



Quarter 4Q16 Report

January, 2017

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Executive Summary

The fourth quarter of 2016 highlights helping clients to grow and extensive community outreach.

Helping clients to grow/Introduction to investors:

Cogent Solar, TSOLife, and Campus Scientific CEOs pitched to VenVelo's CEO, Richard Licursi. VenVelo is the "premier" early-stage venture fund in Florida for innovative companies seeking capital and mentoring. VenVelo has been our leading investment group since the inception of Volusia County UCF Incubator. Last month they invested more than \$300,000 in Details Flowers. In addition to its investments, VenVelo board members have been frequent speakers at our educational events. It is very rewarding to know that one of Volusia County UCF Incubator former client, Details Flowers, is part of their portfolio of companies.

Helping clients to grow/Introduction to local manufacturers

We are glad to share that after an intense search for a local manufacturer to help Maple Box Dolls (MBD) in its product development and manufacturing processes, MBD's C.E.O, Shauna Altes, was able to find a build-up facility in Ormond Beach. She met with them to verify if they were able to produce their dolls, and was happy to learn that they are. This means that Maple Box Dolls will be "Made in U.S.A" right here in Volusia County. The Ormond Beach Manufacturing facility has the ability to employ disabled workers, which makes MDB a socially responsible enterprise focusing on improving the quality of life of our citizens. They currently are working on final details to start production.

I felt very proud to hear that we can count on our local manufactures to propel the growth, not only of Maple Box Dolls, but also the economic growth of Volusia County. UCFBIP has been a big advocate of our manufacturing community. We believe that our local manufacturing facilities have the capacity to take on huge projects. An example of these endeavors is the manufacturing facility that fabricates the products for a UCFBIP Soft-landing innovative company located in Winter Springs Incubator, Freshoize. Freshorize is a U.K.-based firm which supplies airlines globally with proprietary lavatory centric products centered on a 3-in-1 soap bottle and moisturizer with an air freshener. The company now supports 41 jobs paying 45 percent higher than the average area wages. Their product is made here in Volusia County.

Helping Clients to grow/Success Story:

Rubicon Technical Services, LLC has signed a contract with Smart Cell Repair, LLC (DBA often as Smart Cell (SCR)) to implement the ATTILA System. The ATTILA System is a cloud-driven remote connection solution that provides truly remarkable remote capabilities to any computer. The ATTILA System enables technicians to perform remote operations that were previously impossible. Smart Cell Repair, has two stores located in South Daytona and Edgewater. SCR is rapidly expanding to three more locations and

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has increased sales up to 300%. This drastic growth is definitely a validation of the huge potential that Rubicon Business Services has around the global market with their technology, The ATTILA System.

Campus Scientific's CEO, James Beckmann, formed a partnership with Neighborhood Pay Services (NPS), the national leader in payroll direct deposit programs to work on his next startup, Tuition Assurance. In 2016, NPS was recognized by NACHA - The Electronic Payment Association® with the Kevin O'Brien ACH Network Award for Excellence in the Advancement of Electronic Payments, and by PYMTS.com as an ACH Innovator finalist at their annual Innovation Conference at Harvard University.

Tuition Assurance is a membership program and a division of Campus Scientific, Inc. based in Daytona Beach, Florida. The company previewed its new "Tuition from Payroll" platform at the Council of Business Affairs Conference, hosted by Daytona State College Jan. 18-20, 2017 at the Shores Resort & Spa in Daytona Beach. The conference encompasses the 28 state colleges educating over 800,000 students annually.

Community outreach/Startup Weekend support

Startup Weekend is a 54-hour event that brings together Daytona Beach designers, developers, entrepreneurs, and experts from all domains to do amazing things. The event was held at Embry-Riddle Aeronautical University on November 11-13, 2016. All Startup Weekend events follow the same basic model: anyone is welcome to pitch their startup idea and receive feedback from their peers. Teams are formed around the top ideas (as determined by popular vote) and embark on a three-day frenzy of business model creation, coding, designing, and market validation. The weekend culminates with presentations in front of local entrepreneurial leaders with another opportunity for critical feedback. Incubator leadership served as a mentor training the teams on the creation of their business model. The winners received several awards including a year of free office space and services at the Volusia – UCF Business Incubator. First place was given to Fresh Ninja - Healthy Drive Thru and second place to Doc2UrDoor (Urgi) - Immediate non-emergency healthcare service. These companies started our pre-incubation program the last week of November and will continue the incubation process during 2017. We are thrilled to know that the team members decided to move forward with the venture.

