



## **Quarter 2Q18 Report**

**July 2018**

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## Executive Summary

The second quarter of 2018 saw the Cairns Foundation Innovation Challenge in partnership with the Volusia County Business Incubator and the deployment of technology education for children 7 to 15 years old in partnership with My School Tech Hub.

The goal of the Cairns Foundation Innovation Challenge is to promote the commercialization of innovations spawned by local students. We received twelve applications and selected eight teams to present. The top prize, which included \$10,000 from the Cairns Foundation plus one year's enrollment in the Volusia County Business Incubation Program powered by UCFBIP, was awarded to Thomas Oltorik, a Stetson student. The name of his venture is Quick Clip Rod Guide. The second-place winner's prize was awarded to Jilissa Zoltko from Stetson. Her venture name is Smart Sleeve™. She received \$5,000 from the Hunters Foundation.

### **Innovation Challenge Winners Company Descriptions:**

#### **Quick Clip Rod Guide:**

Quick Clip Rod Guide manufactures advanced products to preserve the quality and longevity of anglers' water time/experience. The venture's first product, the Quick Clip Rod Guide, is a multi-size fishing rod guide replacement which redefines the way anglers repair fishing rods. The product provides anglers with a quick and easy on-the-spot repair for fishing rod eyelets no matter the rod blank size or type, which eliminates the ongoing problems anglers face in dealing with fragile eyelets assembled with thread and glue on a fishing pole. The company plans to produce a line of products that serve to enhance anglers' fishing/outdoor adventures.

#### **Smart Sleeve™**

Smart Sleeve™ is a device used in an automobile to protect and secure valuables while driving. The Smart Sleeve™ is an elasticized fabric netting that is placed around the passenger seat and allows the driver to place items such as a purse, tablet, notebooks, etc., and it secures them from moving about the vehicle while in motion. By using Smart Sleeve™, items aren't thrashing about a vehicle with abrupt acceleration, braking, and sharp turns. The market for the Smart Sleeve™ is large, as it includes all car owners. Their go-to market strategy will be to first target women ages 25 through 40 who are car owners and expand from there. Eventually, markets that can be extended to would include salespersons, Uber and cab drivers, etc.

These two students are an example of the talent we have in our local universities. They are creating companies that will help our startup community to grow.

### **My School Tech Hub Summer Tech Camps in Partnership with the Volusia County Business Incubator - Success Story**

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

The goal of technology education during the summer in partnership with My School Tech hub is a way for the incubator staff to give back to the community by deploying technology education to K12 which will help the improvement of the quality of our local workforce in the future and ignite added employment and investment that can result in increasing wages.

My School Tech Hub is a graduate of the Volusia County Business Incubator powered by UCF Business Incubation Program. In its third year of offering high-tech a summer camp at various locations, My School Tech Hub tripled the number of students served overall and has seen over a 100 percent increase from last year. The company has a good number of schools waiting to offer courses, pushing a bigger expansion of its programs starting this fall and into 2019.

One of the children's favorite subjects this year was the StarFish Tank competition. ("StarFish Tank" named after Shark Tank.) The idea was to teach the kids entrepreneurship and test the introduction to start-up business segments during these camps. The students team up and present the venture to their peers and judges. Each student was part of their team and took on the role of a company president, CFO, CTO, etc. The campers did exceptionally well. They earned prizes and had lots of fun. This portion of the camp was very successful. The company now is developing a stand-alone camp series for young people interested in how to become an entrepreneur. My School Tech Hub's CEO plans to announce more on this and other initiatives this fall.



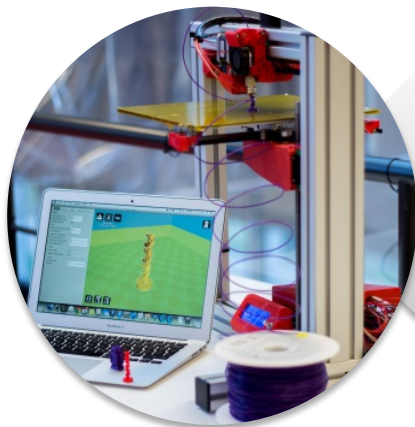
Pictures taken at: Father Lopez, Sacred Heart and Lourdes Academy Catholic Schools.

The UCFBIP Team

## Volusia Tech Hub Programs



**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 expanded to seven (7) different locations in Volusia County. More than 200 children attended the camps this year.



