



**Second Quarter 2020 Report**  
**April 1 – June 30, 2020**

**July 2020**

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Attachement: Nine Years Summary Report.

## Executive Summary

The second quarter of 2020 saw the beginning of a global health crisis, COVID-19, affecting the world economies; but, for some of our clients and incubator mentors it was an opportunity to regroup and work on their businesses. In addition, the downtime caused by the Covid-19 times helped us to move our operations online, creating a new way of training, recruiting, and coaching our clients and many entrepreneurs who wanted to start companies. As a result, we decided to improve the Volusia Tech Hub website and its social media links.

Some of the companies, especially the ones in the health care industry, created innovative products to help people during the pandemic, which is the case of the low-cost ventilator created by TECHFIT Digital Surgery. The low-cost ventilator initiative attracted international attention and TECHFIT Digital Surgery was featured in many high-profile publications such as Vanity Fair, BBC of London, and many more. It was impressive to see a good number of engineers around the world collaborating on an open source ventilator. The worldwide attention received by this initiative will help TECHFIT to continue expanding and positioning their brand even more to attract outside investment to move forward with their USA expansion.

Another example of a company pivoting to create a product to solve the health crisis is a startup from one of our Incubator mentors, the president and CEO of the African American Association of Entrepreneurs (AAEA) - Volusia and Flagler Chapters, Mr. Leslie F. Giscombe, MBA. Leslie has been using our Coach Corner office a couple times a week to meet with the Volusia County African American Entrepreneurial community. He has been very active at the incubator working with some of our clients and business community. He spends a lot of time-sharing experiences with our incubator clients, and during these critical times, he decided to use his 20+ years of experience in the nutraceutical industry to become co-founder of CoronaTKO, LLC, a nutraceutical company. "The start-up and product were unofficially launched in June 2020 and has also proven to be very successful as it has patrons in more than six states and continues to grow. Now, Leslie is in our pre-incubation program.

To learn more about Leslie and the African American Entrepreneurs Association, following is a write-up from Leslie Giscombe MBA.



"Our relationship and mentor support with the UCF Incubator program began with the concept to create and cultivate economic development through entrepreneurship within the

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underserved African American community through various opportunities, including education, mentoring, workshops, group economics, and micro-financing opportunities. "The African American Entrepreneurs Association (AAEA), a 501(C)3 nonprofit organization that was formed on January 1, 2018.

As a result of the success of this relationship, the AAEA, its members and partners have grown to include a diverse group of partnerships and sponsorships with the community and state-based organizations (i.e., UF, UCF, DSC, and VyStar Credit Union). These partnerships assist the AAEA by providing capital and services to assist and support underserved entrepreneurs in creating and expanding their businesses and entrepreneurial ventures. Florida Senator Rick Scott is an avid supporter of the AAEA.

"Through a partnership with Daytona State College and the Volusia County Business Incubator powered by UCF Business Incubation Program (VCBI/UCFBIP), the AAEA was provided with the opportunity to launch the second chapter in Volusia County, with the first office, and meeting space, located on the DSC Campus/UCF Campus in July 2019. This second chapter has also gained great success and has grown its membership by 30% since its opening. Additionally, the AAEA Daytona chapter secured two additional corporate members: Advent Health Daytona and TD Bank.

"In January 2020, the AAEA moved its Daytona Beach office to the (VCBI/UCFBIP). This move and our continued growth were in part due to the continuous support, mentoring and exemplary service provided by the Incubator. Both Connie Garzon-Bernal, (VCBI/UCFBIP) Site Manager, and Zachary Spoor, (VCBI/UCFBIP) Office Coordinator, have proven to be invaluable to fostering and supporting the mission of the AAEA.

