



## Quarter 3Q16 Report

October, 2016

**TABLE OF CONTENTS**

**Third Quarter 2016 Report**

Executive Summary..... 3  
Volusia Tech Hub Programs .....5  
Metrics by Quarter:.....6  
Occupied Space.....9

## Executive Summary

The third quarter 2016 highlights include Business Model Canvas Methodology training, helping clients to grow, and bringing on new clients.

### Business Model Canvas Methodology:

The Business Model Canvas Methodology is a process to investigate and validate the commercialization of technologies created by students or faculty. The workshop was taught by the I-Corps Team which is headed by Dr. Tom O'Neal, Vice-President of Research and Commercialization Office.

"The I-Corps Site's purpose is to foster innovation among faculty and students, promote regional coordination and linkages in the innovation ecosystem, as well as develop a National Innovation Network. UCF has been selected by the National Science Foundation (NSF) to provide Florida's first implementation of one of the agency's flagship programs. The NSF provided funding to deploy the training. The NSF I-Corps funding will enable UCF to reach even more potential inventors and innovators."

It was an honor to have Dr. O'Neal and his team in our local incubator. He brought with him enthusiastic mentors, with more than 80 years of combined experience and the knowledge to support our local entrepreneurs. Through the interaction between I-Corps and the Volusia County UCF Business Incubator we were able to identify new Incubator clients and guide our existing companies towards rapid growth.

### Recent Success Stories/Helping Companies to grow:

- Maple Box Dolls – a client company of the Volusia County–University of Central Florida Business Incubation Program – offers subscription based doll kits that neutralize gender-specific toys. The kits, which are designed for children between the ages of 4 and 9, contain one 9½", non-toxic, ethically-sourced doll that promotes a healthy body image, along with the doll's character story, a recipe, a craft to make, and a charm to attach to a Maple Box Doll charm bracelet. The company is a great example of a needed solution to help our kids have quality and diversity when it comes to dolls and toys. Shauna is a true entrepreneur who has identified a problem that our society is facing. She has created an innovative company to address it. She was able to raise more than \$15,000 in her crowdfunding campaign and was also casted for Shark Tank. Her company was featured in the Miami Herald and many other media links.
- Cogent Solar: Cogent Solar provides affordable solar panel solutions that complement the distinctive architectures of today's homes, small businesses, and recreational purposes. They were the recipient of the Startup Quest Award back in 2015. Cogent Solar team presented at the BizFest pitch competition by SCORE and they were able to win first place in their category.

## UCF Business Incubator at Daytona Beach International Airport

- Campus Scientific DBA My School Tech Hub: is a resource for schools, teachers, and parents that provides instruction, curriculum, and advanced hardware and software to be utilized to advance technology education for K-12 students. MSTH secured second place at the BizFest Pitch competition by SCORE.

### Recent Companies accepted to the Incubator:

- County Healthcare Guide: The County Healthcare Guide is an internet based directory for the healthcare industry. It is a powerful tool that allows users to find, select, and work with their healthcare needs from prenatal to nursing homes.
- Ramey & Co: Online platform for comfortable, cool, and durable sportswear clothing that strives to portray the relaxation and ambient of the real "Island Life-style" which includes surfing, fishing, diving, and boating.
- Silva Fiduciary Advisors: It is a fiduciary financial advisory firm with a significant global reach committed to the stewardship of their clients' best interests.

### Organizations & Networking:

The Incubator leadership and team are constantly marketing its programs to the local leadership groups that focus on start-ups. This includes participation at 1 million Cup events and BizFest Conference by SCORE.

Connie Garzon-Bernal, Associate Director and Site Manager for the Volusia County–UCF Business Incubator, was presented with the “Education Partner of the Year” award during the Workforce Professional Development Summit 2016, held recently at the Grand Hyatt Resort in Orlando.

Robin King, President of CareerSource Flagler-Volusia said Bernal was nominated for the Statewide award “for playing a key role in partnership with the local CareerSource to establish its three-year program, Startup Quest.” In addition, she was recognized for the creation of programs that support local talent and job seekers, such as the coding boot camps and the rapid prototype classes at the incubator.

The above examples are among the outreach the Incubator must take in order to tell its story while attracting the best new business start-ups that can make a positive difference to the county and its stakeholders.

