



## **Fourth Quarter 2020 Report October 1 – December 30, 2020**

**January 2021**

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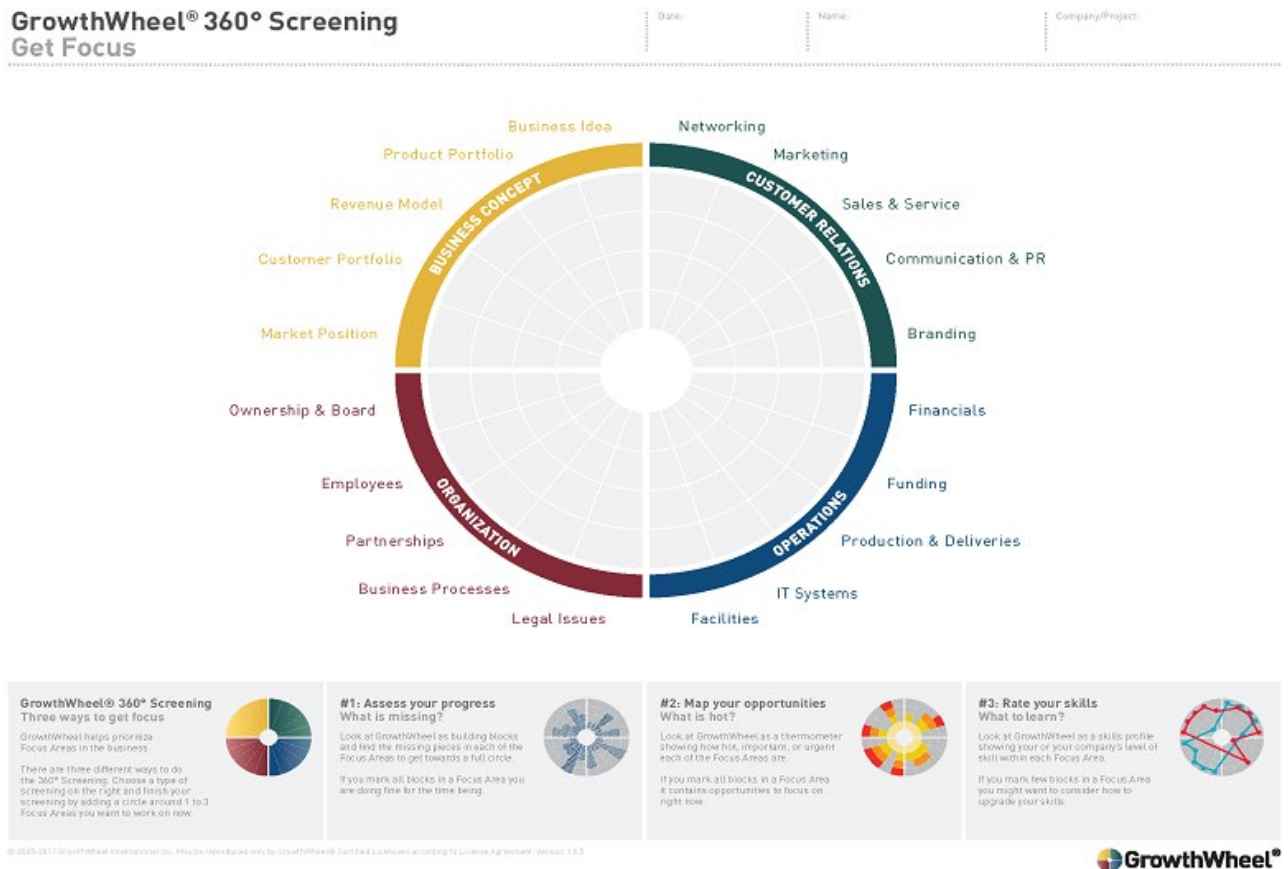
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## Executive Summary

Highlighting the fourth quarter of 2020 was the transition of our clients from Incutrak to our new client management portal GrowthWeel and the development of the Volusia County 2021 Incubator program strategy to help local small businesses to recover from the pandemic.