"I would like to attest to the value and benefit Connie Garzon-Bernal and her staff at (VCBI/UCFBIP) have provided through their coaching and mentorship. Connie has an immense amount of experience working with Start-Up Companies and with the business communities she supports. We are extremely grateful to have the opportunity to work with her, as well as for her continued support and providing a home for the AAEA Daytona Chapter to working from. We consider our successes the UCF Incubator successes!" Thank you, Leslie.

At the end of March, right when the pandemic started, we had a lot of phone calls from several people asking about the Cares Act and our programs on how to start an online business. For that reason, we saw the need to expand the Volusia Tech Hub initiative by improving our online presence. We updated the website and started our YouTube Channel. The channel started with the Cares Act training, which was developed to help our clients to learn more about the government incentives. We opened to the public and had almost 40 participants from the

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incubator and business community. As a result, I am pleased to share that 80% of our current and graduate clients were funded. The funds received from the SBA and the banks helped them to rest easy and to continue their operations without any issues. The training was a huge success, and we continue receiving phone calls from the business community asking us for help on how to start or move businesses online. Consequently, we created our webinar series “How to Innovate Volusia County Businesses.” The series consists of ten webinars on topics needed to succeed in the cyber space. The webinars are recorded and then shared on our YouTube Channel which is helping us to reach even more entrepreneurs and business owners in Volusia County.

<b>Topics include:</b>	
<b>1. How to Build a Website</b>	<b>2. How to Conquer Social Media Strategy</b>
<b>3. How to Sell on Amazon</b>	<b>4. How to Show Off on YouTube</b>
<b>5. How to Create Your Own Posting Strategy</b>	<b>6. How to Create Your Business Newsletters</b>
<b>7. How to Utilize Blogs and Podcasts</b>	<b>8. How to Use Mail Marketing</b>
<b>9. How to Advertise Online</b>	<b>10. How to Raise Money Online</b>

At the beginning of the year, we did our Business Model Canvas Bootcamp which was opened to the public. It was a great opportunity to pilot a program for home-base business. We had three home-based business owners learning about the Business Model Canvas (BMC) concepts in the group of seven startups. One of the entrepreneurs, Twinka Tison, wanted to continue the program and right at the beginning of the pandemic we moved her coaching sessions online. We were able to help her to start her social media and website which resulted in the increase of her online sales. Our pilot program was only a test of what we can offer to the business community. She loved it and is in the process of entering into a more robust pre-incubation program designed by our UCFBIP team in Orlando. She is thrilled to know she can continue working with us. The new pre-incubation program process is described as follows:

**TARGET AUDIENCE:**

- Pre-proof of concept and/or Pre-revenue companies
- Scalability potential – at least statewide
- Potential to become Incubator client

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**PROGRAM DESCRIPTION & DURATION:**

- One individual coaching session per month
- Session #1: 360° Assessment and begin 30-60-90 Day Action Plan
- Subsequent 60-minute sessions focus on identified areas of need.
- Flexibility to complete in 6-12 months

**PRICING AND BENEFITS:**

- \$99/month
- Monthly coaching
- Business development advising
- Pitch practice and feedback
- Access to Growth Wheel™ online software platform to monitor and track 360° assessments, 30-60-90 Day Action Plans, Ambitions
- Access to Incubator training and meeting space
- UCFBIP educational events

July marks our 9<sup>th</sup> Anniversary. We are humbled and appreciative of all the contributions from our local entrepreneurs, the business community, our mentors, students, faculty from our local universities, UCFBIP, especially, Volusia County Council, and Volusia County Economic Development Office and its team. Without your support, our Volusia County Business Incubator powered by UCFBIP wouldn't exist. It is an honor to be part of this amazing community.

**A Summary report of the last nine years is attached to this report.**

## Volusia Tech Hub Programs



**Volusia Tech Hub:** Volusia Tech Hub is an initiative created by the Volusia County Business Incubator to attract, inform, and mentor small businesses in Volusia County. <https://volusiatechhub.com/>



**2020 Cairns Foundation Innovation Challenge in Partnership with the UCF Business Incubator in Volusia County:** Since 2013 the Cairns Foundation has hosted an annual cash prize pitch competition open to local and current student-led ideas and businesses. Due to COVID-19, The Innovation Challenge is going to be a virtual event. We are coordinating with the Cairns Foundation on the logistics.

