



# Quarterly Report - 1Q15

March, 2015

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### Summary Report:

Steve Jobs once said, “Innovation distinguishes between a leader and a follower.” At the Volusia County - UCF Business Incubator we strive to guide those innovators who want to lead within our community to be successful. During the first quarter of the year 2015, we have achieved many goals and events that have set up our incubator clients for success and motivated other young leaders within our community. Some of the remarkable accomplished goals were, the launch of our Mentors Program, the Second Annual Innovation Challenge event in Partnership with the Cairns Foundation, and the excitement we lived when we heard the name of one of our incubator graduate clients, First Response Disaster Team, had been called to the stage as the winner in the Small Business Category, on the Bright House Networks Regional Business Awards, in the Greater Orlando area.

The Mentors Program was launched in January 2015. As of today, we have a total of ten mentors from different backgrounds ready to mentor our incubator clients. We have partnered with SCORE, the Small Business Development Center, and local philanthropists to strengthen the incubator services. The program was initiated by our “Art of Mentoring” session. The “Art of Mentoring” was presented by Shane Pegg, Vice President of Strategic Initiatives Accelerator Centre in Waterloo, Ontario, Canada. The Mentors Program creates lasting partnerships, builds core competencies, and allows start-ups to think big, all while providing a quality experience for both mentors and clients.

The Second Annual Innovation Challenge, in partnership with the Cairns Foundation, brought almost 80 people from Volusia County, especially students and faculty members from our local universities. The purpose of the Innovation Challenge is to spotlight technologies created by students from our local colleges and universities. This innovation challenge motivates local young entrepreneurs and innovators with great business ideas to become the next multi-million dollar enterprises. The first place award of \$10,000, donated by the Cairns Foundation, was awarded to TSOLife LLC, and the second place award of \$5,000, donated by the Hunter Charitable Foundation, was awarded to Xeres. Both winning teams were from Stetson University in DeLand. TSOLife LLC was also awarded a free year of business mentoring services and an office space at the incubator. The second place winner will receive six months pre-incubation program. I’m very eager to guide our local, young entrepreneurs, in a successful direction.

Lastly, I would like to congratulate First Response Disaster Team, on their first place honors in the inaugural Bright House Networks Regional Business Awards, in the Greater Orlando area. The organization was honored for their products, services, and leadership that have impacted the community. We were able to provide First Response Disaster Team with the tools and resources it needed to compete in the market and create new jobs in the area. Due to the program’s resources and the team’s strategic guidance, they have grown from a two- to ten-person operation within a year and are continuing to expand. They have recently opened up a new office branch in Orlando. Their future goal is to go national.

2015 Strategies:

SBIR/STTR Grants  
Strategy

- Our SBIR/STTR seminar was held on February 10, 2015. Representatives from local universities took advantage of this training, as well as local business leaders willing to know more about how to write winning proposals to get grants from the federal government.

West Volusia  
Project Update

- Our efforts to find companies in West Volusia will continue. Next step is to advertise our services in the local newspaper and develop a morning event to educate local entrepreneurs in different aspects of the business.

Partnering with  
Local Universities  
and Business  
Community

- Our relationships with the local universities are becoming stronger. Local universities and its colleges of engineering and business departments are improving their efforts in supporting innovation and entrepreneurship. I was pleased to see how the students are being trained from the faculty to participate in the Innovation Challenge. We are creating a solid foundation for our local students to become young successful entrepreneurs.

1. Incubator Metrics by Quarter:

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

**Total number of companies =13. Of these, 9 (or 69%) are technology companies.**



**Clients' Websites:**

Company Name	Status	Company Website
1. AbM Engineering, LLC	On-Site Client	<a href="http://www.abmengr.com">http://www.abmengr.com</a>
2. DeLand Bakery, Inc.	Off-Site Client	<a href="http://www.DelandBakery.com">www.DelandBakery.com</a>
3. Klein-Yaney Media, LLC	Off-Site Client	<a href="http://www.K-YMedia.com">www.K-YMedia.com</a>
4. Medical Exercise Associates	Off-Site Client	<a href="http://www.medicalexerciseassoc.com">www.medicalexerciseassoc.com</a>
5. AquaSolve Ventures, LLC	On-Site Client	<a href="http://www.aquasolveventures.com">http://www.aquasolveventures.com</a>
6. VisSidus Technologies, Inc.	On-Site Client	<a href="http://www.vissidus.com">www.vissidus.com</a>
7. Details Flowers – Technology	On-Site Client	<a href="http://www.detailsflowers.com">www.detailsflowers.com</a>
8. Rubicon Business Services, LLC - Technology	Off-Site Client	<a href="http://rubiconservices.net">http://rubiconservices.net</a>
9. Riggle Enterprises Inc. D.B.A. Aqua Instruments, LLC	On-Site Client	<a href="http://www.aquainstruments.com">www.aquainstruments.com</a>
10. Enersave Solutions Inc.	On-Site Client	<a href="http://www.enersavenow.com">www.enersavenow.com</a>
11. Grupo Papagayo	Soft Landing	<a href="http://www.grupopapagayo.com">www.grupopapagayo.com</a>
	On-Site Client	
12. Image Quest Worldwide Inc.	On-Site Client	<a href="http://www.iqww.com">www.iqww.com</a>
13. Space Training Adventure Inc.	On-Site Client	<a href="http://www.spacetrainingadventure.com">www.spacetrainingadventure.com</a>