“GrowthWheel is a visual toolbox and online platform used by business advisors, incubators, and entrepreneurship educators to help businesses make decisions and take action. It helps startup and growth companies build their businesses through a simple action-oriented process — one that stays true to the way most entrepreneurs think and work. For the business advisor, the absolute flexibility of the toolbox means that it can be fully adapted to existing advisory tools and client needs, and it can even be used by clients themselves, thereby saving time for the advisor.”

The 360° Perspective on Starting and Growing a Business —The GrowthWheel Framework maps out topics to work on all aspects of the company as shown in the graph below.



## 2021 Strategy to Help Local Entrepreneurs During Post COVID Recovery at the Volusia County Business Incubator

2021 Classes and Activities	Objective
<p><b>Volusia County Business Incubator Business Modeling Boot Camp</b></p>	<p>The Business Modeling Boot Camp helps entrepreneurs learn to create, validate, and work on the Business Model Canvas (BMC) and Minimum Viable Product (MVP) of the products or services that their customers want. The attendees will write down their hypothesis about their new venture, create an MVP, and get out of the Zoom meeting and talk to at least 20 customers/partners each week to validate their assumptions. Teams can participate and create their minimal viable product to show their customers, partners, or investors.</p>
<p><b>Volusia Tech Hub Speaker Series “Mind Your Business”</b></p>	<p>Our Online Speaker Series will be launched in January 2021. I am attaching the flyer that will promote the series.</p> <p>Objectives of the online speaker series:</p> <ol style="list-style-type: none"> <li>1. To Promote Volusia County business owners.</li> <li>2. To inspire many people out there who are hungry to become an entrepreneur but are afraid of the entrepreneurial roller-coaster risk and challenges.</li> </ol>
<p><b>Volusia Tech Hub</b></p>	<p><b>MakerLab Classes in 3D Printing</b></p> <p>We have partnered with one of our prospective clients to offer 3D printing education for our local community. The 3D printing class will help many small business owners to develop their prototypes in a very affordable way.</p>
<p><b>Volusia County Business Incubator in partnership with the Hungarian Hub Hungarian Summit</b></p>	<p>The Hungarian Hub has developed a summit for Hungarian companies that want to expand to the USA. We are going to assist the Hungarian Hub management in recruiting companies to become part of our Soft-landing program</p>

## Volusia Tech Hub Programs



**Volusia Tech Hub:** Volusia Tech Hub is an initiative created by the Volusia County Business Incubator to attract, inform, and mentor small businesses in Volusia County. For 2021 we developed a speaker series called "Mind your Business." We will post all the interviews on our YouTube Channel <https://volusiatechhub.com/>



**2020 Cairns Foundation Innovation Challenge in Partnership with the UCF Business Incubator in Volusia County:** Since 2013 the Cairns Foundation has hosted an annual cash prize pitch competition open to local and current student-led ideas and businesses. The 2021 Innovation Challenge will be held in September 2021