Community Outreach/Training local startup group on Entrepreneurship and Innovation:

Following the vision of Dr. Thomas O'Neal, UCF Vice- President of Research and Commercialization, and Gordon Hogan, Director University Of Central Florida Business Incubation Program, for Central Florida's economic growth, education has been our priority since the Volusia Incubator inception. Educated entrepreneurs and a business support system will build innovative communities and enterprises that contribute to the creation of an entrepreneurial ecosystem which leads to the creation of large enterprises with the potential to create high paying jobs. Hundreds of entrepreneurs and mentors have been trained in different business topics including subjects that were not previously available in Volusia County.

One example of these topics is a series of Innovation talks that I am giving around the county. The first group to hear my talk "How to Innovate Volusia County Businesses" was a group of volunteers that now, work on different local events including One Million Cups, Elevate Daytona, Fail Forward, Virtual

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Entrepreneur Center, SBDC, SCORE, Idea Dinners, and more. The workshop includes ideas on how big ecosystems like Silicon Valley, Colorado, and Boston have been working on supporting the startups. In addition, it gives a lot of information about innovation and entrepreneurship. This talk was also delivered at Daytona Beach Rotary Group, and I will continue sharing it with our business community, students, and entrepreneurs during 2017.

In addition, the last three weeks of December was dedicated to deploy the Business Model Canvas Bootcamp to the pre-incubation clients. Jack Phifer from SCORE attended the Bootcamp and he expressed an interest to have all SCORE members to be trained in this methodology. Jack was instrumental during the Bootcamp and served as a mentor for most of the attendees. This is an example of how the Incubator and SCORE work as a team to make our clients experts in the startup process.

In closing, we are excited to announce that the Volusia County UCF Incubator is 94% Occupied. We'll start graduating companies and getting the word out to bring new ones. The graduating companies are moving to available buildings around the area with the potential to continue growing in our local community.

Sincerely,

A handwritten signature in black ink, appearing to read 'Connie Garzon-Bernal', with a large, stylized flourish above the name.

Connie Garzon-Bernal M.B.A. C.B.A

Associate Director – Volusia County - UCF Business Incubator

Volusia Tech Hub Programs



2017 Cairns Foundation Innovation Challenge: The Innovation Challenge will be held at the Advanced Technology Center on April 5, 2017 at noon time. Applications for participation are open and must be received by the Foundation no later than March 6, 2017.

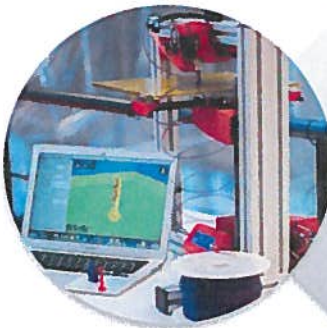


Coding Classes: Last quarter of 2016 was dedicated to plan Coding School 2017 strategy. We were able to secure a donation from the National Entrepreneur Center (surplus keyboards, mouse's, Promeathan board and (1) 55" TV along with a Crestron System) which will enhance the technology resources at the incubator, adding a computer lab in the co-working space to deploy the best coding training in Volusia County. The mini computer lab will also support focus group sessions to evaluate incubator clients' websites and portals before going to the public.



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:

Dr. Stephanie Miller and David Spitzer who spoke about the ERAU Research Park Facility and Wind Tunnel project at ERAU respectively. Very interesting happenings around Volusia County Technology Cluster.

