



Quarter 4Q18 Report

January 2019

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Executive Summary

During the fourth quarter of 2018 our current clients have several projects in progress, but due to confidential nature of their work and contracts, we can't disclose much. However, some have projects for aircrafts and aircraft maintenance, and another client is working on a satellite for the aerospace industry. Some of our clients have signed contracts with NASA, Department of Defense, Lockheed Martin Corporation and Boeing. Our technology company clients, employ at least 23 engineers who are working here in the Volusia County Business Incubator; most of them are graduates and/or former faculty from ERAU.

Other clients who are in the service industry are growing with momentum at a fast pace and winning awards. For instance, Plan Life Care received two Southeast United States region awards from the Home Care Pulse in 2018; one for Provider of Choice and one as Employer of Choice. After one year and a half in the incubator, Plan Life Care employs almost 40 full-time people in total. In addition, Koralis Entertainment has signed a lucrative agreement with a big corporation based in Georgia; this partnership will propel Koralis' growth here in Volusia County.

The CEO of OCP&E, LLC has signed a waste management contract with the city of Chicago, and other cities are testing her chemicals for the odor control of the cities' land fields. Salty Bum added more product line, and their brand has expanded now to six new stores in Puerto Rico and US due to his participation in the 2018 Surf Expo. County Health Care Guide published this year's Black Book with a lot of inquiries for advertising for next year, and Outdoor Solutions/Quick Clip continues working with his investor group on the manufacturing processes of their Quick Clip Rod Guide.

In conclusion, Volusia County Business Incubator's future looks fantastic! The economic impact generated to our stakeholders shows that hard work can pay off. The 2017/18 economic impact summary for our local Incubator highlights a return on investment of \$6.52, per \$1 invested, returned to the community in the form of taxes. Our ROI since inception:

For Every \$1 Invested			
Fiscal Year	GDP Return	Sales Return	Taxes Return
2011-2012	\$2.06	\$6.86	\$0.27
2012-2013	\$12.43	\$38.63	\$1.39
2013-2014	\$15.66	\$44.61	\$1.59
2014-2015	\$21.47	\$61.49	\$2.20
2015-2016	\$28.41	\$91.13	\$3.10
2016-2017	\$38.52	\$124.11	\$4.18
2017-2018	\$62.23	\$191.37	\$6.52

2019 goals and strategy are geared to continue helping our clients and focus on events that are relevant for our local startup community, a community of innovators ready to change their community.

2019 Planned Events:

1Q19	2Q19	3Q19	4Q19
Innovation Challenge 1 afternoon	Business Model Canvas Three Mornings Bootcamp	Presenting to Investors Two Mornings Bootcamp	Local Hack Day 1 day Client Showcase 4 hours

Volusia Tech Hub Programs



2018 Cairns Foundation Innovation:

This annual event for students at local universities and colleges 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.

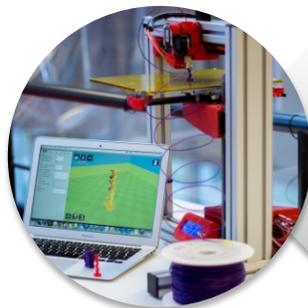


Technology Meetup:

A community of like-minded innovators 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.



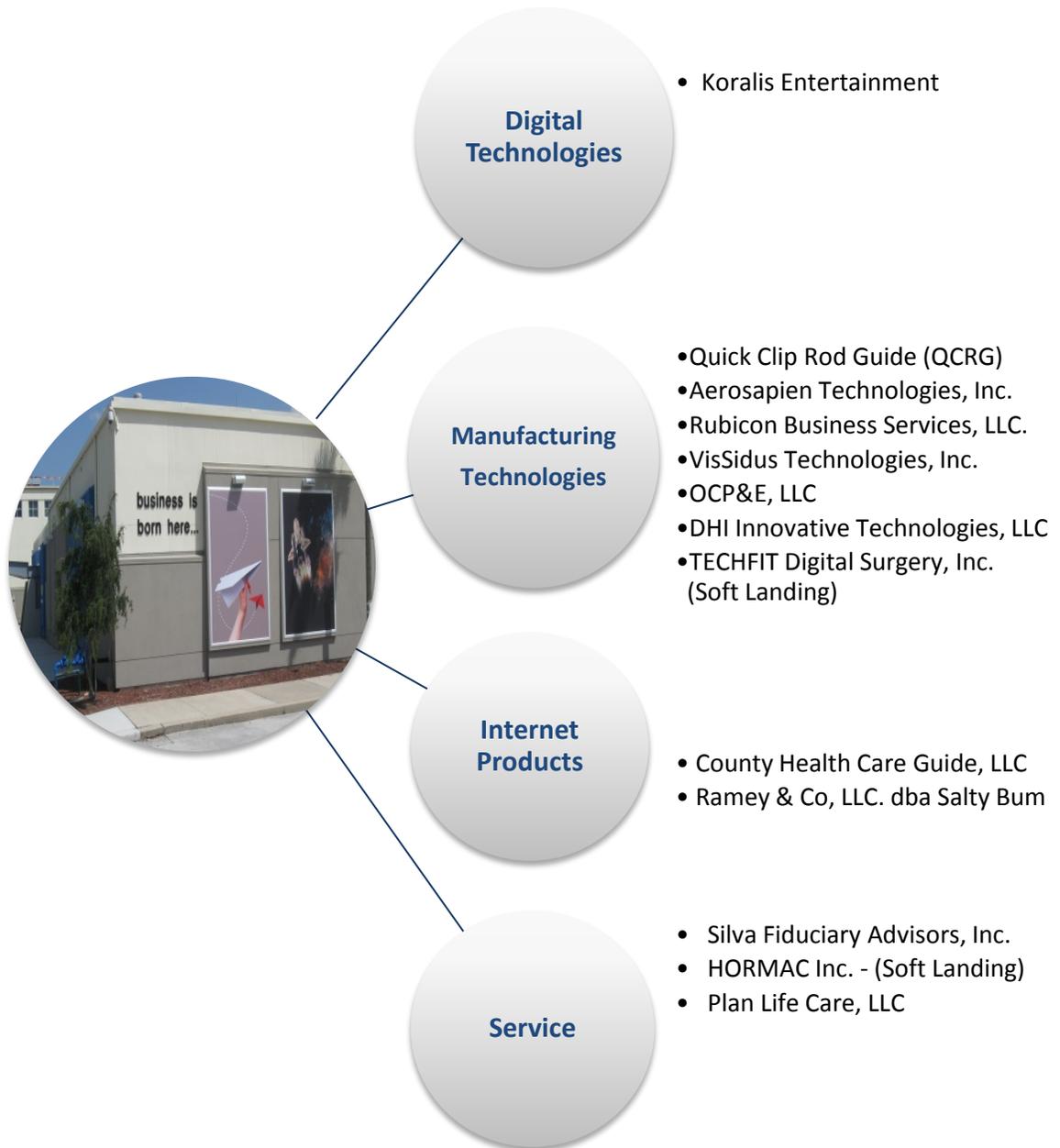
Technology Education for Kids: We'll continue supporting our local schools as needed. We do this by partnering with Father Lopez High School and Lourdes Academy.



