



Second Quarter 2022 Report **April 1 – June 31, 2022**

July 2022

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Executive Summary

The second quarter of 2022 highlights the addition of two new clients - the ACP Group and Tropical Chasers, the success of our client of the year 2021, Reamonn Soto, and our summer community engagements.

The ACP Group LLC,



Associates in Corporate Psychotherapy is a national team of subject matter experts delivering corporate mental health and organizational performance coaching to corporations, executives, and professionals in major metropolitan areas throughout the United States.

We specialize in workplace wellness and performance psychology for organizations, led by a team of highly skilled subject matter experts--Corporate Psychotherapists, Executive Performance Consultants, and Industrial-Organizational Psychology Practitioners. We support the work of individuals and groups to evolve, particularly as it leads to discovering previously unseen contexts and potentially challenging dynamics within the organization individually and collectively.

Tropical Chasers Inc,



Weather Champs™ is a new mobile engagement platform being developed by Tropical Chasers, Inc. Weather Champs™ aims to be the most interactive weather app on the planet by being the first to gamify weather through fantasy-style contests whereby participants compete for the most accurate forecast prediction

Both clients are taking the Business Model Canvas Boot camp which will allow them to understand the key activities to follow.

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Current Clients Accomplishments:

Featured Client: Sensatek Propulsion Technology:

What an amazing year so far for Reamonn Soto – Sensatek Propulsion Technology Founder and CEO! He has been featured in several magazines including Forbes Inc., which highlighted Sensatek’s Airforce contract to develop specialized high-performance cloud resources. Companies that require specialized modeling usually need more power on a typical machine, so they use the power of the cloud, but they must find the right architecture. Sensatek has partnered with Rescale, a company that is ahead on cloud resources, and considering building its high-performance computer cluster. More about this article [here](#)

Additionally, Sensatek Propulsion Technology Inc. was accepted into Florida Power & Light (FPL)’s 35 Mules program.



Sensatek CEO Reamonn Soto (far left) was one of 14 entrepreneurs welcomed into Florida Power & Light Co.'s 35 Mules program.

The 35 Mules program provides mentorship from the FPL executives who will follow a business curriculum and connect the entrepreneurs with subject matter experts at FPL's parent, Juno Beach-based clean energy company NextEra Energy Inc. (NYSE: NEE).

“We selected these startups because of their remarkable technologies, strong leadership qualities, and capacity to grow significantly – all of which allows them to greatly benefit from 35 Mules,” said FPL Chairman and CEO [Eric Silagy](#).

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HungarianHub:

In May 2022, the HungarianHub hosted the first Hungarian - American Conference, the Hungarian Summit. The Summit focused on strengthening the Hungarian American Business, Cultural, Educational, and Community relationships. We partnered with them and trained 7 Hungarian companies on the Business Model Canvas Methodology and the Soft-landing program process.

Here is the list of the participants:

Company Name	Industry	Website
BeStrong USA	Outdoor fitness equipment	https://usa.bestrong.com/
United Water Restorations	Restorations	https://unitedwaterrestoration.com/us/florida/daytona-beach
Revive Fitness	Personal Fitness	http://revivefitnesslife.com/
Sandor	Probiotic cleaning products	https://sanodornature.hu/en/products-listing/
Headway Moving	Moving company	https://headwaymoving.com/
Alohilani Orchids, Inc.	Flowers	https://alohilaniorchids.com/
Saltcave	Salt therapy equipment	https://www.saltcave.co.uk/adults/
Hungarian Startup University	Startup education program	
Skillx	Early-stage startup	

I was glad to see the BeStrong team that was able to join us for our full-day Business Model Canvas session. They have been working with the HungarianHub team for more than a year on the company's expansion to the United States.

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Here is the BeStrong team and our business community working together. This picture was taking place at the NASCAR building over a year ago.

BeStrong is a Hungarian company with more than 14 years of experience in engineering, designing, and manufacturing outdoor sports and fitness parks. "Their mission is to educate and promote healthy lifestyles by manufacturing the highest quality outdoor fitness equipment. Then making it available to everyone." All their equipment has been developed together with elite professional fitness coaches as well as international athletes and players. The company has manufactured and installed over 1500 outdoor fitness park across 15 countries and are currently expanding to other territories globally.

The great news is that they chose Volusia County to land and expand their U.S. operations. We are thrilled to know we were part of this amazing deal along with other local organizations that help companies to relocate into the U.S. market.

Community Involvement

One-week Summer Camp for Children 7-12 years old:

Summer was a time for us to give back to our local children by providing a one-week summer tech camp. The camp was deployed at Lourdes Academy. The students had an opportunity to learn to code, make games, and present their work to their peers. We love to plant the seed of computer science and entrepreneurship in our future generations.



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Volusia Business Resources (VBR):

“VBR is a countywide public-private partnership that encompasses government economic development agencies, local cities, chambers of commerce, universities and colleges, and business organizations. Originally formed to help businesses during the pandemic, VBR is now working collaboratively with all economic development stakeholders to assist new and existing businesses to grow within Volusia County.” It pursues to expand the local economy by leveraging local resources to work as a team to help our local business owners to succeed.