**Exit Companies:**

1. C2 Aeronautics, LLC	On-Site Client	<a href="http://www.c2aeronautics.com">www.c2aeronautics.com</a>
2. G4 Energy Solutions	Off-Site Client	

**Number of Jobs**

Metrics	4Q14	1Q15	2Q15	3Q15	4Q15
# of Stage One Companies	12	11			
# of Stage Two Companies	2	2			
Total Number of Incubator Companies	14	13			
# of Jobs Stage One Companies (2-9 employees)	65	33			
# of Jobs Stage Two Companies (10-99 Employees)	100	102			
# of Jobs Graduate Companies	40	42			
# of Temporary Jobs	5	5			
Total # of Jobs	210	182			
# of Interviewed Prospects	21	35			
# of Companies Applied	2	10			
# of Companies Accepted	2	2			
# of Pre-Incubation Companies	3	5			
Graduate Companies	5	0			
Exited Companies	2	2			

**Number of Prospects / Pre-Incubation Companies: 5**

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 company with the refinement of the documents to be attached to the incubator application. The following are the prospect clients, who are in the process of completing the necessary requirements and will take the next EIE class starting in May, 2015.

1	Janeth Arias, CRE Web Design
2	Mr. Patel
3	Pheta Mc Clean
4	Jeremiah Ralston
5	Julio Flores

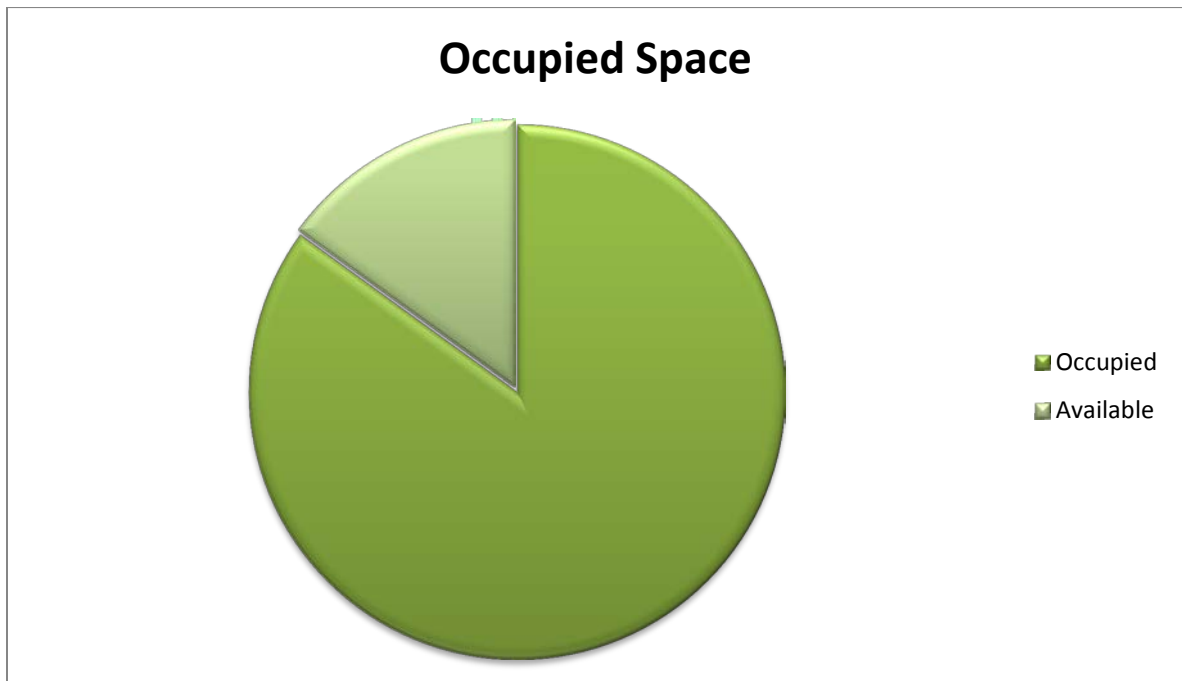
**Training and Conference Room Use:**

# Training Workshops	3
# SCORE Workshops	10
# Training Attendees	460
# People Counseled	75
# of Visitors	673

**Occupied Space:**

Our occupied rate at the three and one-half year mark has hit a record. Our local incubator is almost full especially because of the expansion of our on-site clients like [www.DetailsFlowers.com](http://www.DetailsFlowers.com) and AbM Engineering.

**Occupied Space is 82.3% as of March 31, 2015:**



**Anchor Tenants:**

**Company Name**

- Florida Virtual Entrepreneur Center / Michael Zaharios



# UCF Business Incubator at Daytona Beach International Airport

## UCF Business Incubator – Daytona Beach International Airport’s Floor Plan

