



Quarter 3Q18 Report

October 2018

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Executive Summary

During the third quarter of 2018 our efforts geared to help prospective clients to pass the Excellence in Entrepreneurship (EIE) class so they can be accepted to the UCF Business Incubation Program, as well as to the creation of a three-day conference solicited by a group in Colombia named RutaN Medellin.

Aspiring Entrepreneurs Company Descriptions:

Cinda Bennett, President - Odor Control Products and Equipment

OCP&E® offers a one-stop odor control shop with a unique e-commerce approach. Typical clients include wastewater treatment plants, hog farms, poultry processing plants, landfills, recycling centers, plastic extruders, industries, and beyond.

Other clients taking the EIE class were Heath Jones from Koralis Entertainment and Thomas Oltorick, the winner of the Innovation Challenge with his Quick Clip Rod Guide.

Establishing Your Business in the United States as a Platform for Global Reach Conference

Our Soft Landing client, Mauricio Toro from TECHFIT Digital Surgery, is part of a Colombian entity that helps small and large companies to scale. The name of this entity is RutaN Medellin. RutaN Medellin's president reached out to us and asked if we could host five of his clients who are going to be on a mission to select sites in the U.S. Establishing a business in the United States of America could be a difficult challenge that affects every department of any given company. This challenge represents an obstacle for global expansion. Our goal is to introduce them to our Soft Landing program which will help them through this process, as well as help them to understand how to establish their operations and create a platform for global reach.

The three-day conference, "Establishing a Business in the United States as a Platform for Global Reach," will be held November 13 - November 15 and it is going to be sponsored by Team Volusia. This conference will have multiple speakers throughout these days including Gordon Hogan on behalf of the Soft Landing program, Rob Ehrhardt representing Volusia County, Jorge Arce from the U.S. Commercial Service office and many more. The CEOs will learn and experience the American culture, the immigration process, as well as gain insights of the American market and how to reach out to it. In addition, they will learn how to analyze markets and become familiar with legal, regulatory, and ethics compliance issues for foreign businesses entering the U.S. Market. Finally, everyone will have the opportunity to become familiar with the local businesses community by going on a tour around Volusia County. By the end of the program, company leaders will have a better understanding of how to "Establish a Business in the United States as a Platform for Global Reach." We may open the conference to other Soft Landing companies located in other UCF Business Incubators around Central Florida.

Volusia Tech Hub Programs



2018 Cairns Foundation Innovation:

This annual event is set to take place on February 28, 2019 at the ATC Daytona State College. The deadline for the submission of applications is January 30, 2019.



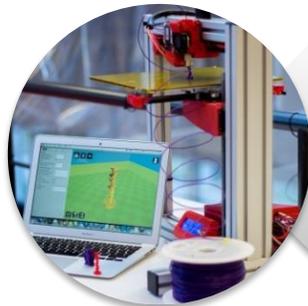
Technology Meetup:

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



Technology Education for Kids:

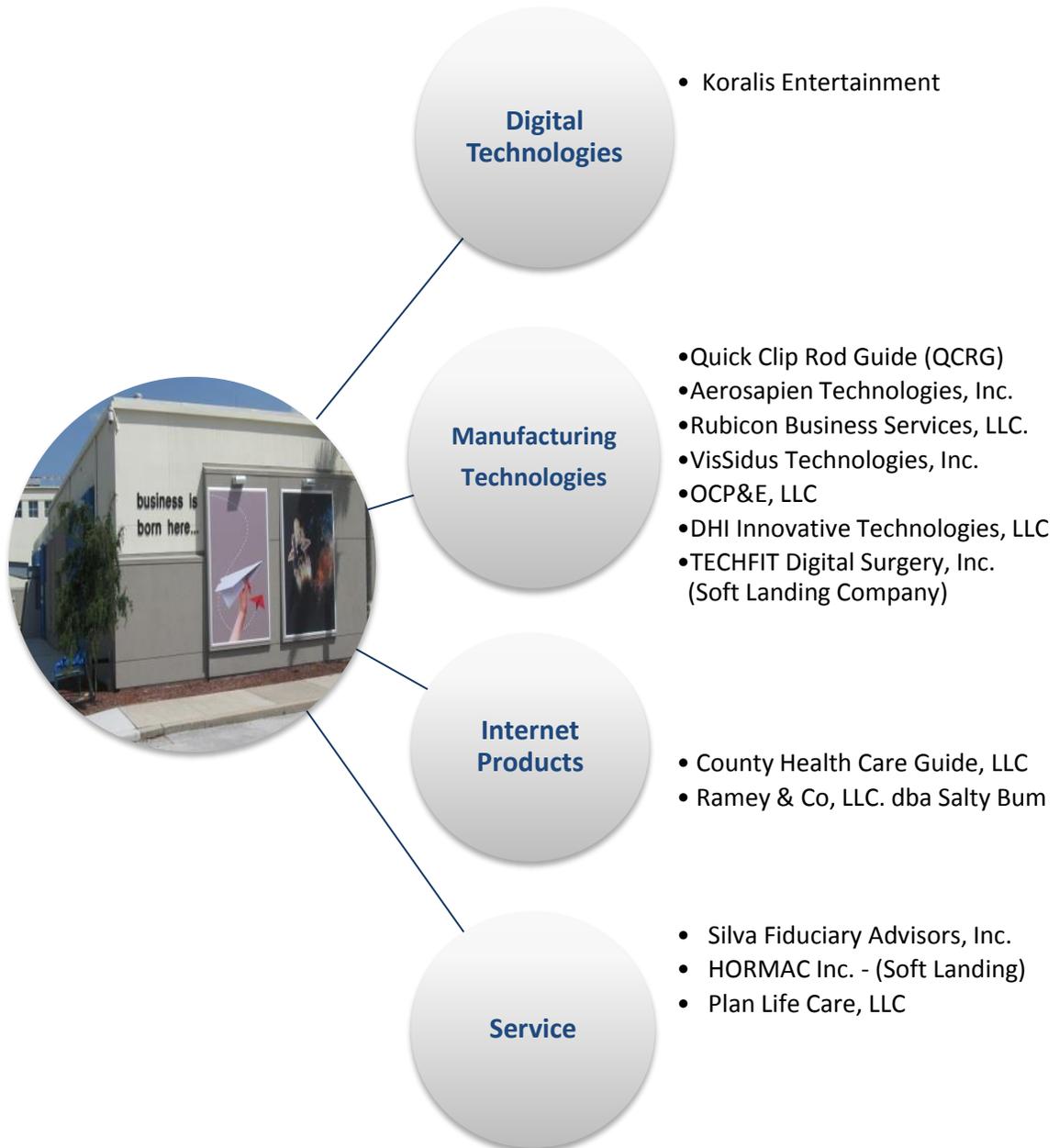
Although it is unfortunate that My School Tech Hub is no longer in business, we are still able to continue to do the work with a couple of schools. We supported the Father Lopez booth at the STEM Fest event and continue to help Lourdes Academy students to learn about the STEM fields with Volusia County Business Incubator's trained interns.



