



## **Quarter 2Q17 Report**

**July, 2017**

**TABLE OF CONTENTS**

**Second Quarter 2017 Report**

Executive Summary..... 3  
Tech Hub Programs..... 6  
Metrics by Quarter:..... 9  
Occupied Space ..... 12  
Incubator Floor plan ..... 13

## Executive Summary

The second quarter of 2017 highlights the addition of seven new companies, helping clients to grow, and extensive community outreach.

### Helping Clients to Grow/New Companies' Descriptions:

- ***Steel Magnolias Wellness:*** provides an online platform for women to schedule a full variety of wellness services on demand including personal training, yoga, massages and nutrition counseling 24 hours a day. All of the services offered are performed in the homes of customers or places of comfort.
- ***Fit Meals:*** Subscription company that cooks and deliver gourmet fresh meals to people's doors. No matter how early you start your day, you will have your Mon-Fri meals ready to go with you. Paleo & vegetarian options are available. They also offer The Fit Meal Smart Plan which is designed for those who are trying to lose weight. This company is growing rapidly and continues adding more options.
- ***LibLob:*** Online Platform that allows peer-to-peer and business-to-consumer renting of adventure sporting gear, reducing the hassle, cost, and time needed to search or travel with gear, as well as the ability to earn extra income with dormant inventory. They also allow tours and lessons to be scheduled with certified instructors, and for those businesses in the related industries to introduce coupons at a higher discounted rate and retain more of the revenue than current solutions.
- ***Mobile Entertainment Venue:*** seeks to change the environment for corporate events by creating a full service entertainment venue centered on a mobile, luxury trailer that includes golf, race car driving, and laser shooting -- all in simulation. Their goal is to enhance the way corporate outings network, team build, interact and show client appreciation. They offer an all-in-one engaging atmosphere that is inclusive yet exclusive.
- ***HORMAC Civil Engineering Services*** focuses toward the development of critical infrastructure in general including reconstruction of areas affected by natural disasters etc. HORMAC specializes in the construction of aqueducts, sewage treatment plants, harbor and dock piles, bridges, airport runways, discharging stations, flood control projects, etc. In addition, they build concrete and asphalt projects including roads, highways and public sidewalks. Legally established in June 1986 in Ecuador, HORMAC is currently expanding to the U.S. as a UCFBIP soft-landing company.
- ***Cairns Foundation Innovation Challenge Winner – ERAU Student, Mike Geldart with GRD Innovations:*** GRD Innovations will provide its clients with a full range knee orthotic, giving them freedom with assistance when needed. Traditional knee orthotics (braces) provide relief by reducing lateral hyperextension or side-to-side motion of the knee and surrounding

**Volusia County Business Incubator**  
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ligaments. However, this leaves the rotational portion unsupported, which can cause the user pain when moving through the normal range of motion. This patent pending technology, called VRA Knee Brace or Varying Radius Assist Knee Brace, provides the user with a full-range knee orthotic that reduces rotational stress on the knee while simultaneously providing lateral support and not compromising mobility.

- ***Cairns Foundation Innovation Challenge Second Place Winner – DSC Students, Sheldon Pasciak and Brendan Tacknuy with Smart Sign Interactive:*** Smart Sign Interactive is innovating the fast-growing digital sign market to allow passersby and advertisers the opportunity to interact with one another like never before. As you walk by a sign in a mall, imagine seeing ads you actually care about: shoppers can view ads customized for their preferences - a win-win for the advertisers as well.

**Community Outreach/ Pre-Incubation Companies Success Stories:**

Our pre-incubation program has become a great way to work with prospective companies. The companies go through the Business Model Canvas Boot Camp and then to the Excellence in Entrepreneurship class. This program has become very effective in terms of propelling the startup process. Two of our pre-incubation companies have been early – accepted. Here are their names and company description:

***DHI Innovative Technologies:*** DHI Innovative Technologies is focused on the development of innovative, next generation, autonomous vehicles and systems (UAV) for public, commercial and defense applications. At present, they are developing a patented, the first of its kind in the aviation industry, adjustable UAV with near-complete autonomy, to provide logistic support in remote and inaccessible areas. In addition, they also offer mechanical design, computational engineering analytics, 3D printing & prototype developing consultation and engineering software solutions.

