



Quarter 1Q18 Report

April 2018

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Executive Summary

During the first quarter of 2018 the Volusia County Business Incubator operation kept progressing as planned. Our focus for this quarter was to review and determine the clients' current business position and to finish the preparations for the fifth annual Cairns Foundation Innovation Challenge.

Last quarter the incubator was at its full capacity with no offices available for future companies. This quarter, we decided to graduate and exit some of the clients and open the space for new aspiring entrepreneurs.

Incubator aspiring new clients:

Some of the aspiring entrepreneurs are a local E-sport company from New Smyrna Beach, Koralis Entertainment, and a soft-landing company from Colombia, TECHFIT Digital Surgery Inc.

Koralis Entertainment is an E-sport entertainment company focused on the broadcasting of the gaming global community. Koralis Entertainment plans to be the next leader of the gaming industry. Koralis Entertainment was conditionally accepted March 2018.

TECHFIT Digital Surgery Inc. a soft-landing, aspiring company focused on the care and recovery of patients with trauma and/or musculoskeletal problems, developing, manufacturing, selling and marketing bone fixation systems made with titanium. The company is interested in partnering with UCF and ERAU researchers to do research and manufacturing its products in Volusia County. TECHFIT Digital Surgery's CEO will present his plan in the upcoming weeks. TECHFIT Digital Surgery Inc. relocation and business expansion is an effort of Daytona Chamber of Commerce, Team Volusia, and the Volusia County Business Incubator.

These two aspiring companies are the type of talent we are attracting to our local area. These companies chose Volusia County because they were interested in being close to the Speedway Corporation and university research facilities like the MicaPlex and UCF. At the same time, they were looking for an entrepreneurial ecosystem that works as a team and supports innovation and entrepreneurship.

Cairns Foundation Innovation Challenge

For the fifth consecutive year the Cairns Foundation, established by entrepreneur and businessman Jim Cairns, joins the Volusia County Business Incubation Program to spotlight commercially viable technologies generated by undergraduate and graduate students from local area colleges and universities. The top prize includes \$10,000 from the Cairns Foundation plus one year's enrollment in the Volusia County Business Incubation Program powered by UCFBIP. The second-place winner will receive \$5,000 from the Hunters Foundation and one year's pre-incubation enrollment support

Volusia County Business Incubator
Powered by UCF Business Incubation Program

at the Volusia County Business Incubator. One goal of the Cairns Foundation Innovation Challenge is to promote the commercialization of innovations spawned by the local students; another goal is to stimulate start-up businesses in the community.

Part of the planning for the Cairns Foundation Innovation Challenge consists of touring the universities around Volusia County to invite the faculty and the students to apply for the Cairns Foundation Innovation Challenge. This year, we were amazed by the commitment of the faculty members to make the students shine when it comes to pitching their ideas to the public. We are creating a solid foundation for our local students to become successful young entrepreneurs. In addition, we found more robust entrepreneurship programs, like The Center of Entrepreneurship at Stetson University and the Entrepreneurship program at ERAU, plus the state-of-the-art equipment at the Advanced Technology College at Daytona State College in their engineering department. All these resources, combined with the passion of the students and faculty, will definitely make a huge impact on the future of the economic growth in Volusia County.

Teaming up with The Cairns Foundation to build a stronger relationship with the local universities has been a very rewarding experience. Our determination to find technologies and talent at the local universities has made a huge impact in the local engineering academics community. Many of the winning teams are running businesses and growing our startup community.

The UCFBIP Team

Volusia Tech Hub Programs

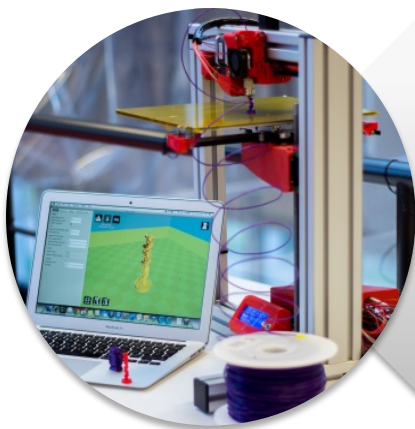


2018 Cairns Foundation Innovation Challenge:

This annual event is set to take place on April 19, 2018 at the ATC Daytona State College. The deadline for the submission of applications was March 19, 2018.



STEM/Coding Classes: For the third consecutive year the Volusia County Business Incubator is partnering with My School Tech Hub to deploy Technology Education to children 7 to 15 years of age during the Summer 2018. This year the company has expanded to eight (8) different locations in Volusia County. The locations are: Bethune-Cookman University, Father Lopez Catholic School, Lourdes Academy, Saint Brendan, Sacred Heart, Silver Sands Middle School, Heritage Middle School, and the Casements in Ormond Beach.



