4Q19 Report

January 2020

TABLE OF CONTENTS

Fourth Quarter 4Q19 Report

Executive Summary

Highlighting the fourth quarter of 2019 was the Annual Client Showcase held Monday, December 2nd. This special event helps introduce the incubator's early-stage companies to the community and it provides opportunity for clients to explain or demonstrate their innovations. A high point of the annual showcase was the recognition ceremony where the year's best current and graduate client companies receive awards. The event, sponsored by CareerSource Flagler Volusia and SunTrust Bank, was a great success.

Volusia County Business Incubator Client Showcase 2019:

The impact of the Volusia County Business Incubator powered by UCF Business Incubation Program was on full display as clients demonstrated products and highlighted their progress. Most notable were the two clients named 2019's "Businesses of the Year". Combined, these two companies are responsible for more than 100 jobs in Volusia County and nearly $3 million in annual business revenue. Both companies started at the Incubator as just an idea.

The current "Business of the Year" client Anthony Ford, founder of Plan Life Care, joined the incubator in 2017 to pursue an in-home care concept that would help families during the final years of a loved one's life. His innovative concept employs predictive artificial intelligence to help caregivers identify potential problems before they happen. The smart-care concept was quickly embraced by the market and today the company has more than 100 employees and annual revenue of $1.6 million. Plan Life Care provides in-home living assistance for seniors in Daytona Beach, FL and surrounding areas.

The graduate "Business of the Year" client Corrine Heck, founder of Details Flowers Software, joined the incubator in 2015 to build a software platform designed to assist florists and help event designers grow their businesses. This all-in-one platform now helps the world's best floral designers grow their bottom line through professional proposals and confident pricing. With Details Flowers software artists can create stunning customer proposals with ease using features like image selection, e-signature, recipe portfolios, stem-counting and automatic order generation and invoicing. The company has revenues of more than $1.25 million and employs eight people full-time in Volusia County. Details Flowers Software also partners with first-class suppliers to get the most incredible flowers into the hands of their artists. With a click of a button, florists can get pricing quotes from around the world - locally, regionally, or nationally.

In both cases, the companies were selected for the "Business of the Year" award because of their success in growing a business and creating economic impact in Volusia County. Congratulations Details Flowers Software and Plan Life Care!

Following the awards both Anthony and Corrine were asked to comment on their experience. Their response:

"For us, the incubation program set us on the path for success and we wouldn't be here now if we had not have joined," says Corrine Heck, founder and CEO, Details Flowers Software. "To be recognized for our success and as role models for other entrepreneurs in Volusia County is quite an honor."

Anthony Ford, founder and CEO, Plan Life Care added: "We're proud to call this area home and provide jobs and economic impact to this region. Volusia County is a great place to grow a company and the lessons learned at the Incubator have set us on a path to become a sustainable, growing business for years to come."

Anthony and Corrine have recognized the value of mentoring (incubation) and community support and we are pleased to celebrate (with the local news) their success.

Volusia Tech Hub Programs

2019 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 next Innovation Challenge wil be March 26, 2020. Application datelines are February 26, 2020

Technology Meetup:

Beginning in January, the Volusia County Business Incubator powered by UCFBIP will begin hosting pitch night. Unlike tradional pitch spaces, the aim of these meeting is to allow both those looking at starting a business and those already in business to pitch a new business concept or product. Each pitch will be no longer than 5 minutes and will be followed with 5 minutes of Q&A. This allows for the begninng of customer validation.
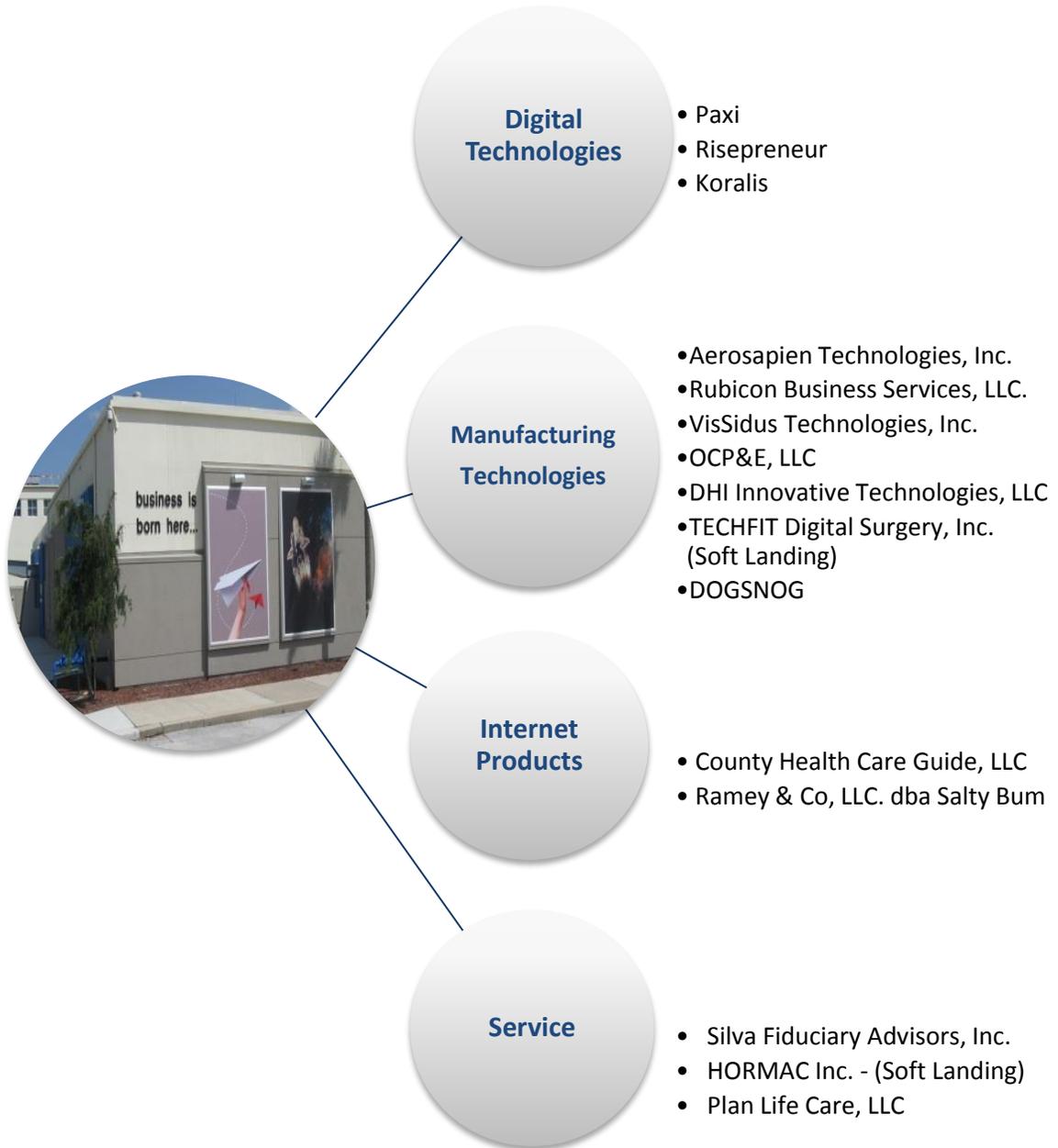

Maker Lab:

Aerosapien Technologies has used the space to build and test their aircraft prototype. They also have used the lab facility extensively to do wire-harnessing, soldering, assembly, and testing of aircraft ground support tooling. This has been essential for Aerosapien's growth and the new need for them to look for a bigger manufacturing facility in Volusia County.

Metrics by Quarter:

1. **Total number of companies: 13 and 2 conditionals accepted clients**

Digital Technologies
- Paxi
- Risepreneur
- Koralis

Manufacturing Technologies
- Aerosapien Technologies, Inc.
- Rubicon Business Services, LLC.
- VisSidus Technologies, Inc.
- OCP&E, LLC
- DHI Innovative Technologies, LLC
- TECHFIT Digital Surgery, Inc. (Soft Landing)
- DOGSNOG

Internet Products
- County Health Care Guide, LLC
- Ramey & Co, LLC. dba Salty Bum

Service
- Silva Fiduciary Advisors, Inc.
- HORMAC Inc. - (Soft Landing)
- Plan Life Care, LLC

Incubator Metrics – Clients' Websites

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. HORMAC, Inc.	On Site Soft Landing	incubator.ucf.edu/hormac-civil-engineering-services/
5. OCP&E, LLC	On Site	https://ocpe.store/
6. Plan Life Care, LLC	On Site	http://www.planlifecare.com/
7. Ramey & Co, LLC dba Salty Bum	On Site	https://saltybum.com/
8. Rubicon Business Services, LLC	On Site	www.rubicontechnology.com
9. Silva Fiduciary Advisors, Inc.	On Site	www.silvafiduciaryadvisors.com
10. TECHFIT Digital Surgery Inc.	On Site Soft Landing	http://www.techfit.com.co/
11. VisSidus	On Site	www.incubator.ucf.edu/vissidus-technologies
12. Koralis	On-Site	www.2050esports.com
13. Risepreneur		www.risepreneur.com
FLVEC – Anchor Tenant	On Site	https://flvec.com/
Hungarian Hub - Anchor Tenant	On-Site	www.HungarianHub.com

Conditional Accepted Companies:

Conditional Accepted companies are businesses that need to move in before completing the Business Model Canvas Bootcamp. Once they pass the BMC Booth camp, they will be approved as a client and become official Incubator clients.