<http://cairnsfoundation.com/innovationchallenge.html>

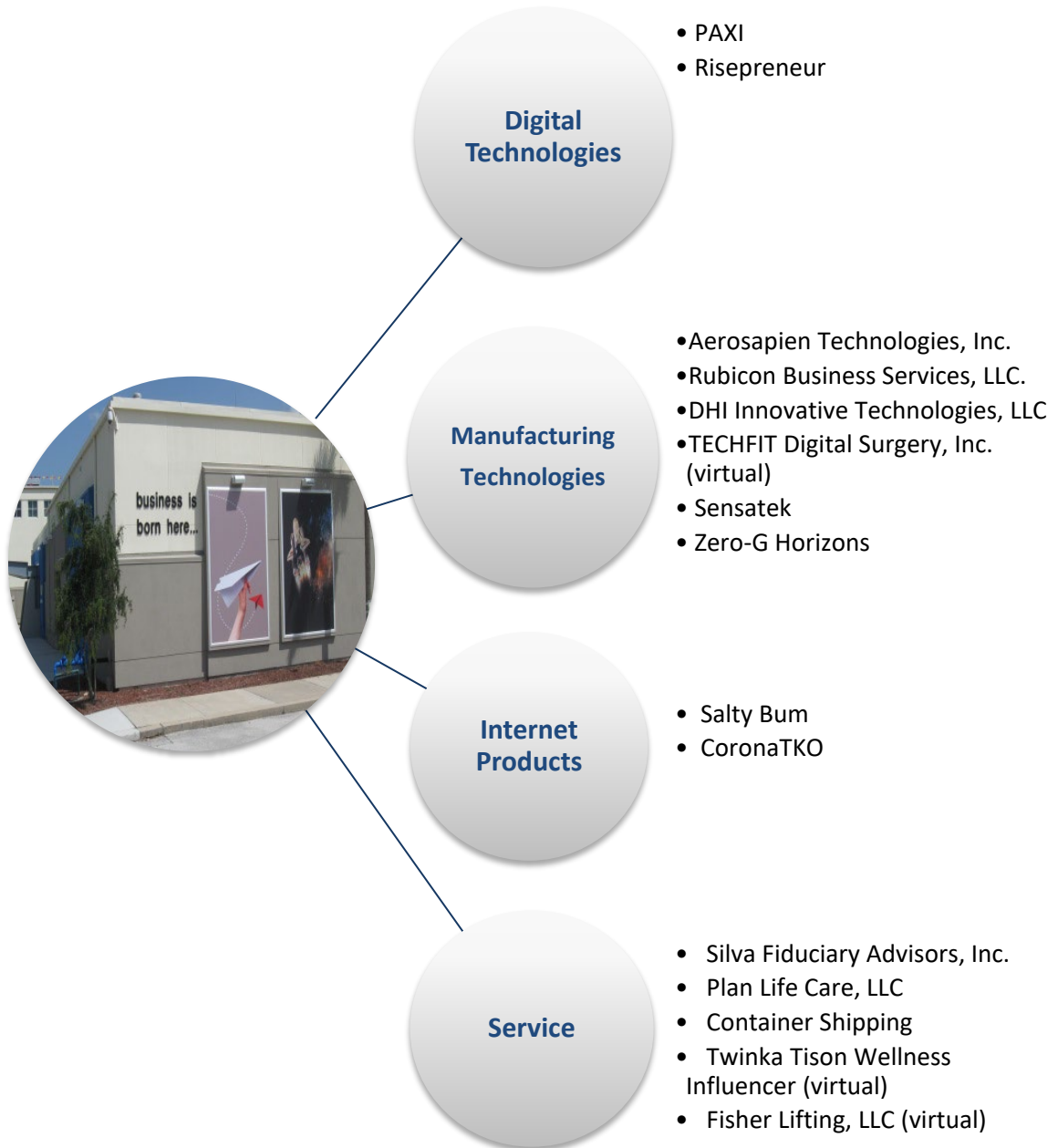


### **Maker-Lab:**

Our maker-lab is a collaborative work space inside of the incubator facility for making minimum viable products. 3D printing classes will take place at the incubator starting March 2021.

## Metrics by Quarter:

- 1. Total number of companies: 15 and 3 Pre-Incubation and conditional accepted clients**



## Incubator Metrics – Clients’ Websites

**Volusia County Business Incubator  
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Company Name	Status	Company Website
1. Aerosapien Technologies, Inc.	On Site	<a href="http://www.aerosapientech.com/">www.aerosapientech.com/</a>
2. Container Shipping	On Site	<a href="http://www.container-shipping.com">www.container-shipping.com</a>
3. CoronaTKO	On Site	<a href="https://coronatko.com/">https://coronatko.com/</a>
4. DHI Innovative Technologies, LLC	On Site	<a href="http://www.dhiit.com/">http://www.dhiit.com/</a>
5. Fisher Lifting	Virtual Client	<a href="https://www.fisherlifting.com/">https://www.fisherlifting.com/</a>
6. PAXI	On site	<a href="https://www.ridepaxi.com/">https://www.ridepaxi.com/</a>
7. Plan Life Care, LLC	On Site	<a href="http://www.planlifecare.com/">http://www.planlifecare.com/</a>
8. Risepreneur	On Site	<a href="http://www.risepreneur.com">www.risepreneur.com</a>
9. Rubicon Business Services, LLC	On Site	<a href="http://www.rubicontechnology.com">www.rubicontechnology.com</a>
10. Salty Bum	On Site	<a href="https://saltybum.com">https://saltybum.com</a>
11. Sensatek	On site	<a href="https://www.sensatek.com/">https://www.sensatek.com/</a>
12. Silva Fiduciary Advisors, Inc.	On Site	<a href="http://www.silvafiduciaryadvisors.com">www.silvafiduciaryadvisors.com</a>
13. TECHFIT Digital Surgery Inc.	Virtual Client	<a href="http://www.techfit.com.co/">http://www.techfit.com.co/</a>
14. Twinka Tison Wellness Influencer	Virtual Client	<a href="https://twinkatison.com/">https://twinkatison.com/</a>
15. Zero-G Horizons	On Site	<a href="https://www.zeroghorizons.com/">https://www.zeroghorizons.com/</a>
Hungarian Hub - Anchor Tenant	On-Site	<a href="http://www.HungarianHub.com">www.HungarianHub.com</a>
SCORE – Anchor Tenant	On-Site	<a href="https://volusiaflagler.score.org/">https://volusiaflagler.score.org/</a>

