



2Q19 Report

July 2019

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Executive Summary

The second quarter of 2018 saw the First Annual Personalized Orthopedics Symposium by TECHFIT Digital Surgery in partnership with the Volusia County Business Incubator and the MicaPlex at the Guidewell Innovation Core conference room in Lake Nona, the deployment of technology education for children 7 to 15 years old in partnership with My School Tech Hub, the preparation of a series of talks to the cities about the trends learned at the InBIA conference and last, continue working with our incubator clients with their growth strategy.

First Annual Personalized Orthopedics Symposium by our Soft-landing client, TECHFIT Digital Surgery

It was an honor to be the moderator of the First Annual TECHFIT Digital Symposium by our soft-landing client TECHFIT Digital Surgery at the GuideWell Innovation Core in Lake Nona – Orlando. The symposium was attended by some of our UCF researchers, students and business community along with some ERAU students. A group of orthopedic doctors from Colombia share their best practices when doing personalized orthopedic procedures. The event proved beneficial for TECHFIT aligning its CEO to connect with Dr. Melanie Coathup, Professor of Medicine at UCF, One Pass Access CEO, Randy Rowell. Both Dr. Coathup and Mr. Rowell are helping TECHFIT CEO, Mauricio Toro to continue his U.S. expansion strategy.

Technology education for children 7 to 15 years old in partnership with My School Tech Hub

The goal of the Tech Summer Camps during in partnership with My School Tech Hub is for the incubator staff to give back to the community by deploying technology education to K12, which will help to improve 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. This is our fourth year offering a high-tech summer camp at Lourdes Academy and Sacred Heart Catholic Schools. Our goal is to help Volusia County students to get familiar with technology during their childhood; so that, they will choose careers that are aligned with the national economic drivers, technology companies.

Series of talks to the cities about the trends learned at the InBIA

On April 2019 I was able to attend the International Business Incubation Association Conference InBIA helded in Minneapolis Minnesota. One of the activities was the tour around the tween cities and learn about the Minnesota Startup Ecosystem which enlightened my brain and bring home lot of ideas for our local startup ecosystem. From minorities (women) incubators, farm to fork accelerators and bioscience and medical incubator to a big corporations' innovation centers. It was absolutely amazing to see how the corporate, education and the startups community is aligned to make their cities a welcome community to do business. Most of the funding to create those programs came from local foundations like the Bush Foundation and NPR Foundation which want to support entrepreneurship and innovation. The conference helped me to work on some ideas to bring back home. This coincided with a request from city of Deltona Economic Developer Manager Jerry Mayes who needed me to speak at his Economic Development Advisory Board Metering about what is an incubator, different kinds of Incubators, and what is the next big thing. I thought if Jerry and his Board of Advisors needed to know about this, many of the city's Economic Development offices would like to know more about incubation. Consequently, I decided to start a series of talks around Volusia County about Incubation programs and what is the national trend when building entrepreneurial ecosystems.

Series of talks to the cities about the trends learned at the InBIA conference

The definition of the incubator's focus determines the structure and types of services offered.

An incubator can be classified as:

Traditional Incubator: supports development of companies linked to sectors of the economy that possess broadly disseminated technologies, such as textiles and footwear. "The objective is to aggregate value to products and processes through utilization of new technologies".

Technology-based Incubator: incubators that include companies with products, processes and/or services that are the result of scientific research and represent a high combined value. These incubators support biotechnology, informatics, and electronics companies, among others. These are located close to a research university.

Mixed Incubator: provides support to both traditional companies and technology-based companies.

Cultural Incubator: supports cultural activities such as music, sculpture, photography, and cinema.

Social Incubator: these are incubators that support "undertakings that originate in social projects connected to traditional sectors that have knowledge that is in the public domain and that meets demand for employment and income and improvements in the quality of life of the community."

Agribusiness Incubator: encompasses crop/livestock undertakings and have the objective of stimulating entrepreneurship and technological innovation in the area.

Sectoral Incubator: supports activities in a single area. In this sense, an incubator can be sectoral and technology-based, for instance, supporting only companies in the area of software.

What is the Big Next Thing:?