<http://cairnsfoundation.com/innovationchallenge.html>

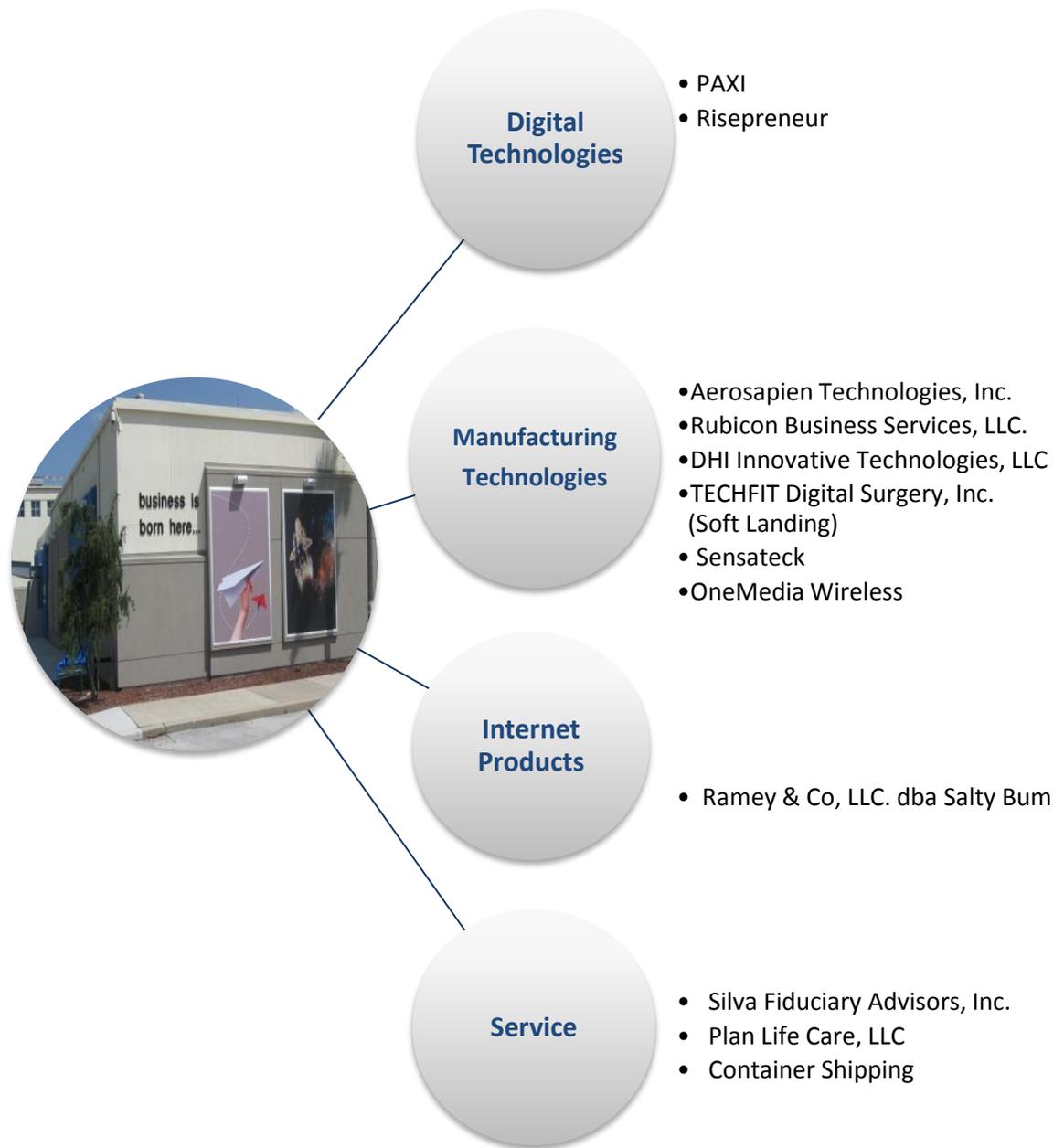


### **Maker-Lab:**

Our maker-lab is a collaborative work space inside of the incubator facility for making minimum viable products. Only Incubator clients who are qualified can use it. The maker-lab has high tech tools such as maker equipment including 3D printers, soldering irons and a liquid 3D printer. The space was funded by The Hunters Foundation. It has been utilized by all the engineering firms working on different technologies such as drones, aircrafts, plane engines, solar panels, and more.

## Metrics by Quarter:

- 1. Total number of companies: 12 and 5 Pre-Incubation and conditional accepted clients**



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**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. Container Shipping	On Site	<a href="http://www.container-shipping.com">www.container-shipping.com</a>
3. DHI Innovative Technologies, LLC	On Site	<a href="http://www.dhiit.com/">http://www.dhiit.com/</a>
4. One Media Wireless	On Site	<a href="https://onemediawireless.com">https://onemediawireless.com</a>
5. PAXI	On site	<a href="https://www.ridepaxi.com/">https://www.ridepaxi.com/</a>
6. Plan Life Care, LLC	On Site	<a href="http://www.planlifecare.com/">http://www.planlifecare.com/</a>
7. Ramey & Co, LLC dba Salty Bum	On Site	<a href="https://saltybum.com/">https://saltybum.com/</a>
8. Rubicon Business Services, LLC	On Site	<a href="http://www.rubicontechnology.com">www.rubicontechnology.com</a>
9. Sentsatek	On site	<a href="https://www.sensatek.com/">https://www.sensatek.com/</a>