***Plan Life Care*** provides the highest quality home care which helps seniors thrive at home with innovative home and house care. It is a fully integrated home care company using RNs, Nursing Assistants, Care Managers, Aging in Place Specialists and Tradespeople to help maintain and adapt the house so it is the best environment for the seniors to stay or move back to their home.

**Helping Clients to Grow/Introduction to Investors and Local Business Providers:**

Orlando’s High-Growth Business Accelerator selected two client companies in the Volusia County Business Incubator Powered by UCFBIP, *LibLob* and *TSO Life*, to participate in its spring 2017 Cohort that kicked off on April 17th. The two were selected among only eight companies with products and clientele that will allow them to quickly and successfully scale their businesses. *LibLob* is an online rental marketplace that connects adventure sport

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equipment owners - business and individuals - with adventure-seeking enthusiasts. *TSO Life* is a social networking startup creating new and innovative ways to preserve legacy and pass down life stories for future generations. Startups from throughout the U.S. and some foreign countries applied for the eight-week program, which is led by seasoned entrepreneurs, renowned experts and potential investors. Held at the Catalyst co-working space in downtown Orlando, *Venture-ScaleUp* provides the cohort with advanced workshops, one-on-one mentoring, and one-on-one investor meetings while connecting and collaborating with one another. We are extremely excited about the opportunities that our two Incubator companies have. These workshops will complement what we offer here.

### **Helping Clients to Grow/Success Story:**

2015 Cairns Foundation Innovation Challenge Winner - *TSOLife* Took First Place in Startup Competition at eMERGE Americas 2017.

The Story of Life (TSOLife), the online platform for documenting life stories and legacies for future generations, was awarded first place in the eMERGE Americas 2017 University Startups Competition in Miami. eMERGE Americas 2017, drew over 13,000 attendees the week of June 5 from around the globe. One hundred twenty-five startups gathered to compete, and TSOLife, presented by the team of David Sawyer, Stella Paris, and Diana DuPre of Stetson University in DeLand, was chosen as the winner in its category by a panel of international judges. The business technology conference is hosted at the Miami Convention Center where entrepreneurs, investors and technology enthusiasts gather to network and discover the latest technology trends on the EXPO floor. Keynote speakers included Apple co-founder Steve Wozniak and personal finance expert/ television host Suze Orman.

### **Community Outreach/Incubator Educational Events:**

- **April:**

#### **The Cairns Foundation Innovation Challenge:**

For the fourth consecutive year, The Cairns Foundation, established by entrepreneur and businessman Jim Cairns, joins the Volusia County Business Incubator Powered by UCFBIP to spotlight commercially viable technologies generated by undergraduate and graduate students from local area colleges and universities. The top prize of \$10,000 from the Cairns Foundation plus a one year's enrollment in the Volusia County Business Incubator Powered by UCFBIP valued at \$3,400 was awarded to GRD Innovations. The second-place winner of \$5,000 from the Hunters Foundation and one year's enrollment at the Volusia County Business Incubator Powered by UCFBIP was awarded to Smart Sign Technologies. The prize money and Incubator programs will allow the winning student teams to advance and protect their technologies while preparing to launch new companies and a chance to partner with local investors.

- **May:**

**Mom-preneur Month:**

May was a month dedicated to women in business: especially moms. According to The State of Women-Owned Businesses, 2016, the number and economic contributions of women-owned firms continue to rise at rates higher than the national average – with even stronger business formation rates seen since the recession.

Women are now the majority owners of 38% of the country’s businesses, up from 29% in 2007. These firms employ 8% of the nation’s private sector workforce up from 6% nine years ago – and contribute 4% of the nation’s business revenues, a share that has not changed over the past 20 years.