- Rather than just a general business incubator, the next big thing is the development of an ecosystem which addresses specific issues/needs within a community, ranging from food, specialty products, retail, etc.
- Some of the most successful entrepreneurial ecosystems in the U.S. have started with a revitalization strategy.
- First you need to build a community, then you build a place to showcase that community. The community has to have its own identity in which the entrepreneurs are in the center and the most reliable source of innovation. Vacant abandoned warehouses turned into Biotech Incubators, Agricultural Incubators and more
- Old vacant hotel rooms turned into small retail incubators or galleries
- Old abandoned plazas turned into kitchen incubators
- Communities see growth with kitchen incubators (kitchen incubators in U.S)
- Hub of Canal in New Smyrna which revitalized Canal Street

Today, diversity (women) and inclusion is the new marketing strategy, allowing communities to access grants from the government and large foundations. It is a time for us to follow what other small cities are doing to continue growing their business community.

Volusia County Business Incubator

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Current and Graduate Incubator Clients Success Stories:

In today's business environment, startups need to play a zero-sum zone and out of the borders to find opportunities to be capitalized or to be seeing. Other counties a countries are doing the same. Here at the Volusia County Business Incubator we have seen a lot of international companies trying to become incubator soft-landing clients. Our program not only help the companies to be relocated but to remain located in the county by adding value to their internationalization strategy.

Soft-landing Client - Techfit Digital Surgery Success Story:

Newly Accepted Client: Randy Rowell from One Pass Access:

One Pass Access CEO, Randy Rowell has been with us for three months. Here is his testimonial: "Since a 30-day review of our accomplishments that have been a direct result of collaboration efforts with Connie Bernal's Team.

One Pass Access was accepted into early acceptance with UCF Incubator in early June, 2019. Over the past 90 days, we have finalized 4 additional agreements for our software and consulting services. Our business has grown to incorporate over 1600+ companies that do business in healthcare. We have had the opportunity to collaborate with other UCF Incubator clients that include TECHFIT Digital Surgery, as well as the UCF School of Medicine. Over the next 90-120 days we will be on-boarding an additional 7000+ companies nationally through our partnership agreements.

30 Days in Review: UCF Incubator Collaboration, Guidance, and Accelerator

- One Pass Access: Proforma, Company Evaluation \$7M-3Y Agreements, and Investor Deck. (Investor Deck Attached)
- One Pass Access & UCF Incubator Clients Synergies: We have had the opportunity to collaborate with other clients including TECHFIT Digital Surgery.
- One Pass Access & Daytona Business Community: We have picked up new clients with other Daytona Healthcare Businesses and should be completing another agreement on Monday, July 15th.
- We are currently navigating an agreement with this location for utilization of our software solution.

90 Days in Review: One Pass Access Growth, Development, and Market Penetration

- One Pass Access finalized 1 national agreement, 2 hospitals, and 3 vendor company agreements.
- One Pass Access customers market penetration has expanded to include 2500+ Clinical Care Provider Locations and 8000+ Vendor Companies.
- We are currently in the process of systematically on-boarding multiple organizations.

We have been asked to present at a national healthcare symposium, and are collaborating with a state hospital association.

Graduate Client: Jim Beckmann – SCALA Global Accelerator:

Jim Beckmann has been traveling for the past two years and made lots of connections around the globe. He came back last year and was invited to speak during our First Expanding your Business to the United States Conference held at the Volusia County Business Incubator on Nov.13-15, 2018. He decided to partner with us to mentor our Soft-Landing companies in different aspects of the business from going IPO to Scaling out of the borders. He put together a group of U.S.A. Market Advisors and his new venture called SCALA Global Accelerator. SCALA is a

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multilingual experienced team of successful business leaders, experts, and insiders working together to provide world-class consultation and technical services to non-U.S.A. companies, individuals, or investors wanting to develop a strategy to conduct business in the United States. SCALA provides your organization with a simple one-point solution that gives you and your team the confidence and peace of mind knowing that our teams top priority is to protect your investment while helping you to maximize the vast profit potential available in the U.S.A.

Volusia Tech Hub Programs



2019 Cairns Foundation Innovation:

This annual event for students at local universities and colleges

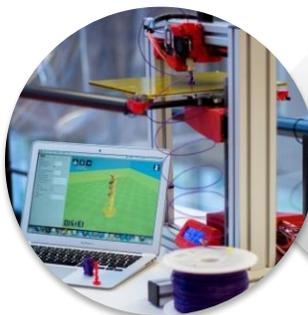


Technology Meetup:

A community of like-minded innovators gather to talk about how to make Volusia County a place where entrepreneurs can create new technologies and new businesses with innovative ideas. We meet the first Monday of each month and provide tours for aspiring incubator clients.