#VolusiaBusinessResources

The VBR website is live, and our teams are planning its virtual launch in the upcoming month. It is very encouraging to see like-minded individuals under the same roof working together for the benefit of our region.

Congratulations to Volusia County Economic Development team for such an amazing initiative.

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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/>



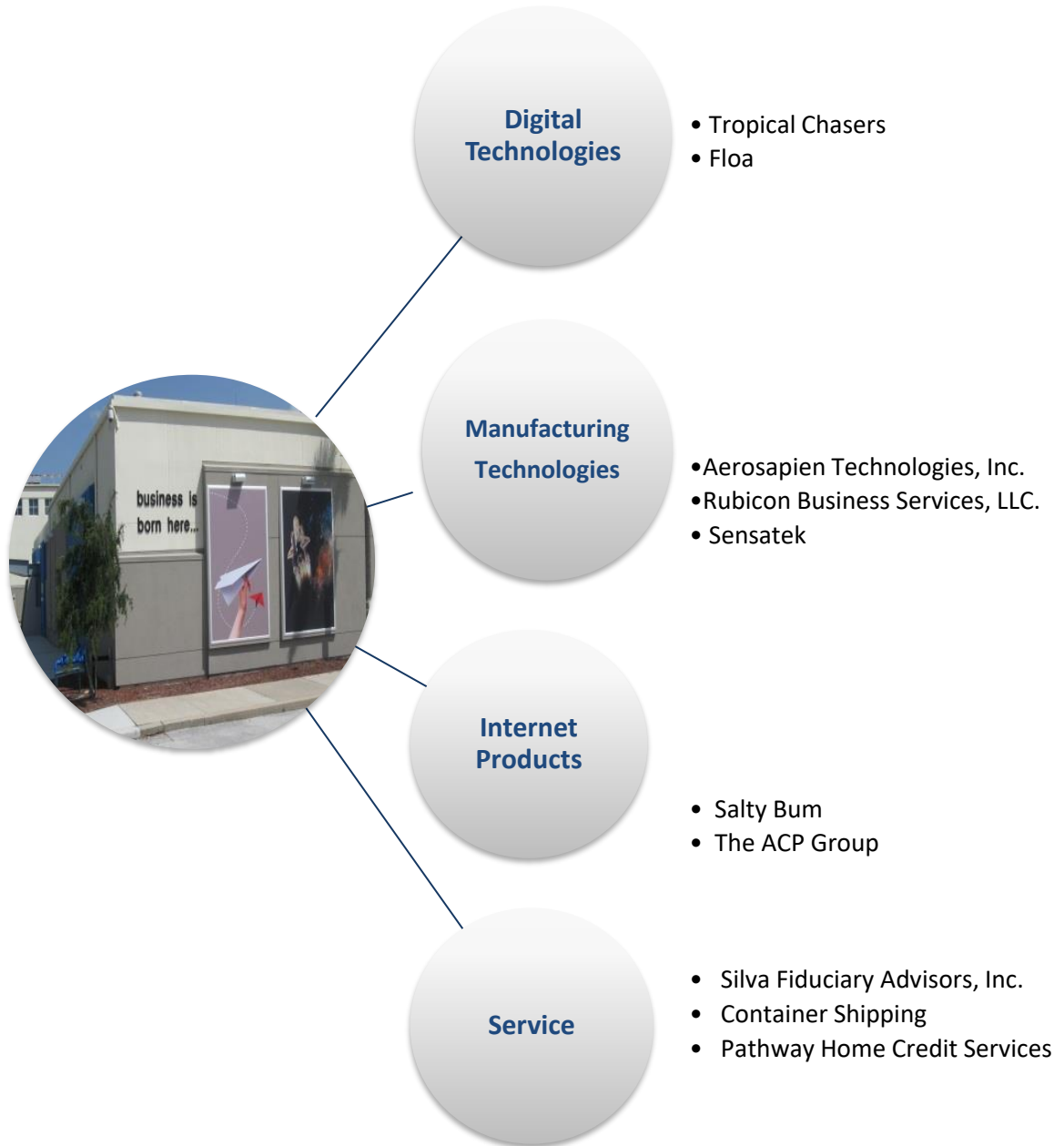
Cairns Foundation Innovation Challenge in Partnership with the UCF Business Incubator in Volusia County: Since 2013 the Cairns Foundation has hosted an annual cash prize pitch competition open to local and current student-led ideas and businesses. The 2022 Innovation Challenge will be held October 21, 2022. This is going to be the last Cairns Foundation Innovation Challenge. Dr. Cairns has decided to move full time to Italy.
<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. The Maker Lab is going to be expanded in the near future. More to come...

