



Quarterly Report - 4Q15

January, 2016

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Executive Summary

The UCF Business Incubator in Daytona Beach has become a magnet and hub to inspire Volusia County entrepreneurs to start new technology businesses. The fourth quarter of 2015 was dedicated to planning the incubator's 2016 strategy. The future competitive advantage of the UCF incubator in Volusia County will have the addition of programs that foster innovation and entrepreneurship. That is the case of the Coding School and the MakerLab initiatives. These initiatives will be structured under the Volusia Tech Hub website. The Innovation Challenge will also be part of the Volusia Tech Hub initiative.

The Coding School

The purpose of the coding school is to train programmers and technologically savvy personnel needed for our current incubator clients' growth. Some of the growing Incubator companies are e-commerce-type companies involved in digital technologies such as website development, portal development, platforms, and apps. The success of these companies depends upon skilled local talent that is difficult to find. To address this issue, part of the incubator 2016 strategy approach will be to train and educate prospective job seekers. Currently the digital economy is a trillion dollar per year industry, which is continuing to grow at a high rate. It is one of the best opportunities for economic growth and job creation. Digital technologies' contribution to the GDP growth in the US doubled to 21% in the last five years.

The MakerLab

The purpose of the MakerLab is to provide Volusia County entrepreneurs, especially our incubator clients, with the knowledge and resources to be on top of the emerging maker movement. "The maker movement, as we know, is the umbrella term for independent inventors, designers and tinkerers. Makers tap into an American admiration for self-reliance and combine that with open-source learning, contemporary design and powerful personal technology like 3-D printers". Thus, this endeavor has important implications for many facets of business development, including manufacturing, product design, and innovation. Rapid Prototyping classes are also available to train our incubator clients and job seekers.

The innovation Challenge

The purpose of the Innovation Challenge is to spotlight technologies created by students from our local colleges and universities. This innovation challenge motivates local young entrepreneurs and innovators with great business ideas to become the next multi-million dollar enterprises. Two companies have become part of the incubator as a result of the Innovation Challenge initiative. One of these companies is TSOLife from Stetson University.

The long-term relevance of the Volusia Tech Hub approach is to centralize the culture of technology, innovation and entrepreneurship in one place, the Volusia County – UCF Business Incubator (UCFBIP). It will enhance the goal of the UCFBIP, which is to contribute to the growth of our innovative culture of technology startups in our region, empowering our clients with the know-how and tools to create successful high growth enterprises.

2016 Outlook & Marketing Strategy

The following are updates on previously reported initiatives and new ones pending for 2016.

1. Meetups to inspire brilliant minds. Meetings will take place at the UCF incubator last Friday of each month. Technology companies will have a place to pitch and network with likeminded entrepreneurs.
2. Incubator MakerLab: first maker movement in Volusia County. Rapid Prototype Classes available for incubator clients and the public. Career Source has provided 16 scholarships to train the first group.
3. Coding School: First in its kind in Volusia County. Classes will take place at the UCF Incubator every Friday. *Fire Fridays* will lead the training. Career Source has provided 16 scholarships to train the first group of coders. After validation, we will expand the program around Volusia County Schools.
4. Incubator Lean Startup Methodology: To be deployed around universities in Volusia County
5. Launch Event, January 15, 2016: We launched our 2016 strategy. Speakers included, Rick Karl, Gordon Hogan, Oscar Rodriguez, Connie Bernal, Jim Beckmann, Ryan Paiva, Arthur Register and Dr. Bill Ball. Event sponsored by Chucherias Hondurenas.
6. Investor Recruitment: The UCF Incubator will develop an outreach program to local and regional investors interested in funding new Volusia County UCFBIP client companies
7. Marketing strategy to recruit more incubator companies.
8. Launch of the www.volusiatechhub.com website

Volusia Tech Hub Programs:

On Jan. 21 we'll begin 'Volusia Tech Hub Programs'-- classes in coding and rapid prototyping to assist web site and portal developers, webmasters and local inventors and entrepreneurs. Staying current with emergent trends makes a technology incubator viable. Promoting the new is the essence of innovation.

