



## **Third Quarter 2022 Report** **July 1 – September 30, 2022**

**October 2022**

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## Executive Summary

This report is written to give an overview of the UCFBIP program to the reader.

About the UCFBIP:

The UCF Business Incubation Program provides business development and operational support to early-stage, innovative businesses throughout Central Florida. Since 1999, this award-winning program has supported hundreds of companies that have collectively generated more than \$400 million in sales and over \$100 million in outside funding.

This non-profit community resource offers three programs that are each designed to help businesses at different stages.

- **Traction Program:** helps new companies with little to no revenue to build the operational foundation of the business and develop a go-to-market strategy to cultivate an initial customer base. To be eligible, applicants must (1) be headquartered in Central Florida; (2) have a scalable, for-profit business model; and \*(3) have a minimal viable product (MVP) or service ready to sell.  
  
\* Grant funding to support research & development is a sufficient substitute for an MVP.
- **Growth Program:** helps companies with existing traction in the market to develop the infrastructure for scaling their business. To be eligible, applicants must (1) be headquartered in Central Florida; (2) have a scalable, for-profit business model; and (3) have already generated revenue from their product or service.
- **Soft Landing Program** helps international firms and companies headquartered outside the region to support their business development efforts from Central Florida. To be eligible, applicants (1) must be headquartered beyond the Central Florida region; (2) cannot be a franchise; (3) must have at least one full-time business developer from the Central Florida office; and (4) all employees must be authorized to work in the United States.

UCF operates eight incubators across four counties. Many of these facilities serve a broad range of industries. However, the incubators located within UCF's Innovation Districts support companies within specific industry verticals. The Innovation District incubators and their respective industry clusters are listed below.

**CENTRAL FLORIDA RESEARCH PARK:** Defense/Military, Modeling Simulation & Training, Cybersecurity, Photonics, Robotics, Energy, Space

**DOWNTOWN:** Digital Media, Smart City Technology, FinTech, EdTech, Hospitality & Tourism Tech

**LAKE NONA:** Life Sciences, Healthcare, Medical Simulation

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In addition to these industry clusters, the UCFBIP has three regional incubators: Kissimmee, Winter Springs, and Volusia County.

**VOLUSIA COUNTY:** The UCF Business Incubator in Volusia County opened in July 2011, and this year we turn eleven years helping our local entrepreneurs and students. In addition to our programs, we offer a lot of educational events that are free and open to the public, such as boot camps, seminars, workshops, and one-to-one counseling for aspiring clients. We also run the Cairns Foundation Innovation Challenge. All our programs and initiatives are listed on our website: Volusia Tech Hub, [www.volusiatechhub.com](http://www.volusiatechhub.com).

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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>