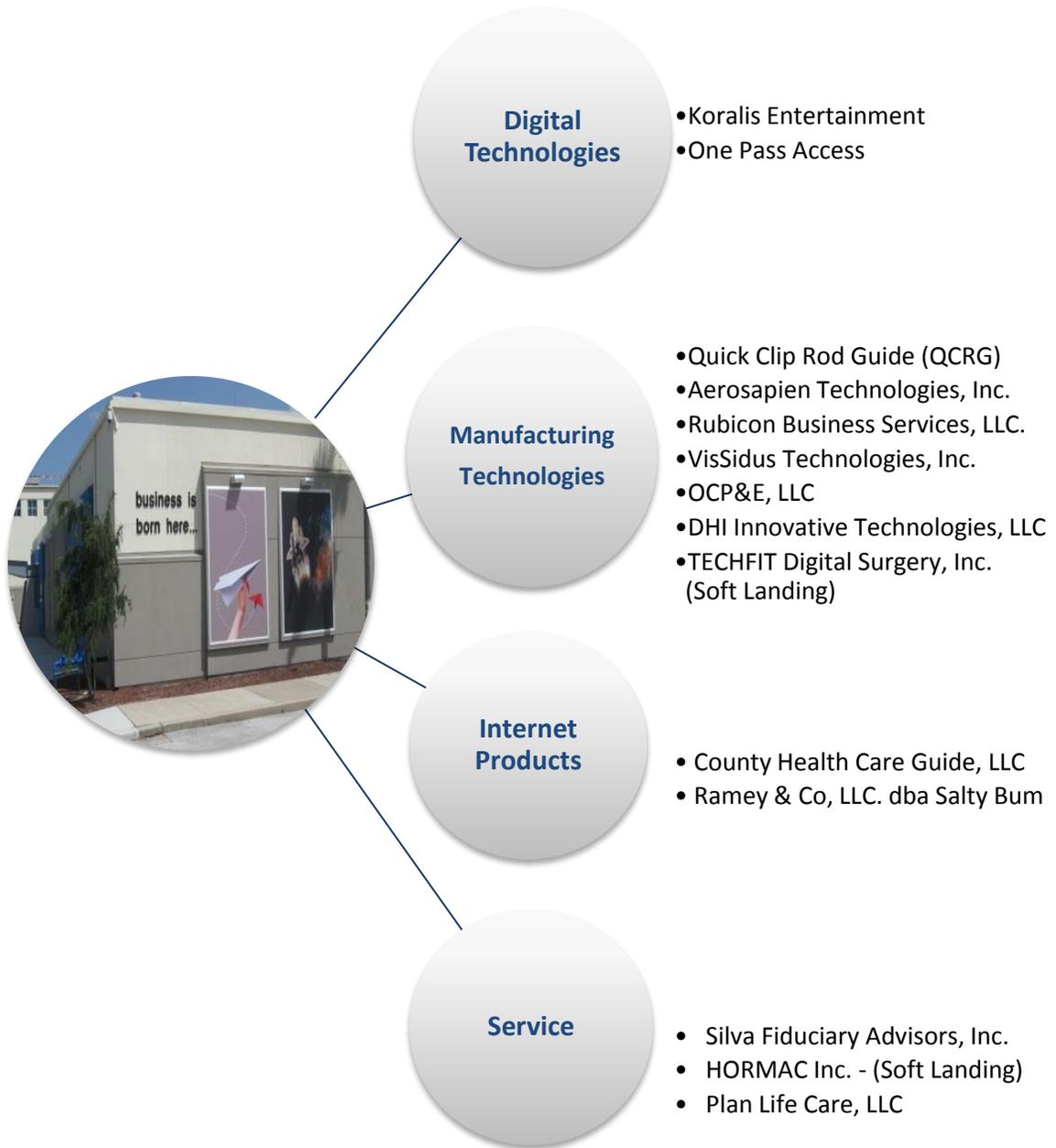
Technology Education for Kids: We'll continue supporting our local schools as needed. We do this by partnering with My School Tech Hub, Lourdes Academy and Sacred Heath Catholic Schools. This summer tech camps started on June 17 at Sacred Heart and finish in July at Lourdes Academy.



Maker Lab: This continues to be a great resource for incubator clients to test and build their prototypes. For example, Aerosapien Technologies has used the facility to build and test their aircraft prototype. They also have used the lab facility extensively to do wire-harnessing, soldering, assembly, and testing of aircraft ground support tooling.