The Volusia County Business Incubator Powered by UCFBIP congratulates and support women in business. During the month of May, we had our Mom-preneur series of workshops at the Incubator including, “How to Start a Million Dollar Online Company,” “How to Sell on E-bay,” “How to Develop a Business Model,” and “How to do Social Media marketing”. The free series of workshops were successfully introduced to our community of women.

**June:**

**STEM Summer Camps to Middle School Students:**

For the second consecutive year, the Volusia County Business Incubator Powered by UCFBIP partnered with My School Tech Hub and the Volusia-Flagler YMCA to bring technology education to K-8 students. This year, another partner organization joined forces - Lourdes Academy Catholic School - where classes have been a huge success. With our mission to bridge the technology skills gap by bringing to local students affordable coding, robotics and rapid prototyping classes in a fun and interactive atmosphere, more than a hundred middle school students were educated in STEM education this summer. Students learned about Coding, Aquaponics, Robotics, and 3D printing, and it has been a big success with 62% returning students indicating they, along with their parents, were very pleased with the weekly classes.

## **Volusia Tech Hub Programs**

Community Outreach/Giving Back to the Community by Providing Affordable Technology Education to Volusia County Children

## **Volusia County Business Incubator** **Powered by UCF Business Incubation Program**

To support the Volusia County Business Incubator Powered by UCFBIP mission which is to help create and sustain higher-wage jobs in the community by helping businesses grow to the point where they need to hire employees in order to continue operating and growing, the Volusia County Business Incubator Powered by UCFBIP created the Volusia Tech Hub initiative which provides affordable technology education to clients and job seekers. This initiative began back in 2015 when we realized that the incubator companies could not find skilled personnel in the county. The goal of this initiative is to facilitate technology education to incubator clients, job seekers and students, as well as to assist our incubator clients with MakerLab equipment (3D printings) and other MakerLab tools so that they can create their prototypes in house saving them thousands of dollars.

The MakerLab has been a great resource for our clients and has helped the incubator to recruit many technology companies that are in need of 3D printers. The Coding classes for job seekers have expanded to K12 students. The incubator staff is limited in its knowledge of these endeavors, so we have partnered with incubator clients to facilitate the tech education.

Thanks to our graduate client, Campus Scientific DBA My School Tech Hub and the generosity of the Hunters Foundation which donated 15 Laptops to be used to teach children how to code. For the second consecutive year, the Incubator partnered with the Volusia-Flagler YMCA to bring technology education to K-12 students. This year, another partner organization joined forces - Lourdes Academy Catholic School - where classes were a great success. More than a hundred middle school students were educated in coding and STEM education this summer.

The Volusia Tech Hub program is expanding and will be complemented with our own computer lab which is going to have 15 desktop computers (surplus equipment donated by the National Entrepreneur Center). This computer Lab is going to be upgraded by one of our incubator clients, Rubicon. They are going to upgrade the equipment connecting all our incubator computers with one server. They are donating their services for the benefit of our local incubator. This endeavor will allow our clients to continue teaching coding classes at the incubator. In addition, our clients will have the opportunity to develop their own portal's evaluation with a very sophisticated focus group research. We are grateful to have such an amazing group of people eager to make a difference in our county.

In closing, July is our local incubator anniversary month. Six years changing the lives of many local entrepreneurs, business owners, job seekers, students, moms, and children. After six years of hard work our local incubator is 100% occupied with 20 startup companies and six more in our pre-incubation program. We would like to thank the Volusia County Council, Volusia County Economic Development, Volusia County residents, Incubator Clients and the University of Central Florida Business Incubation Program for your continued support. Without your help, we would not be here.

Thank you.