**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.	Attract Technologies
2.	Floa, Co.
3.	Precisely Engineered

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

<b>Metrics</b>	<b>1Q20</b>	<b>2Q20</b>	<b>3Q20</b>	<b>4Q20</b>
<b><u>Incubation Companies</u></b>				
# of Pre-Incubation Companies	3	5	3	3
# of Stage One Companies	12	12	13	15
# of Conditional Accepted Companies	0	0	0	0
<b>Total Number of Incubator Companies</b>	<b>15</b>	<b>17</b>	<b>16</b>	<b>18</b>
<b><u>Total Number of Jobs from Current Companies, Co-Working Space Clients, and Graduate Companies Since Inception</u></b>				
# of Jobs Stage One Companies (2-9 employees) - Current Clients	154	467	467	469
# of Temporary Jobs - Current Clients	0	1	1	1
# of Jobs Graduate Companies	258	258	260	260
# of Temporary Jobs Graduates	0	0	0	0
<b>Accumulative Total # of Jobs Since Inception</b>	<b>412</b>	<b>716</b>	<b>728</b>	<b>730</b>
# of Interviewed Prospects Per Quarter	2	4	3	6
# of Companies that Applied Per Quarter	3	4	6	6
# of Companies Accepted Per Quarter	2	1	0	3
Graduate Companies Per Quarter	1	0	1	0
Exited Companies Per Quarter	3	0	0	0

**Training and Conference Room Use: Due to the pandemic, incubator building was closed to the public.**

<b># Incubator Training Workshops</b>	<b>Incubator Hosted:</b>
	<b>Outside Organizations:</b>
# SCORE Workshops (Virtual)	4
# Training Attendees for Incubator Events in Person and Webinars	20
# People Counseled	15
# of Visitors	101

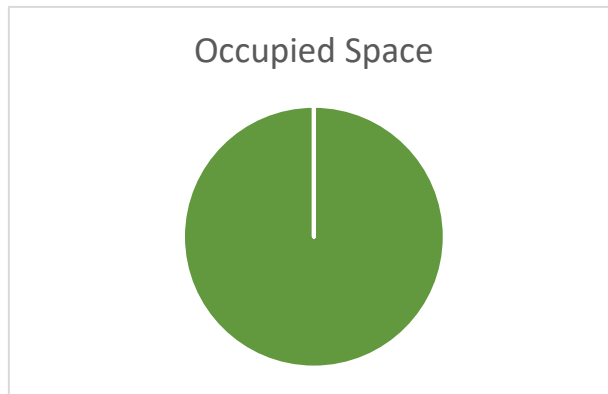


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GROUPS USING THE FACILITY	
SCORE	SCORE is the nation’s largest network of volunteers, expert business mentors, with more than 10,000 volunteers in 300 chapters. Volusia Chapter team meets here every month.

