



Quarterly Report 4Q17

January 2018

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Executive Summary

The fourth quarter of 2017 highlights helping clients to grow and technology training for our local community.

Helping Clients to Grow/Client Showcase:

The goal of this event was to introduce and showcase our early-stage, innovative companies to the Volusia County community. In addition, we used this opportunity to announce and recognize our incubator's 2017 Entrepreneur of the Year (Aerosapien Technologies) and Graduate Entrepreneur of the Year (Klein-Yaney Media). Over 200 people attended this event, which provided exposure to a variety of business and community leaders, as well as other contacts for the clients. Companies from MicaPlex (Embry-Riddle's incubator) were invited to showcase as well.

Technology Training/SBIR-STTR Seminar in partnership with MicaPlex

Small businesses engaged in Research & Development (R&D) may be eligible to access government dollars through the Small Business Innovation Research (SBIR) and the Small Business Technology Transfer (STTR) programs. Small business owners, entrepreneurs, researchers and students were invited to attend and learn how to prepare winning proposals for their business. These two separate workshops provided an extensive overview of the federal programs. This two-day event was put together in partnership with MicaPlex.

Technology Training/Local Hack Day:

In keeping with our endeavors to support and recognize technology education, for the first time we provided the opportunity for our local community to participate in the Major League Hacking's Local Hack Day event. A local hack day is a worldwide celebration of learning, building, and sharing. Over 275 communities around the world host simultaneous 12-hour hackathons where developers, designers, and makers join forces to bring their crazy ideas to life.

This event is best described as an invention marathon where students attend workshops and work with one another to create the next big thing. It encourages students and helps to continue building a community of innovation and entrepreneurship.

The winning team received \$200 award from All Aboard Storage.

The backing by Volusia County and our clients and the continued financial support by the local business community enabled us to provide these opportunities free to the public. The clients were instrumental in the planning and pulling it all together, as well as sponsoring portions of the events.

Volusia Tech Hub Programs



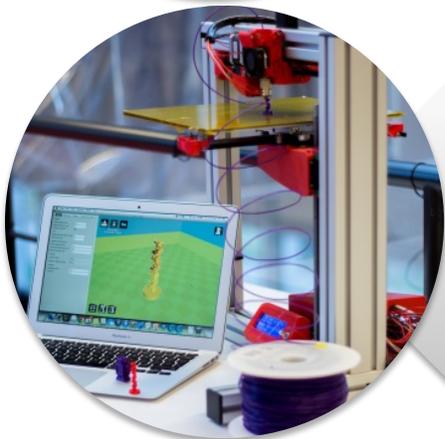
2018 Cairns Foundation Innovation:

This annual event is set to take place on April 19, 2018 at the ATC - Daytona State College. The deadline for the submission of applications is March 19, 2018.



STEM/Coding Classes:

Our programs continue expanding. This time we partnered with the Major League Hacking (MLH), which is the official student hackathon league. Each year they power over 200 weekend-long invention competitions that inspire innovation, cultivate communities and teach computer science skills to more than **65,000 students** around the world. MLH is an engaged and passionate maker community, consisting of the next generation of technology leaders and entrepreneurs.



Maker Lab: This 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: 19

Pre-Incubation and early accepted clients: 2



Incubator Metrics – Clients’ Websites and Number of Prospects

Company Name	Status	Company Website
1. Aerosapien Technologies, LLC	On-Site	www.aerosapientech.com/
2. County Health Care Guide, Inc.	On-Site	http://www.countyhealthcareguide.com/
3. DHI Innovative Technologies, LLC	On-Site	http://www.dhiit.com/
4. Fit Meals, Inc.	Off-Site Co Working	www.myfitmeals.com/
5. Full Time Energy Brands, LLC	Off-Site Co-working	www.fulltimeenergybrands.com/BA
6. GRD Innovations, LLC	On-Site	incubator.ucf.edu/grd-innovations/
7. HORMAC Civil Eng. Services, Inc.	On-Site Soft Landing	incubator.ucf.edu/hormac-civil-engineering-services/
8. Mobile Entertainment Venue, LLC	Off-Site Co-Working	www.mevxllc.com/
9. My School Tech Hub	On-Site	www.myschooltechhub.com
10. Plan Life Care, Inc.	On-Site	http://www.planlifecare.com/
11. Ramey & Co, LLC dba Salty Bum	On-Site	https://saltybum.com/
12. Rubicon Business Services, LLC	On-Site	www.rubiconservices.net
13. Silva Fiduciary Advisors, Inc.	On-Site	www.silvafiduciaryadvisors.com
14. Smart Sign Interactive, Inc.	On-Site	http://smartsigntechnology.com/
15. Space Training Adventure, Inc.	On-Site	www.spacetrainingadventure.com
16. Steel Magnolias Fitness, LLC	On-Site	steelmagnoliaswellness.com/
17. TopBack Technologies, LLC	On Site	https://topbacktech.com/
18. Trotter Media, LLC	On Site	www.trottermediallc.com/
19. VisSidus Technologies, Inc.	On Site	www.incubator.ucf.edu/vissidus-technologies
FLVEC	On Site	https://flvec.com/
Apeximco-Bob Malkani	On Site	http://apeximco.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.