Conditional Accepted Clients
PAXI and DOGSNOG

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

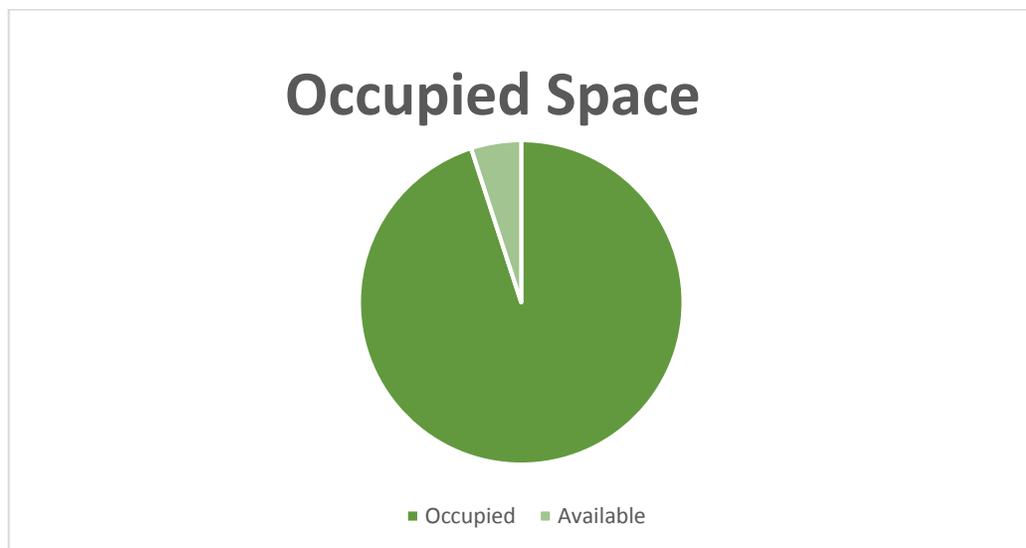| Metrics	1Q19	2Q19	3Q19	4Q19
Incubation Companies				
# of Pre-Incubation Companies	0	1	1	0
# of Stage One Companies	13	13	12	13
# of Conditional Accepted Companies	0	0	0	2
Graduate Company with an Office	0	0	0	0
Total Number of Incubator Companies	13	14	13	15
Total Number of Jobs from Current Companies, Co-Working Space Clients, and Graduate Companies Since Inception				
# of Jobs Stage One Companies (2-9 employees) - Current Clients	163	174	180	189
# of Temporary Jobs - Current Clients	3	0	0	0
# of Jobs Graduate and Exits	220	226	226	250
# of Temporary Jobs Graduates	0	0	0	0
Accumulative Total # of Jobs Since Inception	380	400	406	439
# of Interviewed Prospects Per Quarter	2	3	2	4
# of Companies that Applied Per Quarter	2	6	2	4
# of Companies Accepted Per Quarter	0	0	0	2
Graduate Companies Per Quarter	0	0	1	0
Exited Companies Per Quarter	0	0	0	1

Training and Conference Room Use:

# Incubator Training Workshops	Incubator Hosted: Outside Organizations:
# SCORE Workshops	1
# Training Attendees for Incubator Events	7
# Meetings Hosted by the FLVEC	1
# Meetings Hosted by BNI (Business Network International) *	12
# Meetings Hosted by CareerSource Flagler/ Volusia	1
# Meetings Hosted by Entrepreneurship Groups (Stetson, ED, and UCF)	6
# People Counseled	15
# of Visitors	219

GROUPS USING THE FACILITY	
BNI	BNI is one of the World's Leading Business Networking and Referral Organizations. Their Volusia County Chapter meets here at the incubator every Thursday from 7:30 am to 9:00 a.m. BNI members, on average, increase their business 20% the first year. Volusia chapter is a dynamic, committed group of business people who know how to refer business to each other.
SCORE	SCORE is the nation's largest network of volunteers, expert business mentors, with more than 10,000 volunteers in 300 chapters. Volusia Chapter team meets here every month.
CareerSource Flagler/Volusia	Specializes in talent. They couple the power of the region's job creators with the power of talent to advance every enterprise and open the door to life-enhancing economic opportunities for individuals, businesses and communities. They meet here once a quarter.

Occupied Space

Occupied Space is 95% as of December 2019: The incubator is at its full capacity. We will be graduating and exiting some tenants.

Occupied Space

■ Occupied ■ Available

Anchor Tenant:

Company Name
• **Florida Virtual Entrepreneur Center** • **Hurgarían Hub** • **SCALA Global Accelerator**

Floor Plan