10. Silva Fiduciary Advisors, Inc.	On Site	<a href="http://www.silvafiduciaryadvisors.com">www.silvafiduciaryadvisors.com</a>
11. TECHFIT Digital Surgery Inc.	On Site Soft Landing	<a href="http://www.techfit.com.co/">http://www.techfit.com.co/</a>
12. Risepreneur	On Site	<a href="http://www.risepreneur.com">www.risepreneur.com</a>
FLVEC – Anchor Tenant	On Site	<a href="https://flvec.com/">https://flvec.com/</a>
Hungarian Hub - Anchor Tenant	On-Site	<a href="http://www.HungarianHub.com">www.HungarianHub.com</a>

**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.	AMP Ready
2.	CoronaTKO, LLC
3.	Floa, Co.
4.	Twinka Tison
5.	Zero G. Horizons Technologies

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

Metrics	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20
<b><u>Incubation Companies</u></b>						
# of Pre-Incubation Companies	0	1	1	0	3	5
# of Stage One Companies	13	13	12	13	12	12
# of Conditional Accepted Companies	0	0	0	2	0	0
<b>Total Number of Incubator Companies</b>	<b>13</b>	<b>14</b>	<b>13</b>	<b>15</b>	<b>15</b>	<b>17</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	163	174	180	189	154	467
# of Temporary Jobs - Current Clients	3	0	0	0	0	1
# of Jobs Graduate Companies	220	226	226	250	258	258
# of Temporary Jobs Graduates	0	0	0	0	0	0
<b>Accumulative Total # of Jobs Since Inception</b>	<b>380</b>	<b>400</b>	<b>406</b>	<b>439</b>	<b>412</b>	<b>716</b>
# of Interviewed Prospects Per Quarter	2	3	2	4	2	4
# of Companies that Applied Per Quarter	2	6	2	4	3	4
# of Companies Accepted Per Quarter	0	0	0	2	2	1
Graduate Companies Per Quarter	0	0	1	0	1	0
Exited Companies Per Quarter	0	0	0	1	3	0