Maker Lab: This continues to be a great resource for incubator clients. If the clients continue using as it is right now, an expansion will be needed soon so we can attract more aerospace and aviation startup companies.

Metrics by Quarter:

1. Total number of companies: 13



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	http://www.2050esports.com/homepage
6. OCP&E, LLC	On Site	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/

Conditional Accepted Companies:

Volusia County Business Incubator
Powered by UCF Business Incubation Program

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

None

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

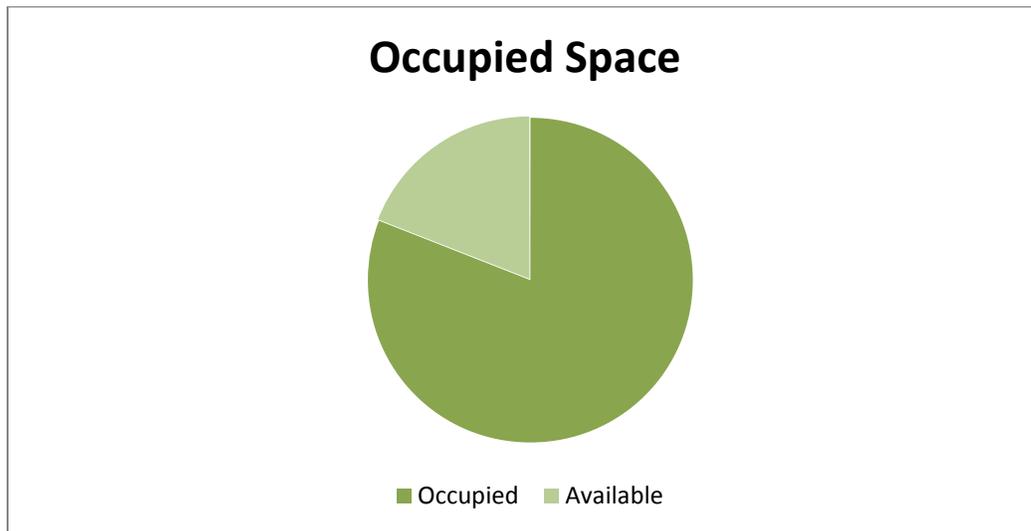
Metrics	1Q18	2Q18	3Q18	4Q18
<u>Incubation Companies</u>				
# of Pre-Incubation Companies	0	0	0	0
# of Stage One Companies	14	12	11	13
# of Conditional Accepted Companies	1	1	2	0
Graduate Company With an Office	0	1	0	0
Total Number of Incubator Companies	15	14	13	13
<u>Total Number of Jobs from Current Companies, Co-Working Space Clients, and Graduate Companies Since Inception</u>				
# of Jobs Stage One Companies (2-9 employees) - Current Clients	62	85	87	93
# of Temporary Jobs - Current Clients	2	5	3	3
# of Jobs Graduate and Exits	219	230	220	220
# of Temporary Jobs Graduates	0	0	0	0
Accumulative Total # of Jobs Since Inception	283	320	310	316
# of Interviewed Prospects Per Quarter	5	4	6	3
# of Companies that Applied Per Quarter	5	2	2	2
# of Companies Accepted Per Quarter	1	2	1	0
Graduate Companies Per Quarter	3	1	1	0
Exited Companies Per Quarter	1	2	1	0

Training and Conference Room Use:

# Incubator Training Workshops	Incubator Hosted: Outside Organizations :
# SCORE Workshops	
3	
# Training Attendees for Incubator Events	30
# Meetings Hosted by the FLVEC	3
# Meetings Hosted by BNI (Business Network International)	14
# Meetings Hosted by CareerSource Flagler/ Volusia	3
# Meetings Hosted by Entrepreneurship Groups (Stetson and UCF)	9
# People Counseled	47
# of Visitors	488

Occupied Space

Occupied Space is 70% as of December 2018:



Anchor Tenant:

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

Floor Plan