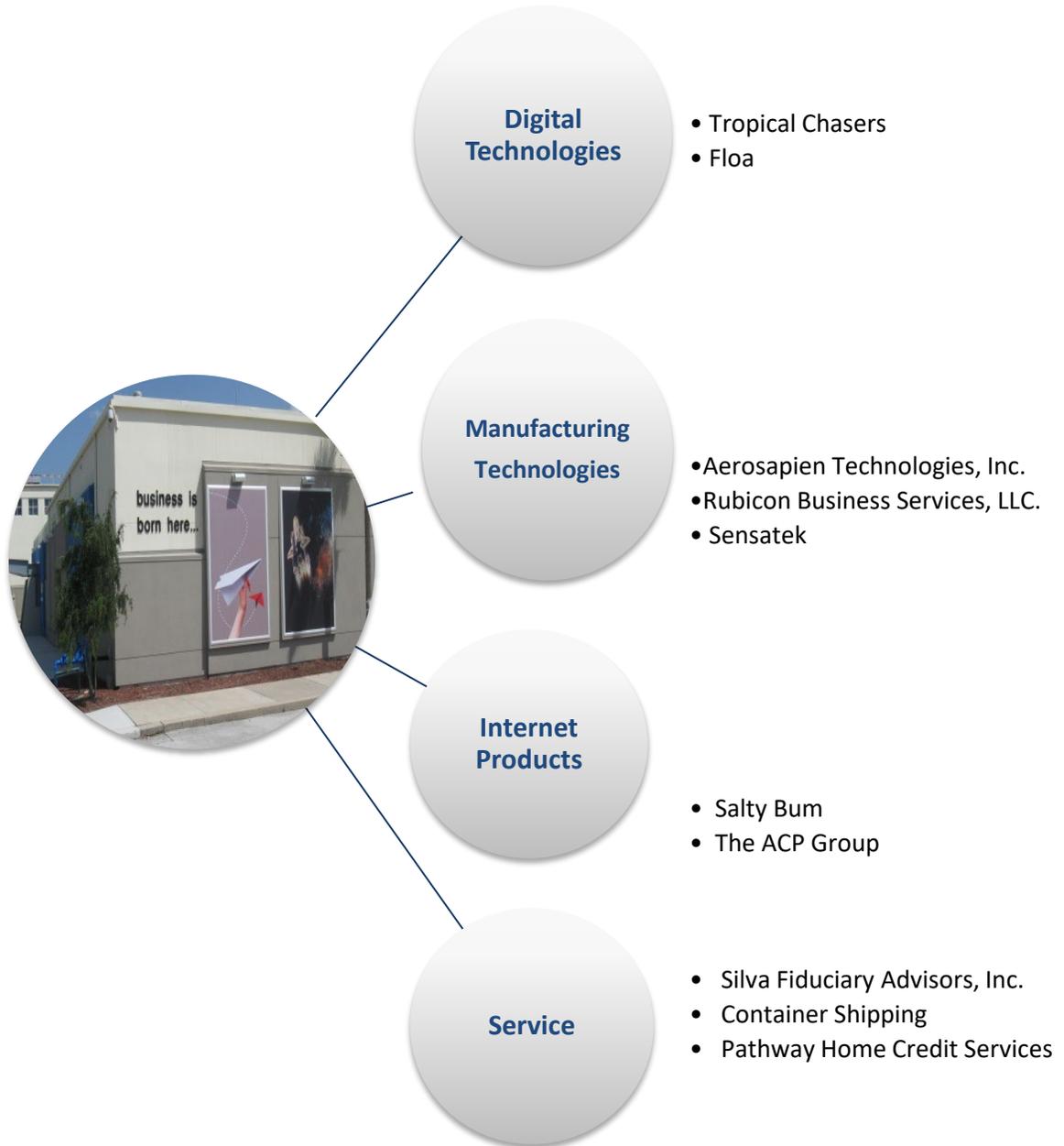


**Maker-Lab:**

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 future. More to come...

## Metrics by Quarter:

### 1. Total number of companies: 10 and 3 Pre-Incubation Clients



## Incubator Metrics – Clients’ Websites

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

**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.

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	3Q22
<b><u>Incubation Companies</u></b>							
# of Pre-Incubation Companies	3	6	2	2	3	3	3
# of Stage One Companies	15	13	10	10	10	10	10
# of Conditional Accepted Companies	0	0	0	0	0	3	3
<b>Total Number of Incubator Companies</b>	<b>18</b>	<b>18</b>	<b>12</b>	<b>12</b>	<b>13</b>	<b>16</b>	<b>16</b>
<b><u>Total Number of Jobs from Current Companies, Co-Working Space Clients, and Graduate Companies Since Inception</u></b>							
# of Jobs Stage One Companies (2-9 employees) - Current Clients	807	550	250	250	185	85	85
# of Temporary Jobs - Current Clients	0	*257					
# of Jobs Graduate Companies	425	425	725	845	725	825	825
# of Temporary Jobs Graduates	0	0					
<b>Accumulative Total # of Jobs Since Inception</b>	<b>1232</b>	<b>1232</b>	<b>975</b>	<b>975</b>	<b>975</b>	<b>910</b>	<b>910</b>
# of Interviewed Prospects Per Quarter	3	20	5	5	3	10	10
# of Companies that Applied Per Quarter	3	6	2	2	3	30	30
# of Companies Accepted Per Quarter	1	0	1	1	0	2	2
Graduate Companies Per Quarter	1	1	4	4	2	0	0
Exited Companies Per Quarter	0	1	6	6	2	1	1

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

**Training and Conference Room Use:**

<b># Incubator Training Workshops or Meetings</b>	<b>Incubator Hosted: 18</b>
	<b>Outside Organizations: 10</b>
# SCORE Workshops – Online	20
# Training Attendees for Incubator Events in Person and Webinars	29
# People Counseled	15
# Of Visitors	402

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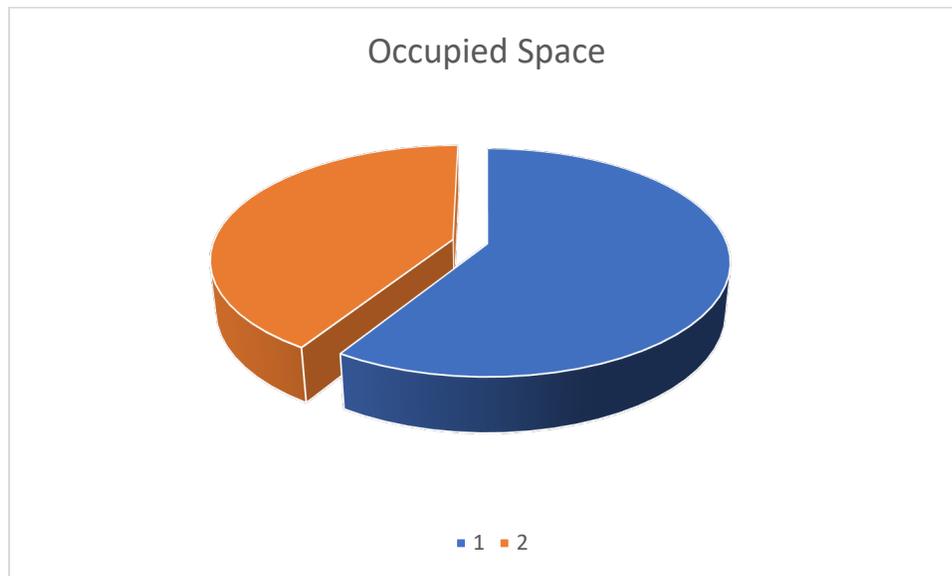
GROUPS USING THE FACILITY	
SCORE	SCORE is the nation’s largest network of volunteers and expert business mentors with more than 10,000 volunteers in 300 chapters. The Volusia Chapter team meets here every month.

**Anchor Tenants:**

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

**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 Co-working space is open to the public.



Floor Plan – Incubator Clients as of September 30, 2022