## Volusia Tech Hub Programs



**2017 Cairns Foundation Innovation Challenge:** We finished all the necessary arrangements to start promoting the 2017 Cairns Foundation Innovation Challenge. The Innovation Challenge will be held at the Advance Technology Center on April 5, 2017 at noon time. Applications for participation must be received by the Foundation no later than March 6, 2017.

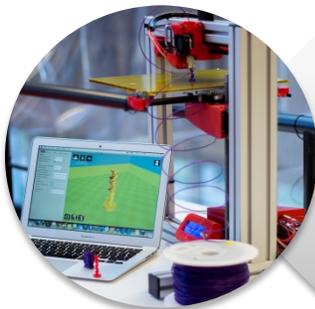


**Coding Classes:** Summer time was dedicated to train middle school kids on applications development. We partnered with the YMCA and My School Tech Hub to deploy coding classes at the Port Orange YMCA. Developing these coding skills coupled with job re-training will improve the quality of our local workforce. This will 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. Guest Speakers for this quarter included:

Jeff Brodovick and Kathryn Neel. Jeff Brodovick is an executive level entrepreneur with a focus on technology and innovative businesses. [www.jeffbadovick.com](http://www.jeffbadovick.com). Kathryn is a Retired Business Analyst/Data Scientist and Biologist. She currently is Campus Scientific CTO and the CEO of Sappho Chocolates.



**Maker Lab:** The MakerLab equipment has been used by some of the Incubator clients to develop their prototypes. In addition, some of the equipment was used by the Spruce Creek - Academy of Information Technology during a technology summer camp for girls.

## Metrics by Quarter:

**Total number of companies: 13**

**Pre-Incubation clients: 2**



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

Company Name	Status	Company Website
1. Cogent Solar, LLC	On-Site	<a href="http://www.cogent.solar.com">www.cogent.solar.com</a>
2. Campus Scientific, Inc.	On-Site	<a href="http://www.incubator.ucf.edu/campus-scientific">www.incubator.ucf.edu/campus-scientific</a>
3. County Health Care Guide	On-Site	<a href="http://www.countyhealthcareguide.com/">http://www.countyhealthcareguide.com/</a>
4. Community Benefits LLC	On-Site	<a href="http://www.incubator.ucf.edu/community-benefits-group-inc/">www.incubator.ucf.edu/community-benefits-group-inc/</a>
5. Full Time Energy Brands	Off-Site Co-working	<a href="http://www.fulltimeenergybrands.com/BA">www.fulltimeenergybrands.com/BA</a>
6. GoLevel, LLC	On-Site	<a href="http://www.golevel.com">www.golevel.com</a>
7. Ramey & Co, LLC	On-Site	In progress
8. Rubicon Business Services, LLC	On-Site	<a href="http://www.rubiconservices.net">www.rubiconservices.net</a>
9. Sea&Sol Shade, LLC	On-Site	<a href="http://www.incubator.ucf.edu/sea-sol-shades">www.incubator.ucf.edu/sea-sol-shades</a>
10. Space Training Adventure, Inc.	On-Site	<a href="http://www.spacetrainingadventure.com">www.spacetrainingadventure.com</a>
11. Silva Fiduciary Advisors, Inc.	On-Site	<a href="http://www.silvafiduciaryadvisors.com">www.silvafiduciaryadvisors.com</a>
12. Maple Box Dolls, LLC.	On-Site	<a href="http://www.mapleboxdolls.com">www.mapleboxdolls.com</a>
13. VisSidus Technologies, Inc.	On-Site	<a href="http://www.incubator.ucf.edu/vissidus-technologies">www.incubator.ucf.edu/vissidus-technologies</a>

### 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	Aerosapien Technologies <a href="http://www.aerosapientech.com/">www.aerosapientech.com/</a>
2	Lyncme, Inc

