

## Quarterly Report January 15, 2013 4Q12



***As outlined in the Agreement between the UCF Research Foundation and the Volusia County Economic Development, UCFBIP-Daytona Beach International Airport is to submit quarterly reports to the County. The UCFBIP must show the amount of space leased, the types of businesses present, jobs created, and the number of workshops held.***

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## Summary Report

The fourth quarter of 2012 saw the UCFBIP Daytona Beach International Airport operation continue progressing. Two clients moved out of the area; however, several interviews and meetings with potential clients produced 3 new clients.

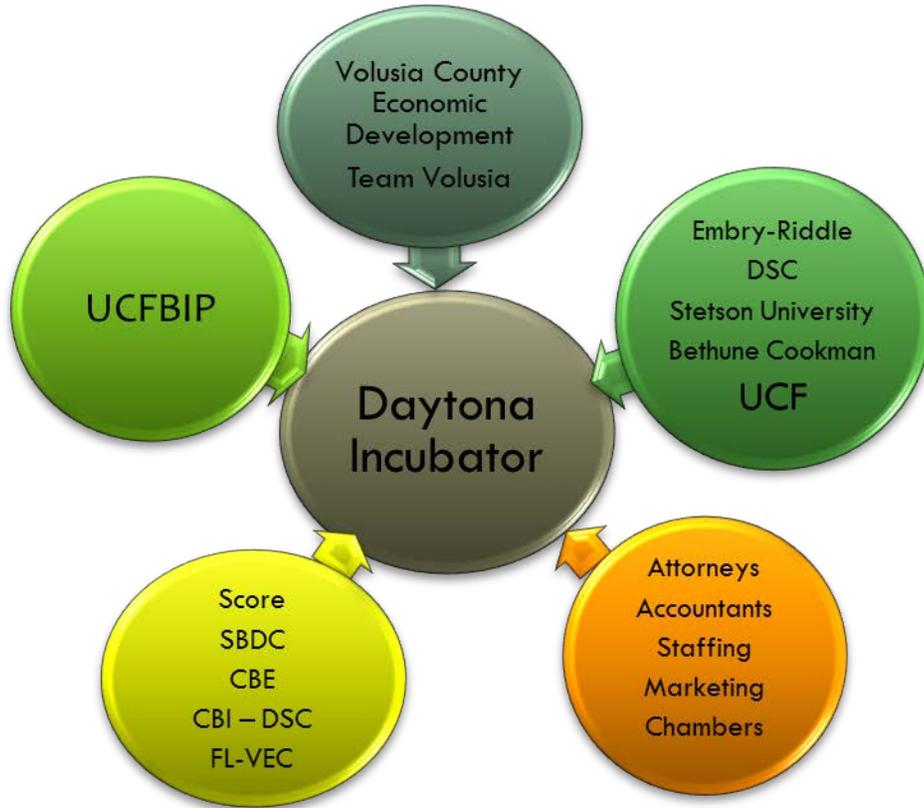
Approximately 25 local entrepreneurs and incubator clients took advantage of our full-day Human Resources Symposium on November 27, 2012. Industry experts provided information on *Understanding the Hiring Process*, *How to Comply with Employment Contract Regulations*, *Employment Tax Guidelines*, *The Role of a HR Manager*, and *The Importance of Hiring the Right People*. In addition, information on How to Hire Student Interns was presented by a panel consisting of representatives of the five major local universities.

As a follow-up to the HR Symposium sponsored by Snell Legal and Center for Business Excellence, Entrepreneurial Mornings at the Incubator – Q&A with the Mentor, a workshop held on December 19, 2012 provided over 15 businesses of all levels the opportunity to spend quality time in a small group setting with Dr. Jim Cairns, Executive Director of Cairns Foundation, Inc., asking questions pertinent to their individual businesses. This event was so popular that Dr. Cairns volunteered to meet individually with participants who would like one-on-one business counseling.

As a result of symposiums held at the UCF Business Incubator at Daytona Beach International Airport, two business partners have been added in 2012 to assist the UCFBIP clients: Deb Cheslow Consulting and James Moore & Co.