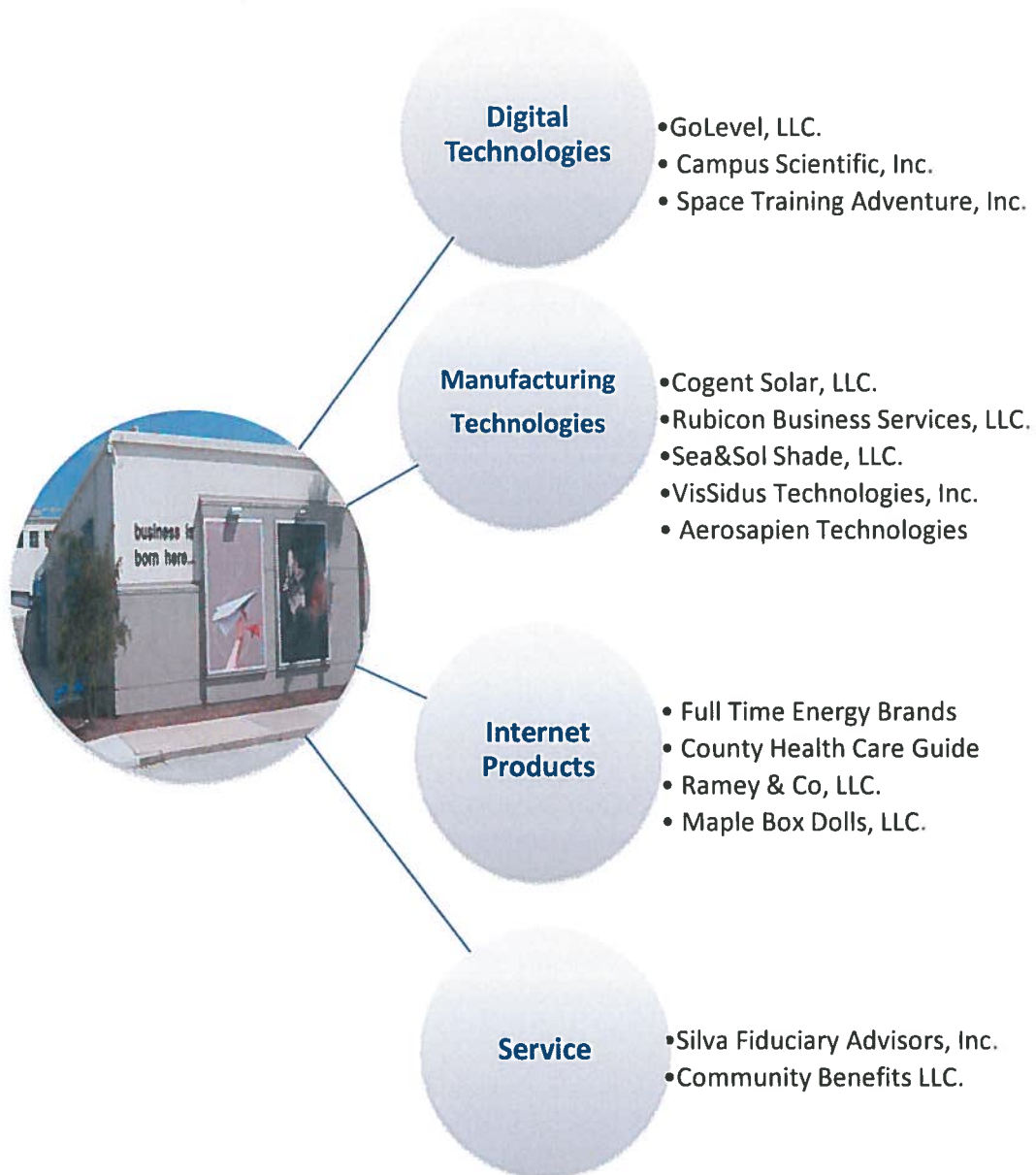


Maker Lab: Continues to be a great resource for incubator clients. The 3D printers have been used on a daily basis.