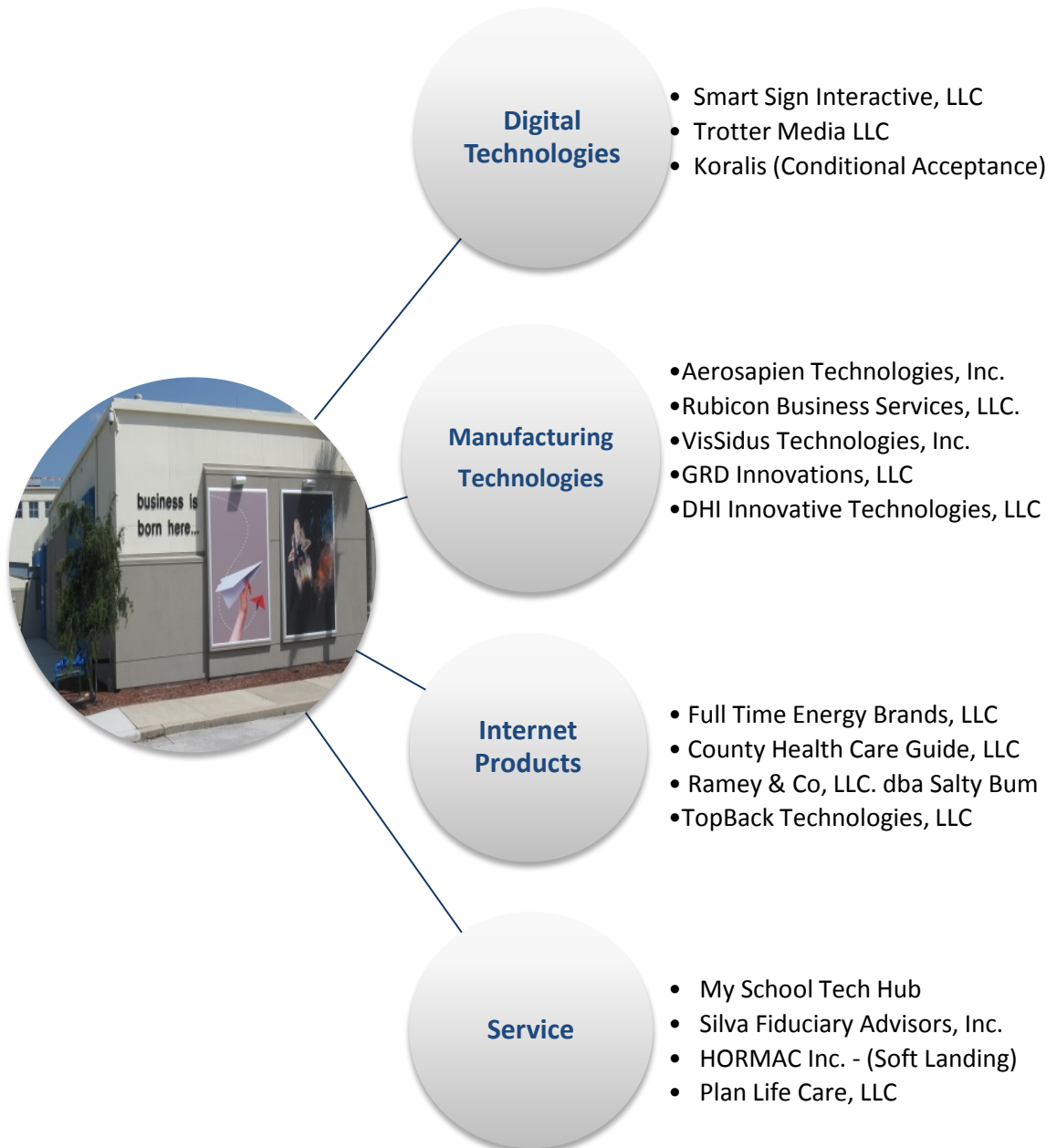
Maker Lab: This continues to be a great resource for incubator clients. The 3D printers are being used on a regular basis. An example of a company taking advantage of this resource is DHI Innovative Technologies. DHI is focused on development of innovative next generation of autonomous vehicles (UAV-Drones) for public, commercial and defense applications. At present, they are 3D printing/developing a patent(pending), first in the aviation industry, expandable UAV-Drone to provide logistics support in remote and inaccessible areas. The Minimum Viable Product (MVP) is being developed at the Volusia County Business Incubator Maker Lab.