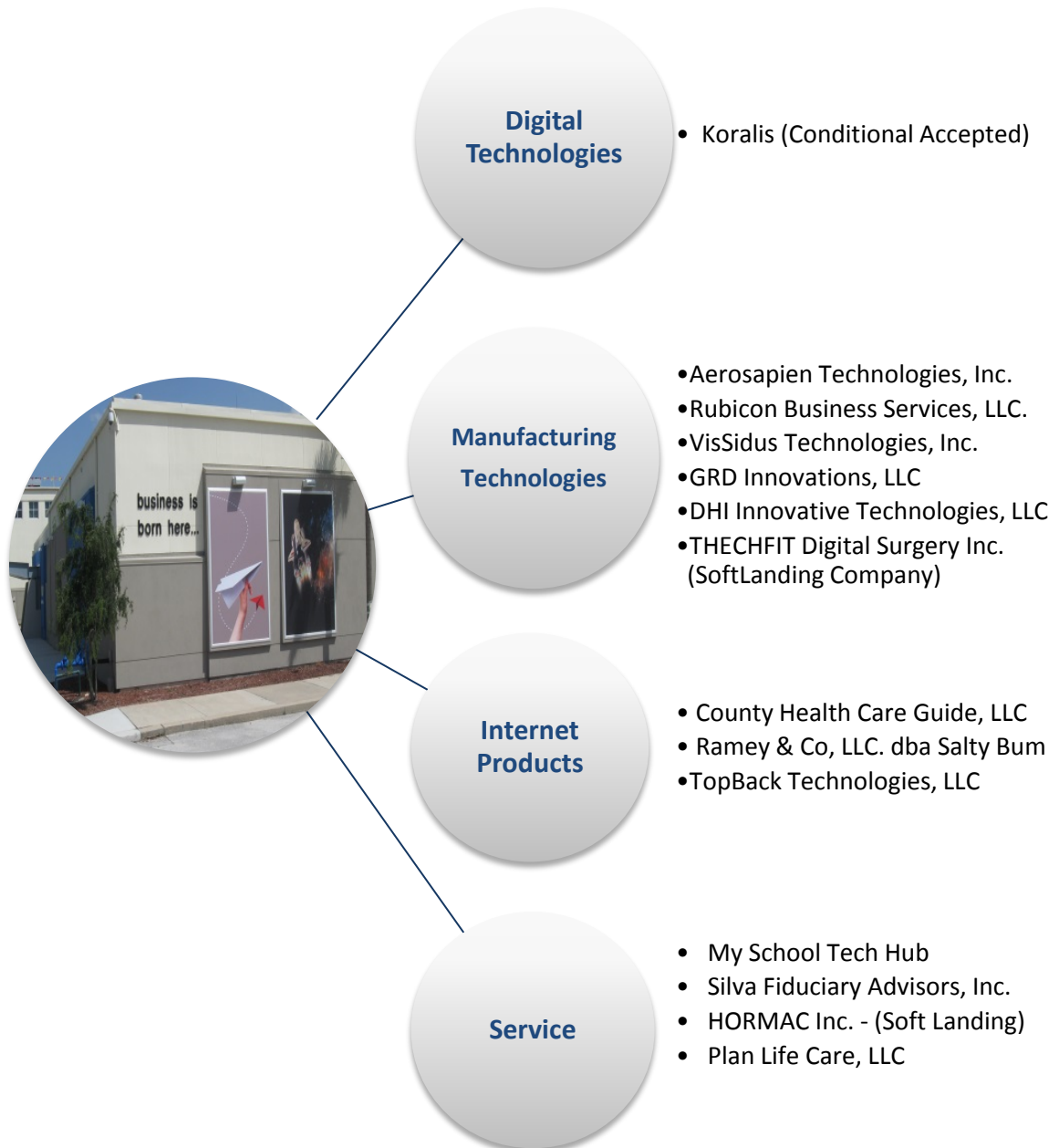
**Maker Lab:** This continues to be a great resource for incubator clients. The 3D printers are being used on a regular basis. Companies taking advantage of this resource include, DHI Innovative Technologies, My School Tech Hub, Aeropsapien, and VisSidus Technologies.

## Metrics by Quarter:

**Total number of companies: 12**

**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	<a href="http://www.aerosapientech.com/">www.aerosapientech.com/</a>
2. County Health Care Guide, LLC	On-Site	<a href="http://www.countyhealthcareguide.com/">http://www.countyhealthcareguide.com/</a>
3. DHI Innovative Technologies, LLC	On-Site	<a href="http://www.dhiit.com/">http://www.dhiit.com/</a>
4. GRD Innovations	On-Site	<a href="http://incubator.ucf.edu/grd-innovations/">incubator.ucf.edu/grd-innovations/</a>
5. HORMAC, Inc.	On-Site Soft Landing	<a href="http://incubator.ucf.edu/hormac-civil-engineering-services/">incubator.ucf.edu/hormac-civil-engineering-services/</a>
6. Koralis Entertainment Inc.	On-Site Conditional	<a href="http://www.2050esports.com/homepage">http://www.2050esports.com/homepage</a>
7. My School Tech Hub	Graduate With An Office	<a href="http://www.myschooltechhub.com">www.myschooltechhub.com</a>
8. Plan Life Care, LLC	On-Site	<a href="http://www.planlifecare.com/">http://www.planlifecare.com/</a>
9. Ramey & Co, LLC dba Salty Bum	On-Site	<a href="https://saltybum.com/">https://saltybum.com/</a>
10. Rubicon Business Services, LLC	On-Site	<a href="http://www.rubicontechnology.com">www.rubicontechnology.com</a>
11. Silva Fiduciary Advisors, Inc.	On-Site	<a href="http://www.silvafiduciaryadvisors.com">www.silvafiduciaryadvisors.com</a>
12. TopBack Technologies, LLC	On Site	<a href="https://topbacktech.com/">https://topbacktech.com/</a>
14. VisSidus Technologies, Inc.	On Site	<a href="http://www.incubator.ucf.edu/vissidus-technologies">www.incubator.ucf.edu/vissidus-technologies</a>
FLVEC – Anchor Tenant	On Site	<a href="https://flvec.com/">https://flvec.com/</a>