Metrics by Quarter:

1. Total number of companies: 14



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. HORMAC, Inc.	On Site Soft Landing	incubator.ucf.edu/hormac-civil-engineering-services/
5. Koralis Entertainment Inc.	On-Site	http://www.2050esports.com/homepage
6. OCP&E, LLC	On Site	https://ocpe.store/
7. Plan Life Care, LLC	On Site	http://www.planlifecare.com/
8. Quick Clip Rod Guide (QCRG)	On Site	
9. Ramey & Co, LLC dba Salty Bum	On Site	https://saltybum.com/
10. Rubicon Business Services, LLC	On Site	www.rubicontechnology.com
11. Silva Fiduciary Advisors, Inc.	On Site	www.silvafiduciaryadvisors.com
12. TECHFIT Digital Surgery Inc.	On Site Soft Landing	http://www.techfit.com.co/
13. VisSidus Technologies, Inc.	On Site	www.incubator.ucf.edu/vissidus-technologies
14. One Pass Access	On-Site	
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 and are approved as a client, they become official Incubator companies.

Conditional Accepted Clients
None

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

Metrics	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19
<u>Incubation Companies</u>						
# of Pre-Incubation Companies	0	0	0	0	0	
# of Stage One Companies	14	12	11	13	13	
# of Conditional Accepted Companies	1	1	2	0	0	
Graduate Company With an Office	0	1	0	0	0	
Total Number of Incubator Companies	15	14	13	13	13	
<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	62	85	87	93	163	
# of Temporary Jobs - Current Clients	2	5	3	3	3	
# of Jobs Graduate and Exits	219	230	220	220	220	
# of Temporary Jobs Graduates	0	0	0	0	0	
Accumulative Total # of Jobs Since Inception	283	320	310	316	380	
# of Interviewed Prospects Per Quarter	5	4	6	3	2	
# of Companies that Applied Per Quarter	5	2	2	2	2	
# of Companies Accepted Per Quarter	1	2	1	0	0	
Graduate Companies Per Quarter	3	1	1	0	0	

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Exited Companies Per Quarter	1	2	1	0	0	
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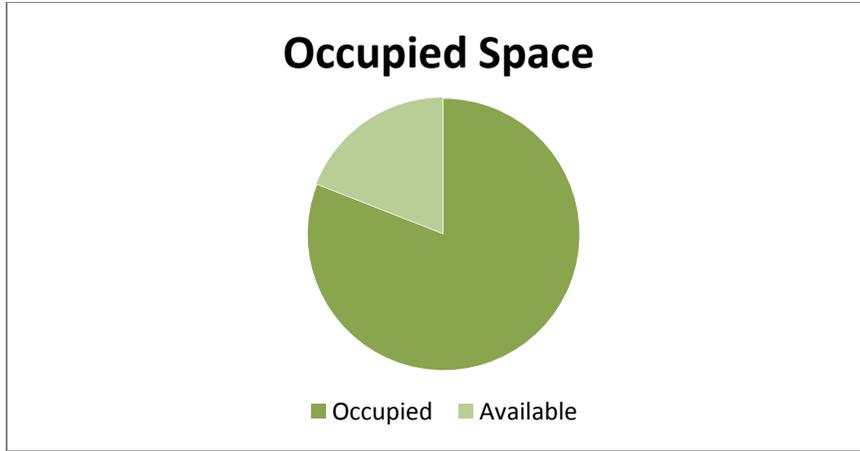
Training and Conference Room Use:

# Incubator Training Workshops	Incubator Hosted:
	Outside Organizations :
# SCORE Workshops	
# Training Attendees for Incubator Events	
# Meetings Hosted by the FLVEC	
# Meetings Hosted by BNI (Business Network International)*	
# Meetings Hosted by CareerSource Flagler/ Volusia	
# Meetings Hosted by Entrepreneurship Groups (Stetson and UCF)	
# People Counseled	
# of Visitors	

*BNI is a local networking referral organization. They have been in existence for 10 years and in 2018 the group generated \$970,954 in sales referred by each other in the Volusia County area. Their fiscal reporting started as of October 1, so through June 15th of 2019 the group has generated \$XXXXXX in revenues or roughly \$XXXX per month putting them on pace to reach \$972,236 by year end. Individual members are active within the community, and the chapter typically donates money annually to Toys for Tots or other charities for children. This chapter, Volusia County Chapter, currently has 35 members. Membership is limited to one member per business classification; however, multiple sub-classification memberships are permitted, i.e., Insurance: Life, Auto, Homeowners, Commercial, Health, etc. We like to support their efforts by providing the space to meet. It is very rewarding to see them every Thursday morning and to hear the success they have when they refer business to each other.

Occupied Space

Occupied Space is 80% as of March 2019:



Anchor Tenant:

Company Name

- Florida Virtual Entrepreneur Center

Floor Plan