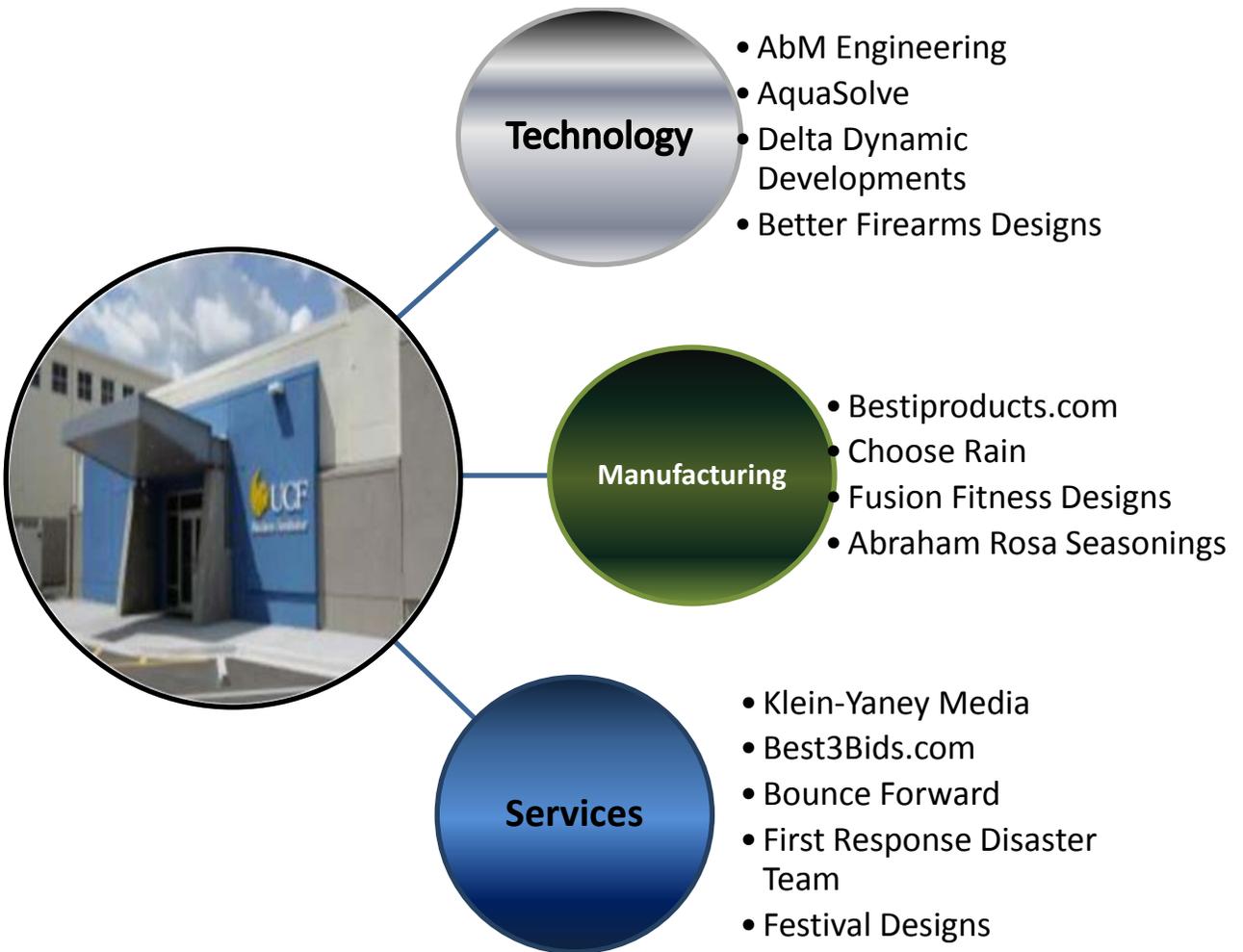
Last but not least, we continued building relationships with the local business community, and today we have planted a very strong foundation which will assist us in helping the incubator companies to succeed. Below is the result of this initiative:

Strategic Partners and Volusia County Entrepreneurial Ecosystem



**Incubator Metrics:**

**1. Number of Companies at the Volusia County UCF Business Incubator: 13**



**2. Total Number of Jobs Created: 37**

3. Companies' Description:



**AbM Engineering - CEO: Dr. Magdy Attia**

Founded in 2003, AbM Engineering is a firm that offers engineering services to small businesses who otherwise can't afford or don't have the need for full-time engineers. The company, which specializes in mechanical, aerospace, drafting and software engineering, also offers CAD training and LEAN engineering consulting.



**Delta Dynamic Developments - CEO: Dr. Allen Jackson**

3D is a company started by Florida Eye Research and Surgical Therapy (F.E.R.S.T.) Institute owner Dr. Allen T. Jackson. Dr. Jackson, an ophthalmic surgeon treating all types of eye related disease, has developed a new eye drop to treat dry eye and ocular surface inflammation. 3-D is also working on other medically-related products to enhance and maintain health of the general community.



**AquaSolve, LLC**

This group of principals are developing water purification systems for a variety of markets. The initial product is a solar powered water purification backpack that can be used for disaster relief, military, or people who live off-grid. Other products include a large scale water purification system that supports the backpack through maintenance in the field and also able to purify water for thousands of people every day.



**Better Firearms Designs LLC - CEO: Cliff Benjamin**

This company is a gun manufacturer owned by Cliff Benjamin who has a patent on a gas-retarded blowback system that provides a cost-effective way to retrofit 1911 pistols for greater accuracy, greater reliability and less recoil.



**Best iProducts LLC - CEO: Robert Skelton**

Developed by Robert Skelton, the iEraser™ is the company's flagship product. The iEraser™ is unparalleled in its ability to clean fingerprints and smudge from glass-screened tablets, monitors and flat screen TVs.