Metrics by Quarter:

Total number of companies: 14

Pre-Incubation clients: 4



Incubator Metrics – Clients’ Websites and Number of Prospects

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

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	Steel Magnolias Fitness
2	TopBack Technologies

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|---|---|
| 3 | Fresh Ninja – Startup Weekend First Place Winner |
| 4 | Dr2UrDoor (Urgi) – Startup Weekend Second Place Winer |

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

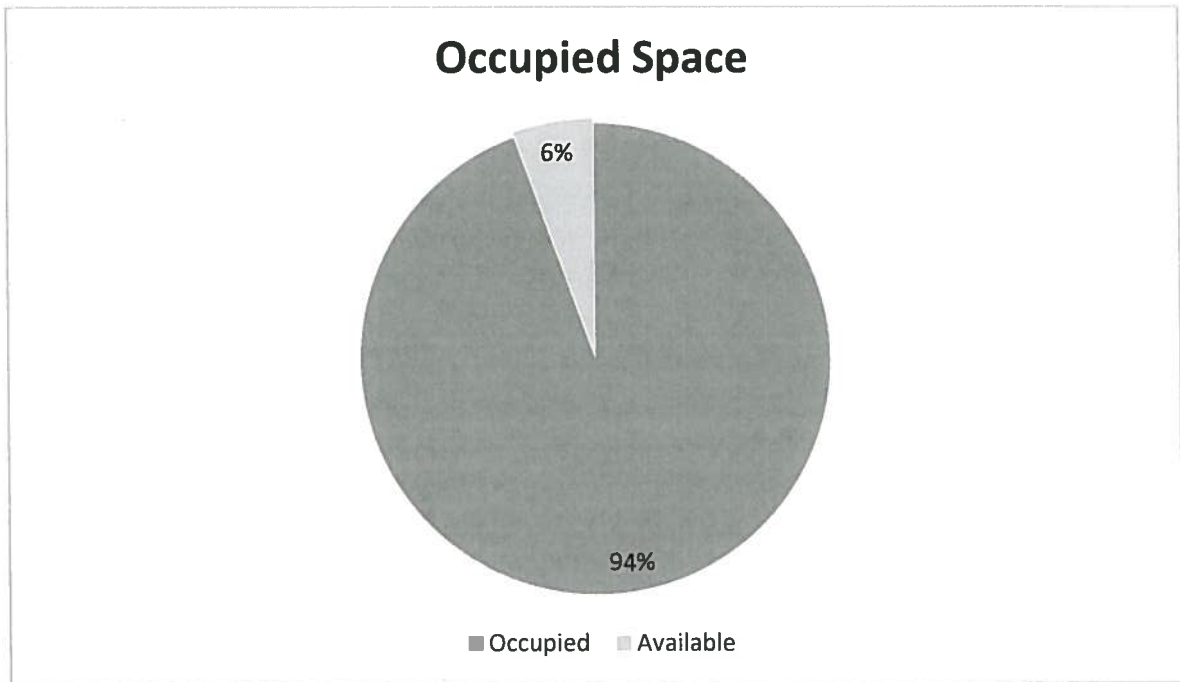
Metrics	4Q15	1Q16	2Q16	3Q16	4Q16
<u>Incubation Companies</u>					
# of Pre-Incubation Companies	4	2	4	2	4
# of Stage One Companies	10	10	11	13	14
# of Stage Two Companies	0	0	0	0	0
Total Number of Incubator Companies	14	12	15	15	18
<u>Total Number of Jobs from Current Companies, Co-Working Space Clients, and Graduate Companies Since Inception</u>					
# of Jobs Stage One Companies (2-9 employees)	35	33	53	52	63
# of Jobs Stage Two Companies (10-99 Employees)	0	0	0	0	0
Accumulative Totals of Jobs Graduate Companies Since Inception	145	147	150	154	160
Accumulative # of Temporary Jobs Graduates	3	2	5	5	10
Accumulative Total # of Jobs Since Inception	187	185	208	211	233
# of Interviewed Prospects Per Quarter	7	18	13	14	15
# of Companies that Applied Per Quarter	3	3	6	5	4
# of Companies Accepted Per Quarter	0	2	1	3	1
Graduate Companies Per Quarter	2	0	0	2	0
Exited Companies Per Quarter	1	2	0	0	0

Training and Conference Room Use:

# Incubator Training Workshops	Incubator Hosted:	6
	Outside Organizations :	48
# SCORE Workshops		12
# Training Attendees		27
# People Counseled		57
# of Visitors		327

Occupied Space

Occupied Space is 94% as of December 2016:



Anchor Tenants:

Company Name

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

Incubator Floor plan