**Training and Conference Room Use:** Due to the pandemic, incubator building was closed to the public.

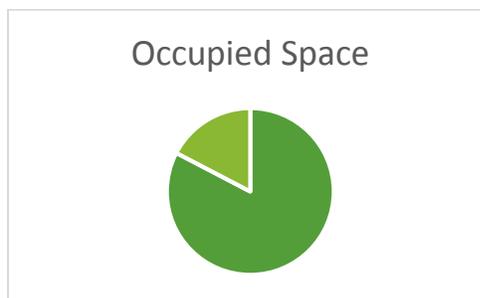
# Incubator Training Workshops	Incubator Hosted:
	Outside Organizations:
# SCORE Workshops	0
# Training Attendees for Incubator Events in Person and Webinars	5
# Meetings Hosted by the FLVEC	0
# Meetings Hosted by BNI (Business Network International) *	0
# Meetings Hosted by CareerSource Flagler/ Volusia	0
# Meetings Hosted by Entrepreneurship Groups (Stetson, ED, and UCF)	0
# People Counseled (Virtual)	7
<b># of Visitors</b>	<b>10</b>

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<b>GROUPS USING THE FACILITY</b>	
<b>BNI</b>	BNI group is one of the World's Leading Business Networking and Referral Organizations. Their Volusia County Chapter meets here at the incubator every Thursday from 7:30 am to 9:00 a.m. BNI members, on average, increase their business 20% the first year. The Volusia chapter is a dynamic, committed group of businesspeople who know how to refer business to each other.
<b>SCORE</b>	SCORE is the nation's largest network of volunteers, expert business mentors, with more than 10,000 volunteers in 300 chapters. Volusia Chapter team meets here every month.
<b>CareerSource Flagler/Volusia</b>	Specializes in talent. They couple the power of the region's job creators with the power of talent to advance every enterprise and open the door to life-enhancing economic opportunities for individuals, businesses and communities. They meet here once a quarter.

