



Quarter 3Q17 Report

October 2017

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Executive Summary

The third quarter of 2017 highlights the addition of two new companies, helping clients to grow, and the renewal of our funding agreement with Volusia County.

New Companies' Descriptions:

- **KBS:** KBS is a veteran-owned small business since 2008. KBS is dedicated to research and development of Concrete Reinforcement Bars. Their product line was the first to successfully develop the "full-thread" GFRP Rockbolt, GBolt® and GFRP Reinforcement Bars, GBar®. Both productions are widely used in the fields of GFRP Concrete reinforcement infrastructure construction tunnel support and coal mine bracing. KBS' GBar®, GBolt® & GMat® brands are renowned for environment friendly products with guidelines to meet the increasing global demand. KBS is committed to continue to stimulate the delivery of State-of-the-Art production processes, consistently high quality and best priced products. In addition to the product attributes, GBar-GBolt, GFRP reinforcement has special characteristics that are especially attractive for the Military (DOD), Army Corps of Engineers (ACE), the Department of Transportation (DOT), Department of State (DOS) and private construction applications. KBS' products are made in China and now, they are expanding to the U.S.
- **Trotter Media LLC:** TM offers a unique professional perspective at the intersection of digital media and marketing strategies. In-house marketing experience along with brainstorming creative ideas ensures clients get the most out of their digital strategy. This service will help businesses grab the attention of millions in an oversaturated media world.

Success Story:

- **County Health Care Guide** launched a free directory designed to simplify health care for providers and citizens. Lifelong resident and veteran health care provider, Desiree Vilanova, announced that her CountyHealthcareGuide.com will be available in a 90+ page printed directory form in January. The free publication will be available to the public and distributed to all hospitals, urgent care and rehab centers, nursing homes, homecare agencies and physicians' offices. The site is a compilation of all healthcare entities and services within the borders of Volusia County. The upcoming printed directory can be used in conjunction with the www.CountyHealthCareGuide.com website. It will be a quick reference for hospital discharge planners as well as all others who forward referrals in health care. Next on the horizon for County Health Care is an interactive spreadsheet for hospital discharge planners to easily steer patients, especially senior patients, to the right care after hospitalization. Ms. Vilanova has already approached local hospitals with the service aimed at curbing the Medicare dilemma of widespread re-admissions.

Renewal of our funding agreement with Volusia County

In advance of the Volusia County Business Incubator’s six-year funding agreement expiring at the end of September, work was directed to summarize the last six years’ performance with qualitative and quantitative information to be part of our renewal submission to Volusia County Economic Development Office. The metric used and presented in summary was for every \$1.00 the County invested in the program, realized a return of \$3.25 in positive economic impact to the area. Six years and counting...



Volusia Tech Hub Programs



2018 Cairns Foundation Innovation:

This annual event is set to take place on April 19, 2018. The Location and time of the event is still to be determined. The deadline for the submission of applications is March 19, 2018.

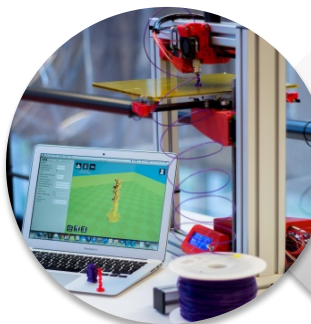


STEM/Coding Classes:

Summer time was dedicated to training middle school students on STEM/Coding. We partnered with My School Tech Hub to deploy coding classes at the Port Orange and Ormond YMCA, and Lourdes Academy. Developing these coding skills will improve the quality of our local workforce. This will ignite additional employment and investment that can result in increasing wages for our region.



Volusia Tech Hub Meetups: We meet the first Monday of every month to talk about technology trends. We also feature guest speakers who have many years of experience in the entrepreneurial world.



Maker Lab: This continues to be a great resource for incubator clients. The 3D printers have been used on a daily basis.

Metrics by Quarter:

Total number of companies: 20

Pre-Incubation clients: 1



Incubator Metrics – Clients’ Websites and Number of Prospects

Company Name	Status	Company Website
1. Aerosapien Technologies, Inc.	On-Site	www.aerosapientech.com/
2. County Health Care Guide, LLC	On-Site	http://www.countyhealthcareguide.com/
3. DHI Innovative Technologies, LLC	On-Site	http://www.dhiit.com/
4. Fit Meals, Inc.	Off-Site	www.myfitmeals.com/
5. Full Time Energy Brands, LLC	Off-Site	www.fulltimeenergybrands.com/BA
6. GRD Innovations	On-Site	incubator.ucf.edu/grd-innovations/
7. HORMAC, Inc.	On-Site	incubator.ucf.edu/hormac-civil-engineering-services/
8. King Fisher Steel, LLC dba KBS	On Site	http://kbs-mena.com/
9. Mobile Entertainment Venue, LLC	Off-Site	www.mevxllc.com/
10. My School Tech Hub	On-Site	www.myschooltechhub.com
11. Plan Life Care, LLC	On-Site	http://www.planlifecare.com/
12. Ramey & Co, LLC dba Salty Bum	On-Site	https://saltybum.com/
13. Rubicon Business Services, LLC	On-Site	www.rubiconservices.net
14. Silva Fiduciary Advisors, Inc.	On-Site	www.silvafiduciaryadvisors.com
15. Smart Sign Interactive, LLC	On-Site	http://smartsigntechnology.com/
16. Space Training Adventure, Inc.	On-Site	www.spacetrainingadventure.com
17. Steel Magnolias Fitness, LLC	On-Site	steelmagnoliaswellness.com/
18. TopBack Technologies, LLC	On Site	https://topbacktech.com/
19. Trotter Media, LLC	On Site	www.trottermediallc.com/
20. VisSidus Technologies, Inc.	On Site	www.incubator.ucf.edu/vissidus-technologies

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	Intellisign, LLC

*Early Accepted Clients are companies that need to complete the Excellence in Entrepreneurship Class.

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

Metrics	4Q16	1Q17	2Q17	3Q17
<u>Incubation Companies</u>				
# of Pre-Incubation Companies	4	5	6	1
# of Stage One Companies	14	11	18	20
# of Early Accepted Companies	0	2	2	0
Total Number of Incubator Companies	18	18	26	21
<u>Total Number of Jobs from Current Companies, Co-Working Space Clients, and Graduate Companies Since Inception</u>				
# of Jobs Stage One Companies (2-9 employees) - Current Clients	53	54	68	70
# of Temporal Jobs - Current Clients	0	10	5	7
# of Jobs Graduate and Exits	170	170	182	190
# of Temporal Jobs Graduates	10	10	0	10
Accumulative Total # of Jobs Since Inception	233	244	255	277
# of Interviewed Prospects Per Quarter	15	5	12	10
# of Companies that Applied Per Quarter	4	3	8	8
# of Companies Accepted Per Quarter	1	1	5	4
Graduate Companies Per Quarter	2	0	0	1
Exited Companies Per Quarter	0	0	0	1

Training and Conference Room Use:

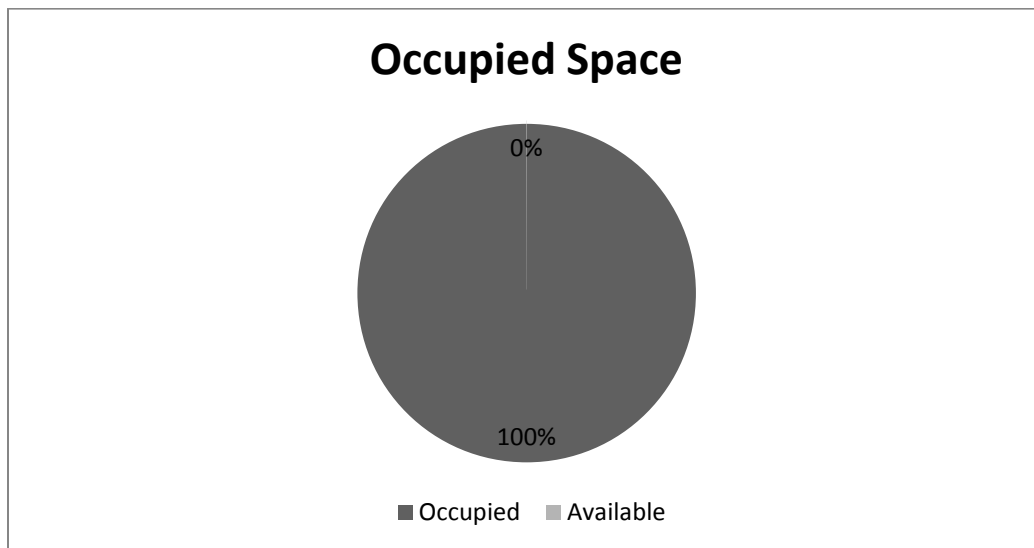
# Incubator Training Workshops	Incubator Hosted:	12
	Outside Organizations :	19
# SCORE Workshops		13
# Training Attendees		90
# People Counseled		70
# of Visitors		209

Anchor Tenants:

FLVEC	https://flvec.com/
Apeximco-Bob Malkani	http://apeximco.com/

Occupied Space

Occupied Space is 100% as of September 2017:



Incubator Floor plan