Metrics by Quarter:

Total number of companies: 14

Conditional accepted clients: 1

Graduate company w/an office: 1



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. Full Time Energy Brands, LLC	Off-Site Co-working	www.fulltimeenergybrands.com/BA
5. GRD Innovations	On-Site	incubator.ucf.edu/grd-innovations/
6. HORMAC, Inc.	On-Site Soft Landing	incubator.ucf.edu/hormac-civil-engineering-services/
7. Koralis Entertainment Inc.	On-Site Conditional	http://www.2050esports.com/homepage
8. My School Tech Hub	Graduate With An Office	www.myschooltechhub.com
9. Plan Life Care, LLC	On-Site	http://www.planlifecare.com/
10. Ramey & Co, LLC dba Salty Bum	On-Site	https://saltybum.com/
11. Rubicon Business Services, LLC	On-Site	www.rubicontechnology.com
12. Silva Fiduciary Advisors, Inc.	On-Site	www.silvafiduciaryadvisors.com
13. Smart Sign Interactive, LLC	On-Site	http://smartsigntechology.com/
14. TopBack Technologies, LLC	On Site	https://topbacktech.com/
15. Trotter Media, LLC	On Site	www.trottermediallc.com/
16. VisSidus Technologies, Inc.	On Site	www.incubator.ucf.edu/vissidus-technologies
FLVEC – Anchor Tenant	On Site	https://flvec.com/

Conditional Accepted Companies:

Conditional Accepted companies are businesses that need to move in before completing the Excellence In Entrepreneurship (EIE) class. Once they pass the EIE class, they become official Incubator companies.

Conditional Accepted Clients	
1	Koralis Entertainment

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

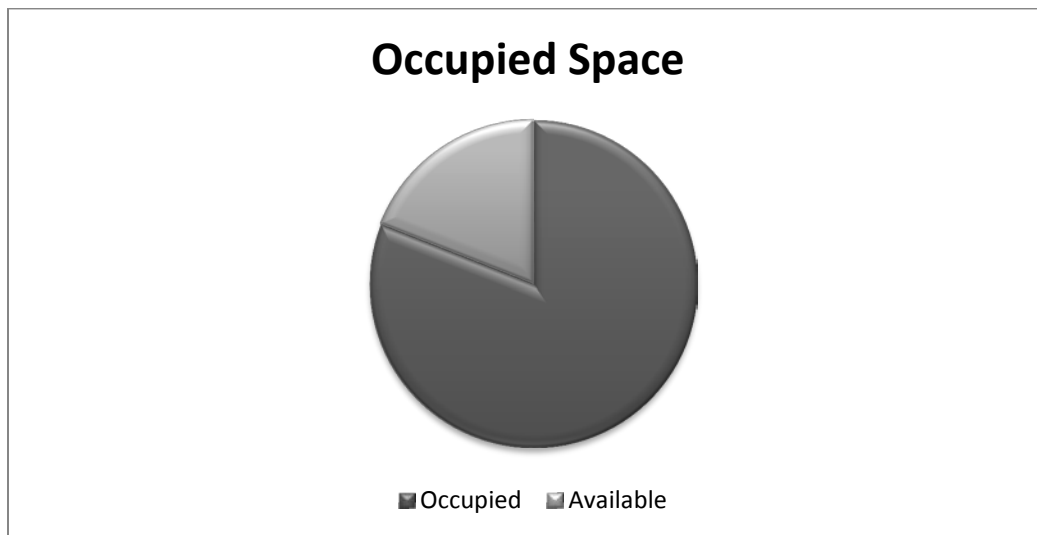
Metrics	1Q17	2Q17	3Q17	4Q17	1Q18
<u>Incubation Companies</u>					
# of Pre-Incubation Companies	5	6	1	1	0
# of Stage One Companies	11	18	20	19	14
# of Conditional Accepted Companies	2	2	0	1	1
Total Number of Incubator Companies	18	26	21	21	15
<u>Total Number of Jobs from Current Companies, Co-Working Space Clients, and Graduate Companies Since Inception</u>					
# of Jobs Stage One Companies (2-9 employees) - Current Clients	54	68	70	71	62
# of Temporary Jobs - Current Clients	10	5	7	6	2
# of Jobs Graduate and Exits	170	182	190	200	219
# of Temporary Jobs Graduates	10	0	10	10	0
Accumulative Total # of Jobs Since Inception	244	255	277	287	283
# of Interviewed Prospects Per Quarter	5	12	10	6	5
# of Companies that Applied Per Quarter	3	8	8	8	5
# of Companies Accepted Per Quarter	1	5	4	1	1
Graduate Companies Per Quarter	0	0	1	0	3
Exited Companies Per Quarter	0	0	1	1	1

Training and Conference Room Use:

# Incubator Training Workshops	Incubator Hosted:	4
	Outside Organizations :	20
# SCORE Workshops		13
# Training Attendees		260
# People Counseled		16
# of Visitors		286

Occupied Space

Occupied Space is 81% as of March 2018:



Anchor Tenants:

Company Name
<ul style="list-style-type: none">• Florida Virtual Entrepreneur Center• Apex IMCO

Floor Plan

