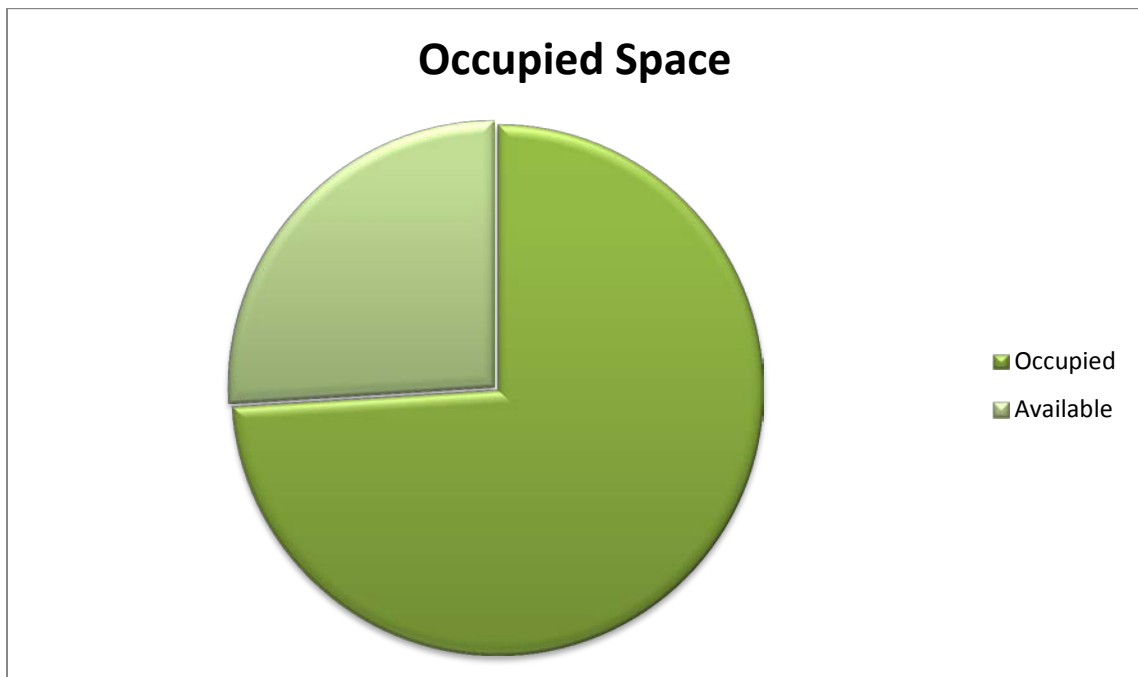
**Training and Conference Room Use:**

# Training Workshops	3
# Training Attendees	75
# Counseling Sessions	208
# People of visitors	275

**Occupied Space:**

According to Gordon Hogan, the Volusia County UCF Business Incubator’s fastest growth rate has brought the UCF Incubation Program to the next level. Our occupied rate at the three-year mark has hit a record. Usually 70% occupied space is shown in a four-year-old incubator.

**74% Occupied Space as September 30, 2014:**



**Anchor Tenants:**

Company Name
<ul style="list-style-type: none"><li>Florida Virtual Entrepreneur Center / Michael Zaharios</li></ul>