Co-Working Space for Developers and Coders

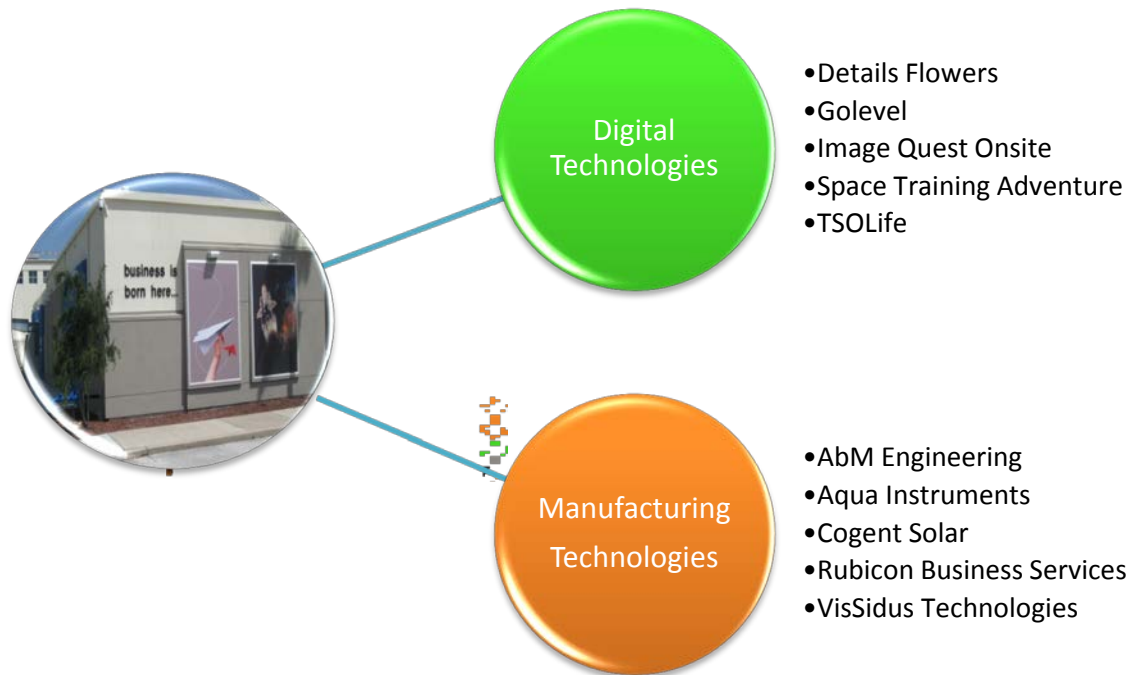
- A four-week full stack web development course is available to the public. CareerSource Flagler/Volusia has provided financial aid for the first group of coders. Volusia Tech Hub plans to enroll 16 coding students a month who create new websites for local companies to help them sell to online customers. The students benefit by learning coding and adding that skill to their resumes, while the businesses profit with a new website to help them be more competitive without the expense of a website designer.

Prototype MakerLab

- The MakerLab is designed for 3D prototyping. Dr. Ball from Stetson University will lead the training. Students will design and build a 3D printed lamp that includes a microcontroller that has been programmed for a variety of lighting effects. Then, they will be printed out on the Makerlab's 3D printers. 3D printers and classes serve a dual function. First, it serves to educate new entrepreneurs who will inevitably create entire industries with this technology. Second, it serves to inspire everyone to adapt to novelty. The classes consist of four 3-hour sessions for a total 12 hours.

Incubator Metrics by Quarter:

Total number of companies = 10. All of them are technology companies.



Incubator Metrics – Clients’ Websites and Number of Prospects

Company Name	Status	Company Website
1. AbM Engineering, LLC	On-Site Client	http://www.abmengr.com
2. Riggle Enterprises Inc. D.B.A. Aqua Instruments, LLC	On-Site Client	www.aquainstruments.com
3. Cogent Solar, LLC	On-Site Client	www.cogent.solar.com
4. Details Flowers, LLC	On-Site Client	www.detailsflowers.com
5. Image Quest Onsite Inc.	On-Site Client	www.iqww.com
6. Rubicon Business Services, LLC	On-Site Client	http://rubiconservices.net
7. Space Training Adventure Inc.	On-Site Client	www.spacetrainingadventure.com
8. TSOLife, LLC	On-Site Client	www.tsolife.com
9. VisSidus Technologies, Inc.	On-Site Client	www.vissidus.com
10. Golevel LLC	On-Site Client	http://golevel.com/

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.