**2017 Cairns Foundation Innovation Challenge Winners:**

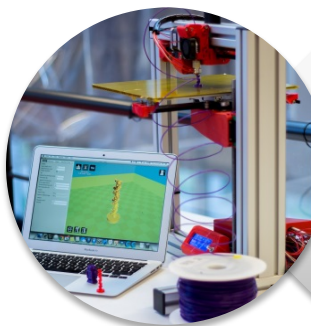
- GRD Innovations - Embry Riddle Aeronautical University
- Smart Sign Technology - Daytona State College



**STEM/Coding Classes:** 2017 Summer Camp sessions for kids made available at the YMCA and Lourdes Academy. Deploying technology education to K12 will improve the quality of our local workforce and ignite added employment and investment that can result in increasing wages for our region.



**Volusia Tech Hub Meetups:** We meet the first Monday of every month to talk about technology trends. We also feature guest speakers who have many years of experience in the entrepreneurial world.



**Maker Lab:** This continues to be a great resource for incubator clients. The 3D printers have been used on a daily basis.



## Metrics by Quarter:

**Total number of companies: 20**

**Pre-Incubation clients: 6**



## Incubator Metrics – Clients’ Websites and Number of Prospects

Company Name	Status	Company Website
1. Aerosapien Technologies, Inc.	On-Site	<a href="http://www.aerosapientech.com/">www.aerosapientech.com/</a>
2. Cogent Solar, LLC	On Site	<a href="http://www.cogent.solar.com">www.cogent.solar.com</a>
3. County Health Care Guide, LLC	On-Site	<a href="http://www.countyhealthcareguide.com/">http://www.countyhealthcareguide.com/</a>
4. DHI Innovative Technologies, LLC	On-Site Early Accepted	In Progress
5. Fit Meals, Inc.	Off-Site Co Working	<a href="http://www.myfitmeals.com/">www.myfitmeals.com/</a>
6. Full Time Energy Brands, LLC	Off-Site Co-working	<a href="http://www.fulltimeenergybrands.com/BA">www.fulltimeenergybrands.com/BA</a>
7. GRD Innovations	On-Site	<a href="http://incubator.ucf.edu/grd-innovations/">incubator.ucf.edu/grd-innovations/</a>
8. HORMAC, Inc.	On-Site Soft Landing	In Progress
9. Mobile Entertainment Venue, LLC	Off-Site Co-Working	<a href="http://www.mevxllc.com/">www.mevxllc.com/</a>
10. My School Tech Hub	On-Site	<a href="http://www.myschooltechhub.com">www.myschooltechhub.com</a>
11. Plan Life Care, LLC	On-Site Early Accepted	<a href="http://www.planlifecare.com/">http://www.planlifecare.com/</a>
12. Ramey & Co, LLC dba Salty Bum	On-Site	In Progress
13. Rubicon Business Services, LLC	On-Site	<a href="http://www.rubiconservices.net">www.rubiconservices.net</a>
14. Silva Fiduciary Advisors, Inc.	On-Site	<a href="http://www.silvafiduciaryadvisors.com">www.silvafiduciaryadvisors.com</a>
15. Smart Sign Interactive, LLC	On-Site	<a href="http://smartsigntechnology.com/">http://smartsigntechnology.com/</a>
16. Space Training Adventure, Inc.	On-Site	<a href="http://www.spacetrainingadventure.com">www.spacetrainingadventure.com</a>
17. Steel Magnolias Fitness, LLC	On-Site	<a href="http://steelmagnoliaswellness.com/">steelmagnoliaswellness.com/</a>
18. TopBack Technologies, LLC	On Site	<a href="https://topbacktech.com/">https://topbacktech.com/</a>
19. Maple Box Dolls, LLC.	On-Site	<a href="http://www.mapleboxdolls.com">www.mapleboxdolls.com</a>
20. VisSidus Technologies, Inc.	On-Site	<a href="http://www.incubator.ucf.edu/vissidus-technologies">www.incubator.ucf.edu/vissidus-technologies</a>
21. FLVEC	On-Site	
22. Investor in Residence – Bob Malkani	On Site	

**Number of Prospects / 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, which is a 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	College Career Success LLC
2	H&M Realty Solutions
3	Creative Solutions Daytona, Inc.
4	King Fisher Steel LLC d.b.a. KBS
5	Rina Hatton
6	Calvin Cochran

\*Early Accepted Clients are companies that need to complete the Excellence in Entrepreneurship Class.