Maker Lab: This continues to be a great resource for incubator clients. The 3D printers are being used on a regular basis. Aerosapien Technologies is developing their MVP to be presented to a group of investors.

Metrics by Quarter:

1. Total number of companies: 11
2. Conditional accepted clients: 2
3. Graduate company w/an office: 0



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 Conditionally Accepted	http://www.2050esports.com/homepage
6. OCP&E, LLC	On-Site Conditionally Accepted	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
FLVEC – Anchor Tenant	On Site	https://flvec.com/

Volusia County Business Incubator
Powered by UCF Business Incubation Program

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
2	OCP&E, LLC

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

Metrics	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18
<u>Incubation Companies</u>							
# of Pre-Incubation Companies	5	6	1	1	0	0	0
# of Stage One Companies	11	18	20	19	14	12	11
# of Conditional Accepted Companies	2	2	0	1	1	1	2
Graduate Company With an Office	0	0	0	0	0	1	0
Total Number of Incubator Companies	18	26	21	21	15	14	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	54	68	70	71	62	85	87
# of Temporary Jobs - Current Clients	10	5	7	6	2	5	3
# of Jobs Graduate and Exits	170	182	190	200	219	230	220
# of Temporary Jobs Graduates	10	0	10	10	0	0	0
Accumulative Total # of Jobs Since Inception	244	255	277	287	283	320	310
# of Interviewed Prospects Per Quarter	5	12	10	6	5	4	6
# of Companies that Applied Per Quarter	3	8	8	8	5	2	2
# of Companies Accepted Per Quarter	1	5	4	1	1	2	1
Graduate Companies Per Quarter	0	0	1	0	3	*1	1
Exited Companies Per Quarter	0	0	1	1	1	*2	1

*Graduate Companies: GRD Innovations, LLC

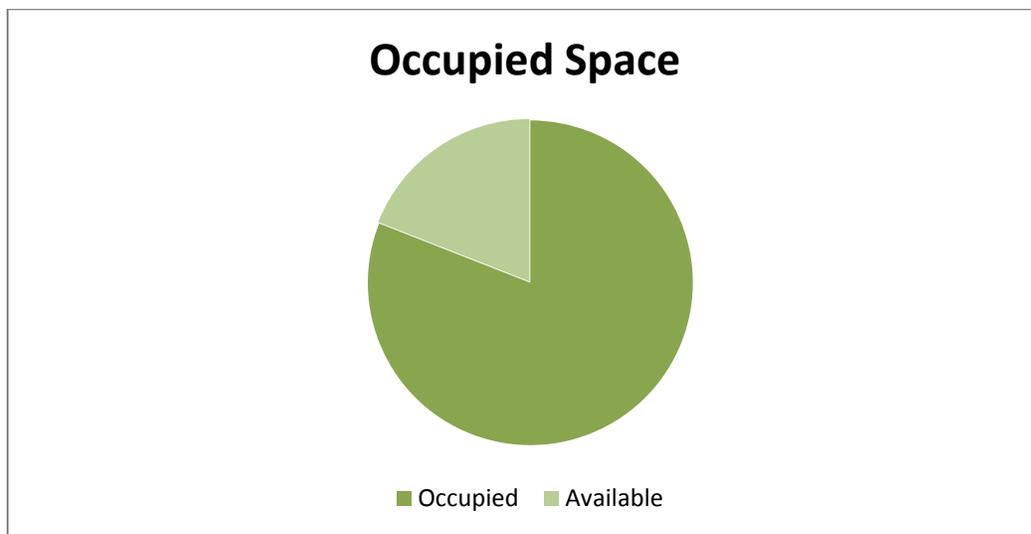
*Exit Companies: My School Tech Hub

Training and Conference Room Use:

# Incubator Training Workshops	Incubator Hosted:	15
	Outside Organizations :	4
# SCORE Workshops		2
# Training Attendees		160
# Meetings Hosted by the FLVEC		3
# Meetings Hosted by BNI (Business Network International)		12
# Meetings Hosted by CareerSource Flagler/ Volusia		5
# Meetings Hosted by Entrepreneurship Groups (Stetson and UCF)		20
# People Counseled		18
# of Visitors		610

Occupied Space

Occupied Space is 77% as of June 2018:



Anchor Tenant:

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

Floor Plan