Pre-Incubation Clients	
1	Corporate Chiropractic Health
2	Intellego Health

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

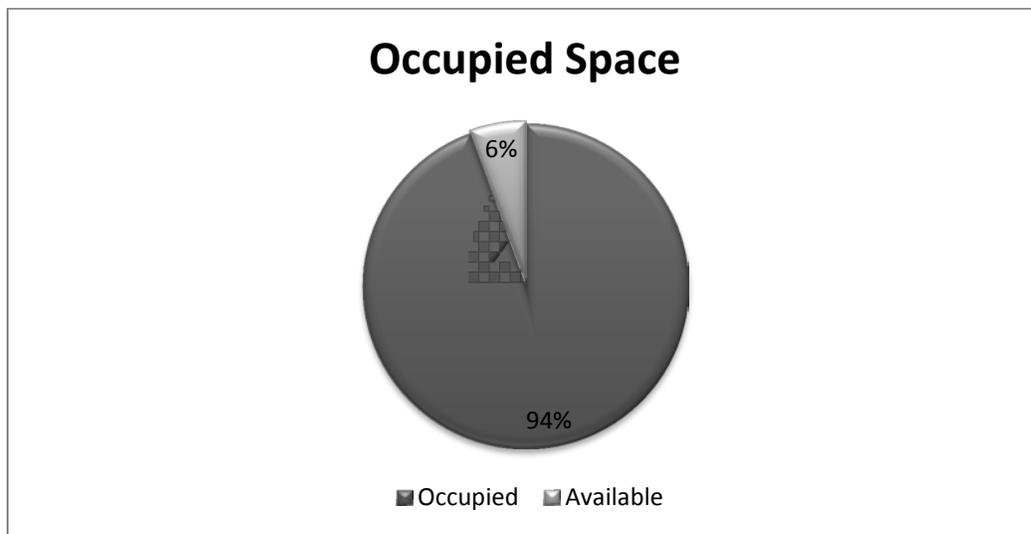
Metrics	4Q16	1Q17	2Q17	3Q17	4Q17
<u>Incubation Companies</u>					
# of Pre-Incubation Companies	4	5	6	1	2
# of Stage One Companies	14	11	18	20	19
# of Early Accepted Companies	0	2	2	0	0
Total Number of Incubator Companies	18	18	26	21	21
<u>Total Number of Jobs from Current Companies, Co-Working Space Clients, and Graduate Companies Since Inception</u>					
# of Jobs Stage One Companies (2-9 employees) - Current Clients	53	54	68	70	71
# of Temporal Jobs - Current Clients	0	10	5	7	6
# of Jobs Graduate and Exits	170	170	182	190	200
# of Temporal Jobs Graduates	10	10	0	10	10
Accumulative Total # of Jobs Since Inception	233	244	255	277	287
# of Interviewed Prospects Per Quarter	15	5	12	10	6
# of Companies that Applied Per Quarter	4	3	8	8	8
# of Companies Accepted Per Quarter	1	1	5	4	1
Graduate Companies Per Quarter	2	0	0	1	0
Exited Companies Per Quarter	0	0	0	1	1

Training and Conference Room Use:

# Incubator Training Workshops	Incubator Hosted:	12
	Outside Organizations :	11
# SCORE Workshops		14
# Training Attendees		250
# People Counseled		140
# of Visitors		338

Occupied Space

Occupied Space is 94% as of December 2017:



Anchor Tenants:

Company Name
<ul style="list-style-type: none">• Florida Virtual Entrepreneur Center• Investor in residence: Bob Malkani - Apeximco

Incubator Floor plan

