



Quarterly Report - 4Q13

January 15, 2014

TABLE OF CONTENTS

<u>2013 - Fourth Quarter Report</u>	<u>Page #</u>
Summary Report	3
2013 Strategies Status	4
Incubator Metrics	5 - 8

Summary Report:

The Daytona Beach International Airport Incubator continued to move forward during the fourth quarter. Nine startup companies expressed interest in the program with three completing an application and registering to attend the Excellence in Entrepreneurship class beginning at the end of January.

Significant activities that highlight our 2013 strategy to support “technology outreach” and to foster “local university support for incubator companies” include the following:

- **Technology outreach**

Our active participation in the Cairns Foundation Innovation Challenge included meeting with potential technology entrepreneurs at each local university or college. The Cairns Foundation will provide the winning team with \$10,000 to form a company and patent the technology. The new company will become a client in the incubator to receive full support of the Incubation Program. As we move forward the Challenge will become a valuable part of the entrepreneurial ecosystem in Volusia County. Our technology outreach efforts were very revealing in that we discovered several bright student entrepreneurs at the various universities and colleges. We plan to extend and improve this outreach by continuing to meet regularly with students and faculty at local universities.

- **Local university support for incubator companies**

Abraham Rosa Seasonings, a client of the incubator, with support from Bethune –Cookman University introduced a new product in their First Annual Recipe Contest. Eleven hospitality management students from Bethune -Cookman participated in the event and the successful introduction of “Abraham Rosa Seasonings – All Purpose Rub”.

One of our goals in 2014 is to initiate a pre-incubation program at the incubator. This effort will become an integral part of the technology outreach and university support activities by providing a structured process for students and others with a business idea to receive a better understanding of what the incubation program can do to enhance their likelihood of success with a new business venture.

A second goal in 2014 is to introduce and support grant activity in the Daytona incubator. This effort will begin with a SBIR-STTR training session in February followed by meetings with attendees to enhance their ability to secure grants

2013 Strategies Status:

SBIR/STTR
Grants Strategy

- Our first full day workshop will be held on February 7, 2014. This workshop will be open to the public. It is especially geared towards engineering students and technology companies that want to pursue Small Business Innovation Grants.

Find local Angel
and VC Group

- UCF Angel Group - The Florida Angel Nexus ("FAN") is up and going.

Search Talent at
the Universities

- We visited all the engineering departments at the local universities and invited faculty to be part of the Innovation Challenge.
- Site Manager was part of the judging team for the engineering program's final presentations at Daytona State College. I was impressed with the caliber of these projects.

Search Out
Small Firms with
Potential to
Grow and to
Export

- Nine start-ups were identified and from them, three will take the next EIE class. One is a technology company and two are service oriented companies.

1. Incubator Metrics by Quarter:

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

1.1 Businesses by Industry



UCF Business Incubator at Daytona Beach International Airport

Clients' Websites:

Company Name	Status	Company Website
1. AbM Engineering	On-Site Client	http://www.abmengr.com
2. Festival Designs	On Site Client	www.festivaldesigns.com
3. Delta Dynamic Developments	On-Site Client	N/A
4. Mind to Medium, LLC	On Site Client	www.mindtomedium.com
5. Source 2 Real Estate, LLC	On Site Client Soft Landing	www.Source2MLS.com
6. B3B	Off-Site Client	www.Best3Bids.com
7. Abraham Rosa Seasonings	Off-Site Client	www.brahamrosaseasonings.com
8. DeLand Bakery, Inc.	Off-Site Client	www.DelandBakery.com
9. Klein-Yaney Media	Off-Site Client	www.K-YMedia.com
10. First Response Disaster Team	Off-Site Client	www.thedisasterteam.com
11. Medical Exercise Associates	Off Site Client	www.medicalexerciseassoc.com

Number of Jobs

Metrics	1Q13	2Q13	3Q13	4Q13
# of Stage One Companies	13	14	11	9
# of Stage Two Companies	0	2	2	2
Total Number of Incubator Companies	13	16	13	11
# of Jobs Stage One Companies (2-9 employees)	37	40	55	40
# of Jobs Stage Two Companies (10-99 Employees)		70	70	73
# of Temporal Jobs Created During that Quarter				91
Total # of Jobs		110	125	201
# of Interviewed Prospects	4	4	5	9
# of Companies Applied	1	3	1	3
# of Companies Accepted	0	3	1	0
Graduate Companies	0	0	1	0
Exited Companies			2	2