## Occupied Space

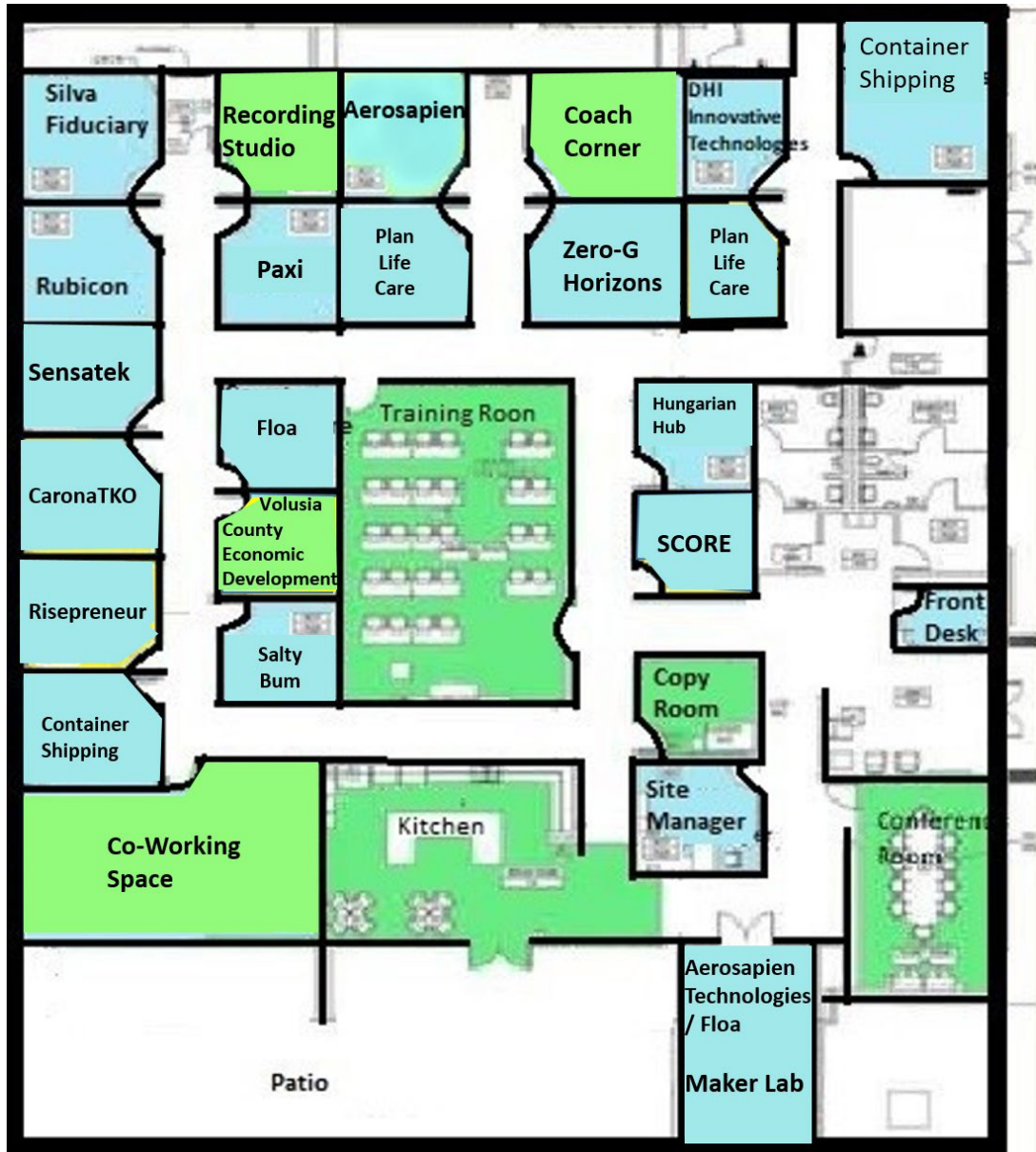
**Occupied Space is 100% as of December 2020: The incubator has a total of 19 offices and 19 of them are occupied. Future clients will use our virtual program**



**Anchor Tenants:**

Company Name
<ul style="list-style-type: none"> <li>• African American Entrepreneurs Association</li> <li>• Hurgarian Hub</li> <li>• SCORE</li> <li>• Volusia County Economic Development Division</li> </ul>

Floor Plan – Incubator Clients as December 31, 2020



**VOLUSIA  
TECH HUB and**  
UCF | **Business Incubation  
Program**  
UNIVERSITY OF CENTRAL FLORIDA

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ONLINE SPEAKER  
**JANUARY  
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GUEST SPEAKER  
**Dr. Jim Cairns**  
**The Cairns Foundation**

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