## Occupied Space

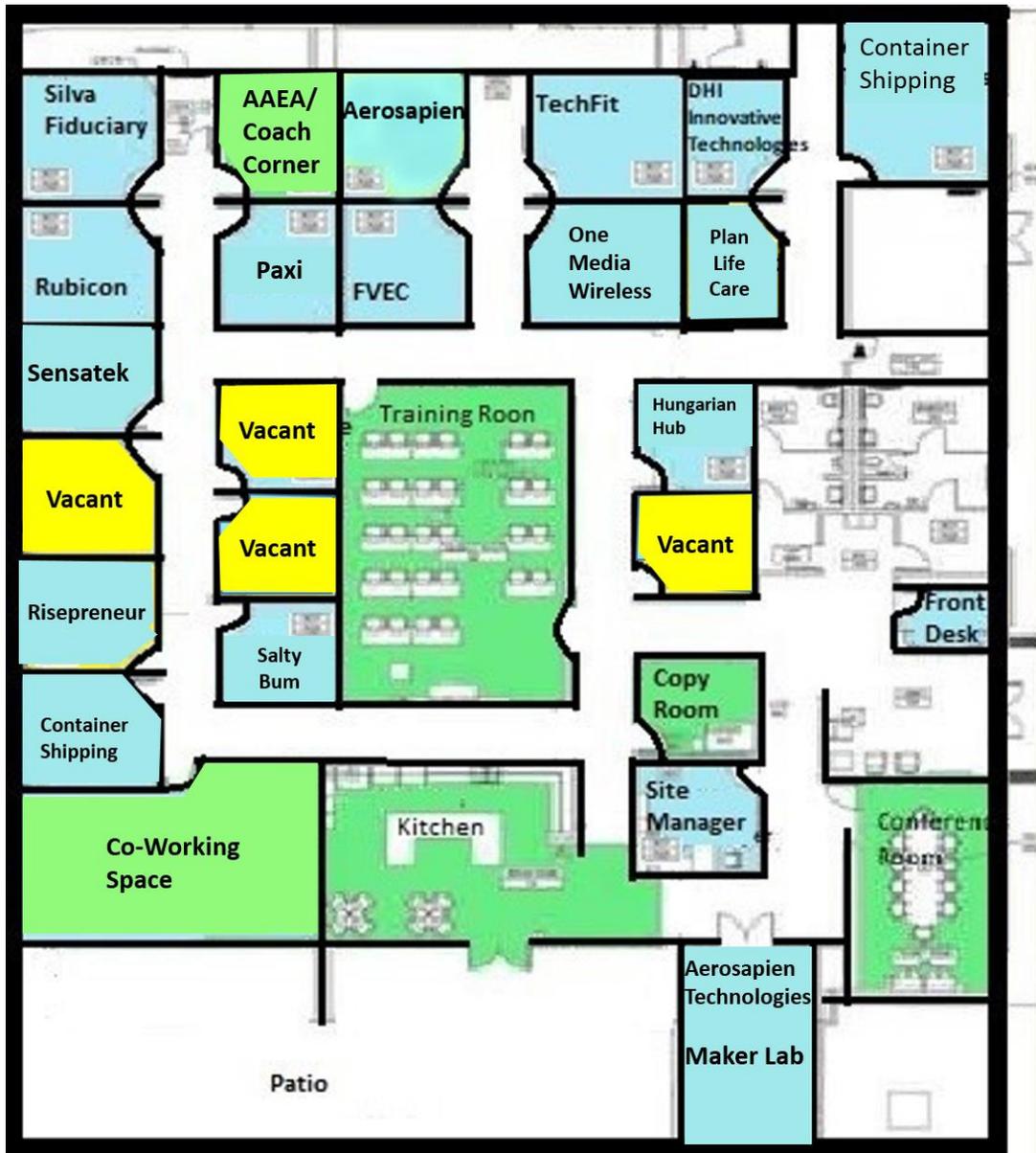
**Occupied Space is 79% as of June 2020: The incubator has a total of 19 offices and 15 of them are occupied.**



### Anchor Tenants:

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

Floor Plan – Incubator Clients as June 30, 2020



## Nine-Year Summary Report

July 15, 2020

July 2020 marks the 9th Anniversary of the Volusia County Business Incubator Powered by UCFBIP.

In the past nine years, we have worked intensely to help the Volusia County Government diversify our local economy by supporting brilliant scientists, entrepreneurs, inventors, students, business owners, and international companies relocating to the USA.

Through education, one-on-one business coaching, and innovation, the Volusia County Business Incubator has become the hub for innovation and entrepreneurship.

Despite the challenging economic times today, our local startup ecosystem continues to grow. We hope to endure working together on our primary goal, which is to help the county create high-paying jobs. As I always say, those who embrace the new, become the trendsetters and builders of tomorrow.

Here are some examples of companies and entities that are part of the incubator working with this spirit of embracing change for, and to better, the future, we have helped many early-stage companies to grow and expand.

### **Current Companies and tenants:**

<b>Company</b>	<b>Stage/Program</b>	<b>Product/Service</b>
<b>Aerosapien Technologies, Inc.</b>	Incubation	"Research focused on developing greener technology for aviation and provide affordable access to space research. We provide innovative, cost-effective engineering services to clients ranging from aerospace, automotive, mechanical, electrical and software industries." Aerosapien has built a cargo-plane in the incubator and now they are expanding to a 10,000 sq. building. <b>Number of employees: 6</b>