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

Metrics	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17
<b><u>Incubation Companies</u></b>						
# of Pre-Incubation Companies	2	4	2	4	5	6
# of Stage One Companies	10	11	13	14	11	18
# of Early Accepted Companies	0	0	0	0	2	2
Total Number of Incubator Companies	12	15	15	18	18	26
<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)	33	53	52	53	54	68
# of Jobs Stage Two Companies (10-99 Employees)	0	0	0	0	10	5
Accumulative Totals of Jobs Graduate Companies Since Inception	147	150	154	170	170	182
Accumulative # of Temporary Jobs Graduates	2	5	5	10	10	0
Accumulative # of Jobs Exit Companies						
Accumulative Total # of Jobs Since Inception	185	208	211	233	244	255
# of Interviewed Prospects Per Quarter	18	13	14	15	5	12
# of Companies that Applied Per Quarter	3	6	5	4	3	8

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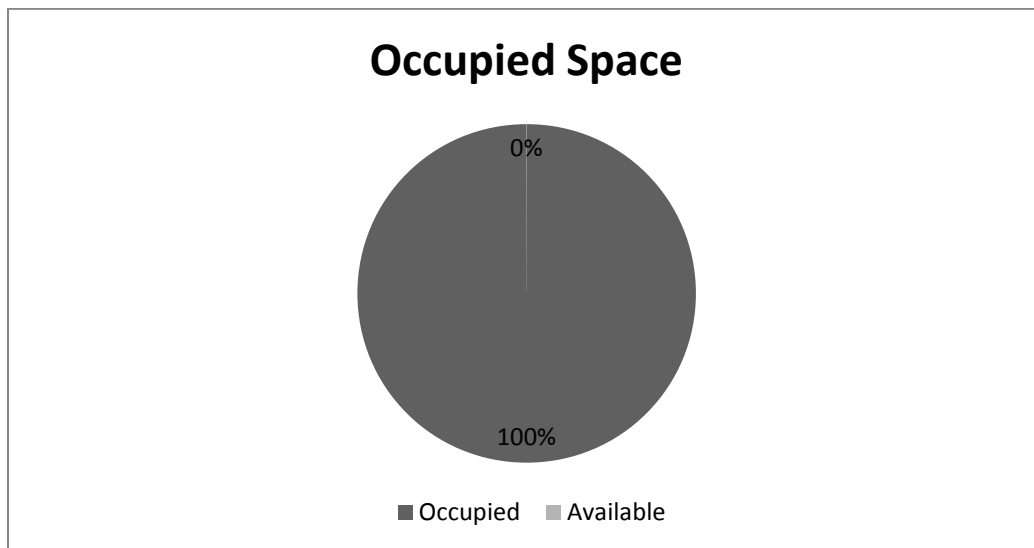
<b># of Companies Accepted Per Quarter</b>	2	1	3	1	1	5
<b>Graduate Companies Per Quarter</b>	0	0	2	2	0	0
<b>Exited Companies Per Quarter</b>	2	0	0	0	0	0

**Training and Conference Room Use:**

<b># Incubator Training Workshops</b>	<b>Incubator Hosted:</b>	<b>15</b>
	<b>Outside Organizations :</b>	<b>4</b>
<b># SCORE Workshops</b>		<b>13</b>
<b># Training Attendees</b>		<b>122</b>
<b># People Counseled</b>		<b>63</b>
<b># of Visitors</b>		<b>302</b>

**Occupied Space**

Occupied Space is 100% as of June 2017:



**Anchor Tenants:**

<b>Company Name</b>
<ul style="list-style-type: none"> <li>• Florida Virtual Entrepreneur Center</li> <li>• Investor in residence: Bob Malkani - Apeximco</li> </ul>

## Incubator Floor plan