Workshops and Incubator Presentations, CEO Roundtables, and Networking Events

Events

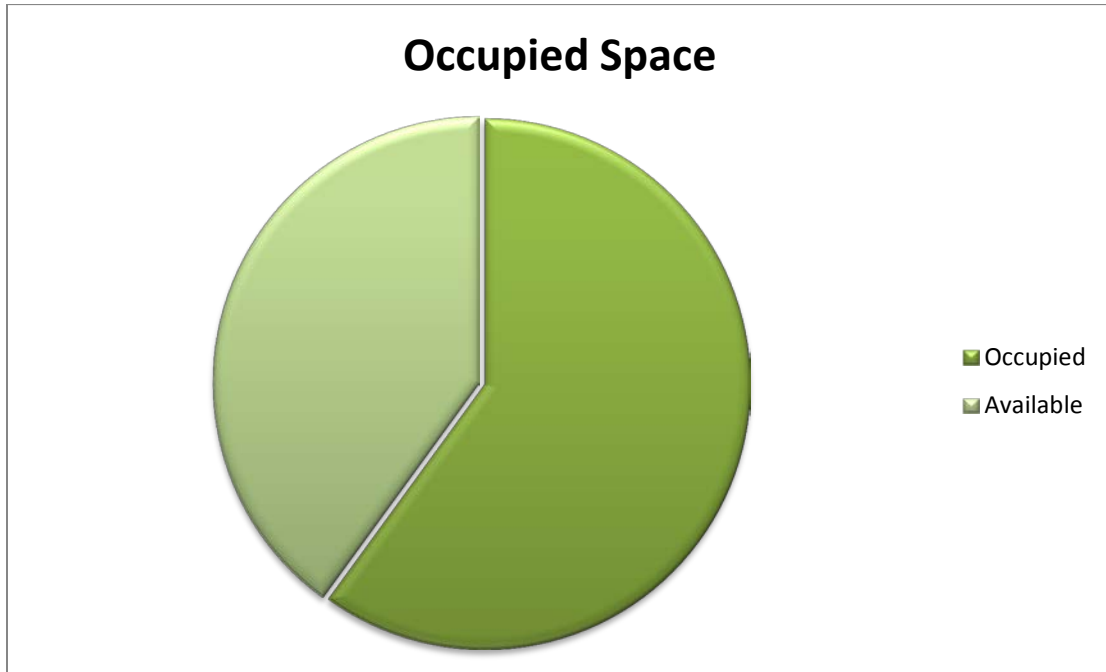
1. Central Florida Entrepreneurship meeting (3)
2. FBIA Conference (2 Days)
3. Presentations to various colleges for the Cairns Foundation Innovation Challenge (5 Mtgs)
4. Abraham Rosa Seasonings Meetings & Ribbon Cutting at Bethune-Cookman (4 Mtgs)
5. BNI meetings every Thursday morning from 7:30 a.m. to 9:00 a.m. (11 Mtgs)
6. Klein-Yaney Ribbon Cutting in Edgewood and Edge Magazine unveiled (2 Mtgs)
7. Senior Design I & II Presentation at Daytona State(8 presentations)
8. Tours at the incubator with different organizations (4 Tours)
9. 2-Hour Success Presentation at Daytona State College
10. Meeting for lunch with Rod Skelton for his new product
11. Meeting at UCF Linda Bradley Asst. Vice Pres. Academic Affairs and Director
12. Meeting with Jack Brannon about incubator marketing through the Daytona Chamber
13. County Council Members Meetings {2 Incubator presentations by Connie and Gordon}
14. Board of Advisory Meeting (1)
15. Volusia County EDC Breakfast & Quarterly Report
16. SCORE Recognition Luncheon Daytona Beach International Airport
17. "Safe Workplace: Optional or Mandatory" (Incubator seminar open to the public)
18. "Leveraging Pinterest for Business and Marketing Strategies" (Incubator seminar open to the public)
19. "Mobil Marketing 101: Best Practices for Driving sales" (Incubator seminar open to the public)
20. CEO Round-Table (2 Meetings)

Training and Conference Room Use:

Room Use

1. Training Room- 32
2. Conference Room- 38
3. Small Conference Room- 3

Occupied Space as December 31, 2013: 2,206 sq. ft. = 60% of space filled.



Anchor Tenants

Company Name
• SBDC – PTAC / Derek Hudson
• Florida Virtual Entrepreneur Center / Michael Zaharios

Number of Visitors: 500+