Metrics by Quarter:

1. Total number of companies: 10 and 2 Pre-Incubation Clients



Incubator Metrics – Clients’ Websites

Company Name	Status	Company Website
1. Aerosapien Technologies, Inc.	On-Site	www.aerosapientech.com/
2. Container Shipping	On-Site	www.container-shipping.com
3. Floa	On-Site	
4. Rubicon Business Services, LLC	On-Site	www.rubicontechnical.com
5. Salty Bum	On-Site	https://saltybum.com
6. Sensatek Propulsion Technology	On-site	https://www.sensatek.com/
7. Silva Fiduciary Advisors, Inc.	On-Site	www.silvafiduciaryadvisors.com
8. Pathway Home Credit Services	On-Site	www.pathwayhomecredit.com
9. The ACP Group	On-Site	www.theacpgroup.com
10. Tropical Chasers	On-Site	https://www.weatherchamps.app/
Hungarian Hub - Anchor Tenant	On-Site	www.HungarianHub.com
SCORE – Anchor Tenant	On-Site	https://volusiaflagler.score.org/
African American Entrepreneurs Association	On-Site	https://aaeassociation.org/

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 (BMC), which is 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. From 30 applicants we selected to participate in the BMC class for free. The rest of the applicants were referred to the SBDC and SCORE (80% were looking for money)

Pre- Incubation Clients	
1.	My Crypto Advisor – Alex Enser M.A
2.	Iconic – Phyllisia Taylor
3.	Install Don’t Fall - Jacob Wilkerson

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

Metrics	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
<u>Incubation Companies</u>						
# of Pre-Incubation Companies	3	6	2	2	3	3
# of Stage One Companies	15	13	10	10	10	10
# of Conditional Accepted Companies	0	0	0	0	0	3
Total Number of Incubator Companies	18	18	12	12	13	16
<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	807	550	250	250	185	85
# of Temporary Jobs - Current Clients	0	*257				
# of Jobs Graduate Companies	425	425	725	845	725	825
# of Temporary Jobs Graduates	0	0				
Accumulative Total # of Jobs Since Inception	1232	1232	975	975	975	910
# of Interviewed Prospects Per Quarter	3	20	5	5	3	10
# of Companies that Applied Per Quarter	3	6	2	2	3	30
# of Companies Accepted Per Quarter	1	0	1	1	0	2
Graduate Companies Per Quarter	1	1	4	4	2	0
Exited Companies Per Quarter	0	1	6	6	2	1

*2021 Temporary jobs were the 1099 drivers reported by PAXI during last year (Uber for pets and owners)

Training and Conference Room Use:

# Incubator Training Workshops or Meetings	Incubator Hosted: 18
	Outside Organizations: 10
# SCORE Workshops – Online	15
# Training Attendees for Incubator Events in Person and Webinars	15
# People Counseled	5
# Of Visitors	350

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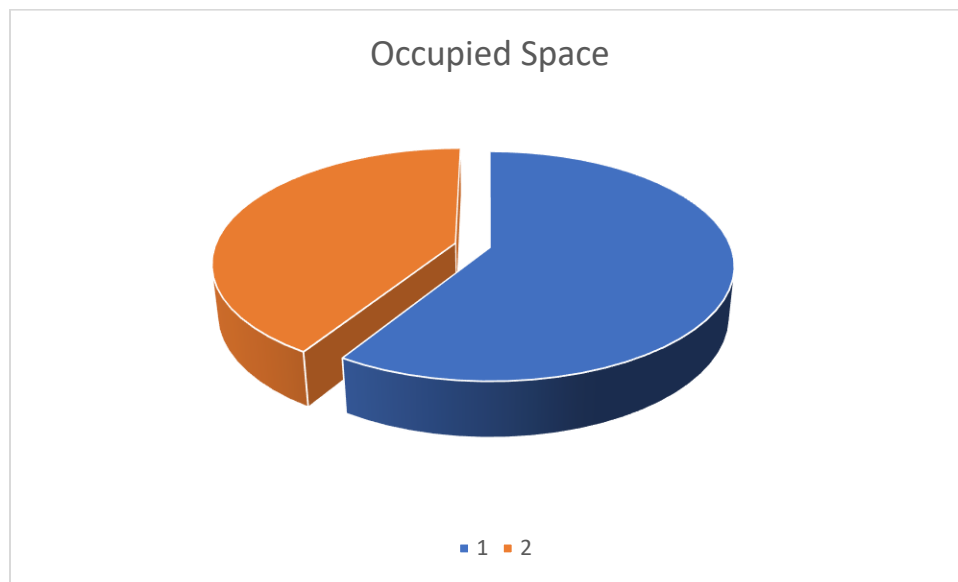
GROUPS USING THE FACILITY	
SCORE	SCORE is the nation’s largest network of volunteers, and expert business mentors with more than 10,000 volunteers in 300 chapters. The Volusia Chapter team meets here every month.

Anchor Tenants:

Company Name
<ul style="list-style-type: none"> • African American Entrepreneurship Association • HungarianHub • SCORE

Occupied Space

The incubator has a total of 20 offices and 14 of them are occupied. Clients have the option to use our virtual program as well. The Coworking space is open to the public.



Floor Plan – Incubator Clients as of June 30, 2022