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Container Shipping, LLC	Incubation	<p>"International Freight Forwarder imports and exports cargo in and out of the country." Working on a website to attract more customers and a better platform to deliver their business model.</p> <p><b>Number of employees: 6</b></p>
DHI Innovative Technologies, Inc.	Incubation	<p>"Focused on development of innovative next generation autonomous vehicles and systems for public, commercial, and defense applications. At present, we are developing a patent(pending), first of its kind in aviation, and expandable UAV with near complete autonomy to provide logistic support in remote and inaccessible areas."</p> <p><b>Number of employees: 2</b></p>
PAXI, Inc.	Incubation	<p>"The country's first On-Demand Ride Share Service with a focus on pets or people with pets."</p> <p><b>Number of employees: W2s: 10 people 1099s: 300 drivers in ten different cities</b></p>
Plan Life Care, LLC	Incubation	<p>"Helping Seniors thrive at home with innovative home and house Care."</p> <p><b>Number of employees: 110</b></p>
Ramey & Co dba Salty Bum	Incubation	<p>"Salty Bum is an online and in-stores clothing and accessories brand that strives to represent the "Island Lifestyle" which includes surfing, fishing, boating or just relaxing on the shore."</p> <p><b>Number of employees: 5</b></p>
Risepreneur, LLC	Incubation	<p>"An online business academy and community that teaches young adults how to think and act like a successful entrepreneur."</p> <p><b>Number of employees: 2</b></p>

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<p><b>Rubicon Technical Services, LLC</b></p>	<p>Incubation</p>	<p>"A recognized leader in developing and delivering enterprise level solutions for clients of all sizes. Our expertise in managed IT, IT Consultant, cloud virtualization, Backup and Disaster Recovery, Custom application, CRM, and ERP solutions allow us to deliver a custom solution for your individual business needs." <b>Number of employees: 4</b></p>
<p><b>Sensatek Propulsion Technology, Inc.</b></p>	<p>Incubation</p>	<p>"A Venture Capital (VC) backed company headquartered in Daytona Beach, Florida. Sensatek's vision is to be a market leader in asset health monitoring by offering on-blade gas turbine sensors for real-time health monitoring." <b>Number of employees: 10</b></p>
<p><b>Silva Fiduciary Advisors, Inc.</b></p>	<p>Incubation</p>	<p>"Independent fiduciary financial advisors with a new service model that legally puts the client's interest first through comprehensive advice and planning for retirement, investments, taxes, estate needs, and insurance." <b>Number of employees: 1</b></p>
<p><b>TECHFIT Digital Surgery, Inc.</b></p>	<p>Soft Landing</p>	<p>"Focused on the manufacturing of patient specific implants for the treatment of several different pathologies of the musculoskeletal system, especially trauma, trauma infection, and cancer." <b>Number of employees: 5</b></p>

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**Pre- Incubation:**

<b>AMP Ready</b>	Pre-Incubation	"They have developed a cleaning device for amputees' liners they wear every day, this is important because there is nothing on the market for this and it is a severe health risk." <b>Number of employees: 3</b>
<b>CoronaTKO, LLC</b>	Pre-Incubation	"A unique superfood herbal formula infused with Alkaline 9.5 pH water, turmeric, ginger, garlic, horseradish, lemons, aloe vera gel, raw honey, cayenne pepper, and other proprietary ingredients. They take a holistic approach to supporting the body in preventing and reversing disease." <b>Number of employees: 3</b>
<b>Floa, Co.</b>	Pre-Incubation	"Floa makes it faster, easier, and safer to enjoy water sport activities by offering on-demand rentals of surfboards, paddleboards, and kayaks either by delivery or autonomous stations." <b>Number of employees:</b> <b>W2s: 10</b> <b>1099s: 3</b>
<b>Twinka Tison</b>	Pre-Incubation	"Wellness lifestyle education." <b>Number of employees: 2</b>
<b>Zero G Horizons Technologies (ZGHT)</b>	Incubation	" Zero-G Horizons Technologies, LLC (ZGHT) delivers comprehensive engineering solutions for the government and private sector. The company was awarded two SBIR's contracts,