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

Metrics	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16
<b><u>Incubation Companies</u></b>							
# of Pre-Incubation Companies	5	4	4	4	2	4	2
# of Stage One Companies	11	12	12	10	10	11	13
# of Stage Two Companies	2	1	1	0	0	0	0
<b>Total Number of Incubator Companies</b>	<b>18</b>	<b>17</b>	<b>17</b>	<b>14</b>	<b>12</b>	<b>15</b>	<b>15</b>
<b><u>Incubation Companies and Co-Working Jobs</u></b>							
# of Jobs Stage One Companies (2-9 employees)	33	40	43	35	33	53	52
# of Jobs Stage Two Companies (10-99 Employees)	102	68	70	0	0	0	0
# of Jobs Graduate Companies	42	69	72	145	147	150	154
# of Temporary Jobs	5	5	6	3	2	5	5
<b>Total # of Jobs</b>	<b>182</b>	<b>182</b>	<b>195</b>	<b>187</b>	<b>185</b>	<b>208</b>	<b>211</b>
# of Interviewed Prospects	35	16	17	7	18	13	14
# of Companies Applied	10	7	5	3	3	6	5
# of Companies Accepted	2	3	1	0	2	1	3
*Graduate Companies	0	1	1	2	0	0	2
*Exited Companies	2	2	0	1	2	0	0

\***Graduate Companies:** TSOLife and AbM Engineering.

\*Exited companies: None

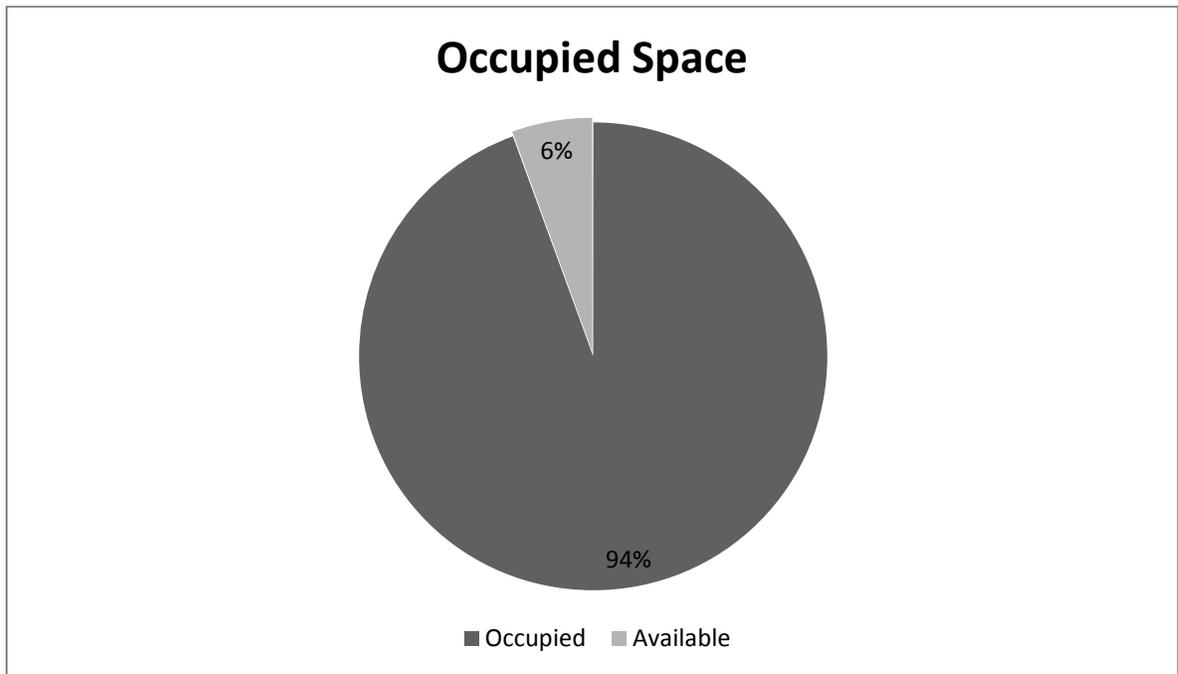
### Training and Conference Room Use:

# Incubator Training Workshops	Incubator Hosted:	6
	Outside Organizations:	45
# SCORE Workshops		14
# Training Attendees		76
# People Counseled		64
# of Visitors		202



## Occupied Space

Occupied Space is 94% as of October 2016:



### Anchor Tenants:

#### Company Name

- Florida Virtual Entrepreneur Center
- Investor in residence: Bob Malkani-Apeximco

UCF Business Incubator – Daytona Beach International Airport’s Floor Plan