1	Kristi Myers – Myers Devices
2	Shauna Altes – Maple Box Dolls
4	Bobby Johnson – Co-Working

UCF Business Incubator at Daytona Beach International Airport

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

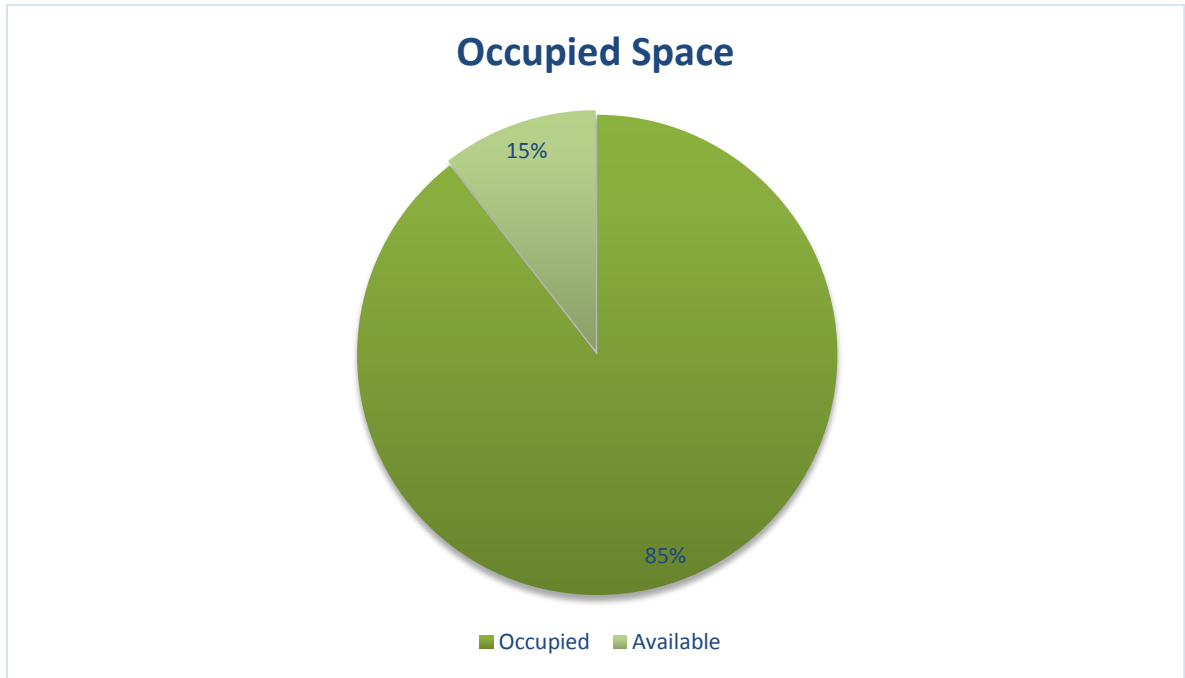
Metrics	4Q14	1Q15	2Q15	3Q15	4Q15
Pre- Incubation			4	4	3
# of Stage One Companies	12	11	12	12	10
# of Stage Two Companies	2	2	1	1	0
Total Number of Incubator Companies	14	13	13	13	10
Pre-Incubation and Co-Working Jobs			4	4	3
# of Jobs Stage One Companies (2-9 employees)	65	33	40	43	35
# of Jobs Stage Two Companies (10-99 Employees)	100	102	68	70	0
# of Jobs Graduate Companies	40	42	69	72	145
# of Temporary Jobs	5	5	5	6	3
Total # of Jobs	210	182	182	195	187
# of Interviewed Prospects	21	35	16	17	7
# of Companies Applied	2	10	7	5	3
# of Companies Accepted	2	2	3	1	0
# of Pre-Incubation Companies	3	5	4	4	4
Graduate Companies	5	0	1	1	2
Exited Companies	2	2	2	0	1

Training and Conference Room Use:

# Incubator Training Workshops	1
# SCORE Workshops	3
# Training Attendees	90
# People Counseled	23
# of Visitors	340

Occupied Space

Occupied Space is 85% as of December 31, 2015:



Anchor Tenants:

Company Name

- Florida Virtual Entrepreneur Center
- NextGen

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