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		<p>one for NASA and one for Navy, and aims to commercialize the products being developed under these two contracts. Its hybrid group of business and engineering students, alumni and faculty, as well as its longstanding university partnerships, bring extraordinary value through an expanded spectrum of knowledge and skills. In order to achieve its commercialization goal, ZGHT is looking to secure some funding by offering consulting and R&amp;D services to both, government and commercial clients. This will allow the company to keep growing, acquire more resources, certifications, investments and several other factors that will enable it to reach its products commercialization phase.”</p> <p><b>Number of employees: 10</b></p>
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**Incubator Tenants and Entrepreneurial Support Entities:**

<p><b>Florida Virtual Entrepreneur Center</b></p>	<p>Tenant</p>	<p>"The Florida Virtual Entrepreneur Center is an online directory of resource agencies that serve entrepreneurs like you, organized for each stage of your business."</p> <p><b>Number of employees: 4</b></p>
<p><b>HungarianHub, Inc.</b></p>	<p>Tenant/Soft Landing</p>	<p>"The primary goal of HungarianHub.com is to gather all information in one place that affects Hungarians in the United States. We want to help newcomers find their way around, provide ongoing information to long-time residents of the U.S., and also provide guidance to visitors."</p> <p><b>Number of employees: 2</b></p>

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<p><b>African American Entrepreneurs Association, Inc. (AAEA)</b></p>	<p>Corner Coach Office</p>	<p>"A 501(C)3 nonprofit organization that was formed on January 1, 2018, to develop and create economic development through entrepreneurship within the underserved African American community through education, mentoring, workshops, group economics, and micro-financing opportunities." <b>Number of employees: 3</b></p>
<p><b>SCORE</b></p>	<p>Tenant</p>	<p>SCORE's mentors, comprised of active and retired businessmen and women, provide clients with free and confidential business counseling.</p>

## Volusia County Business Incubator Powered by UCF Business Incubation Program Nine Years Summary of Activities

16 Current Companies

715 Jobs  
Created/Retained

100+ Assisted  
Companies

13 Business Expansions

**Programs:**  
Volusia Tech Hub  
Maker Lab  
Coding for Kids K-12 in  
Partnership with Private  
Schools

**Maker Lab**  
An aircraft was  
developed in our maker  
lab, its name is the XB by  
Aerosapien  
Technologies. The XB is a  
vertical takeoff and  
landing cargo plan.

+1300  
Training Sessions  
15 Mentors and Partners

### 6 Innovation Challenge Winners

2013 Aqua Solve – ERAU  
2014 TSOLife - Stetson  
2015 SeaSol&Shades – DSC  
2016 GRD Innovations - ERAU  
2017 Quick Clip Rod Guide- Stetson  
2018 -Pritchard Innovations -  
Stetson

### Volusia Tech Hub

[www.volusiatechhub.com](http://www.volusiatechhub.com)

Meetup: 170 members

Facebook: 800 + friends

YouTube Channel:  
Launched in April 2020  
during COVID-19

7,900+ Coaching Hours

11,143  
Visitors

For Fiscal Year 2017-  
2018 a ROI \$6.52 for  
every \$1 of public  
investment

#### Clients' Awards

- Hispanic Business Initiative Fund - Best Business of the Year to DeLand Bakery - 2014
- Bright House Network Regional Award to First Response Disaster Team - 2015
- Rollins Crummer Venture Plan Competition to Details Flowers 2016
- Campus Scientific Inc., won second place in the Innovator of the Year Award with PYMNTS.com given annually at Harvard University - 2017
- TSOLife took first place at the Startup Competition E-Merge Americas in Miami. FL, - 2017
- GRD Innovations took first place at the 2018 ERAU Trep Expo 2018.
- Pritchard Innovations – Stetson - first place at the 2019 ERAU Trep Expo 2019.

Floor Plan – Incubator Clients as July 15, 2020