**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	2Q18
<b><u>Incubation Companies</u></b>						
# of Pre-Incubation Companies	5	6	1	1	0	0
# of Stage One Companies	11	18	20	19	14	12
# of Conditional Accepted Companies	2	2	0	1	1	1
Graduate Company With an Office	0	0	0	0	0	1
<b>Total Number of Incubator Companies</b>	<b>18</b>	<b>26</b>	<b>21</b>	<b>21</b>	<b>15</b>	<b>14</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	54	68	70	71	62	85
# of Temporary Jobs - Current Clients	10	5	7	6	2	5
# of Jobs Graduate and Exits	170	182	190	200	219	230
# of Temporary Jobs Graduates	10	0	10	10	0	0
<b>Accumulative Total # of Jobs Since Inception</b>	<b>244</b>	<b>255</b>	<b>277</b>	<b>287</b>	<b>283</b>	<b>320</b>
# of Interviewed Prospects Per Quarter	5	12	10	6	5	4
# of Companies that Applied Per Quarter	3	8	8	8	5	2
# of Companies Accepted Per Quarter	1	5	4	1	1	2
Graduate Companies Per Quarter	0	0	1	0	3	0
Exited Companies Per Quarter	0	0	1	1	1	3

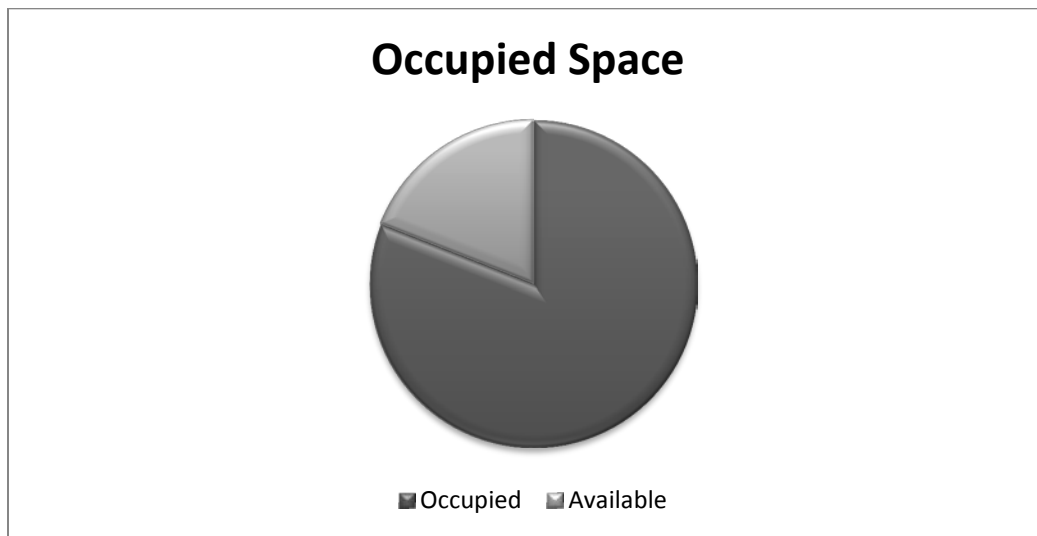


**Training and Conference Room Use:**

<b># Incubator Training Workshops</b>	<b>Incubator Hosted:</b>	<b>4</b>
	<b>Outside Organizations :</b>	<b>6</b>
# SCORE Workshops		13
# Training Attendees		260
# Meetings Hosted by the FVEC		10
# Meetings Hosted by BNI		13
# Meetings Hosted by CareerSource Flagler/ Volusia		5
# Meetings Hosted by Entrepreneurship Groups (Stetson and UCF)		10
# People Counseled		25
# of Visitors		380

## Occupied Space

Occupied Space is 77% as of June 2018:



**Anchor Tenant:**

<b>Company Name</b>
<ul style="list-style-type: none"> <li>• Florida Virtual Entrepreneur Center</li> </ul>

## Floor Plan