**Choose Rain LLC- CEO: Larry Curran**

Choose Rain is a company that collects and bottles rainwater in biodegradable and recyclable bottles. It has an Ormond Beach facility that can capture 2.2 million gallons of rainwater annually from its 75,000-square-foot roof. Owner Larry Curran promotes the eco-friendly water as an alternative to other bottled waters on the market.



**Fusion Fitness Designs - CEO: Phaedra Lee**

FFD provides high-end, sleek and stunning fitness strength training equipment which can be customized with endless possibilities. Their quest for perfection and expert workmanship produces the highest quality products, blended with old world techniques that reflect their passion .



**Abraham Rosa Seasonings - CEO: Ana Rosa Randolph**

Abraham Rosa Seasonings is a second generation business. She provides a unique seasoning made from her Caribbean family recipe.



**Best 3 Bids LLC - CEO: Mike Bowen**

With 28 years of experience in construction management, **Best3Bids'** owner Mike Bowen has created a web-based company that simplifies the process of getting three bids for construction projects. Consumers can choose from 90 categories in the home-improvement and construction industries. B3B LLC also assists contractors by connecting them with potential customers.



**Klein-Yaney Media - CEO: Kimberly Yaney**

KYM strategizes powerful interactive advertising providing unique customized professional services. Their goal is to bring national level marketing campaigns to small and mid-sized businesses. Comprehensive campaigns from creative concept to completion are developed to change consumers buying habits, helping businesses to compete and prosper.



**Bounce Forward - CEO: Mike Panebianco**

Bounce Forward develops online training experiences for a variety of users. From ESL (English as a Second Language) for the hotel industry, to a counter-bullying program for families, which is in development, we create interactive learning programs that help people to live and work more confidently



**Festival Designs, LLC - CEO: Scott Chesley**

FD is an innovative company that specializes in festival creation and management. Festival Designs provides consulting, design, management and measurement systems for all aspects of festival operations. The mission is to build world-class festivals, create world-class design and operations teams, create an innovative festival training facility and engage the communities that they work within to create stakeholder pride.



**First Response Disaster Team - CEO: Anne-Marie Poulin**

A Certified General Contractor and licensed Mold Remediator in the state of Florida, First Response brings a refreshing sense of empathy and professionalism to the restoration industry. Mold Remediation as well as water, fire, and smoke restoration is the focus of First Response Disaster Team. They help people through tough times!

**4. Incubator Metrics By Quarter:**

Metrics	1Q12	2Q12	3Q12	4Q12
# of Jobs	20	24	31	37
# of Companies	9	11	11	13
# of Interviewed Prospects	12	10	7	8
# of Companies Applied	6	4	2	4
# of Companies Accepted	3	3	3	3
Graduate Companies	1	1	2	3

**5. Clients' Websites:**

Company Name	Status	Company Website
1. AbM Engineering	On-site Client	<a href="http://www.AbMengr.com">www.AbMengr.com</a>
2. Abraham Rosa Seasonings	Off-Site Client	N/A
3. B3B	Off-Site Client	<a href="http://www.Best3Bids.com">www.Best3Bids.com</a>
4. Best iProducts.com	Off-Site Client	<a href="http://www.THEIERAISER.com">www.THEIERAISER.com</a>
5. Choose Rain	On-Site Client	<a href="http://www.chooserain.com">www.chooserain.com</a>
6. Fusion Fitness Designs	On-Site Client	<a href="http://www.fusionfitnessdesigns.com">www.fusionfitnessdesigns.com</a>
7. Bounce Forward	Off-Site Client	<a href="http://www.nobullyfear.com">www.nobullyfear.com</a>
8. Network Custom Guns/Better Firearms Designs	Off-Site Client	<a href="http://www.betterfirearmsdesign.com">www.betterfirearmsdesign.com</a>
9. Festival Designs	On Site Client	<a href="http://www.festivaldesigns.com">www.festivaldesigns.com</a>
10. Delta Dynamic Developments	On-Site Client	N/A
11. Klein-Yaney Media	Off-Site Client	<a href="http://www.K-YMedia.com">www.K-YMedia.com</a>
12. AquaSolve LLC	Off-Site Client	N/A
13. First Response Disaster Team	Off-Site Client	<a href="http://www.thedisasterteam.com">www.thedisasterteam.com</a>

## 6. Training and Conference Room Use:

Company Name
<ol style="list-style-type: none"><li>1. Client/Tenants Use of Rooms – 15</li><li>2. Client Review – 4</li><li>3. CEO Roundtable – 2</li><li>4. Outside/Community Use - 6</li><li>5. Incubator Workshops - 2</li><li>6. Incubator Advisory Board Meeting – 1</li></ol>

## 7. Incubator Presentations, CEO Roundtables, and Educational Events

Events
<ul style="list-style-type: none"><li>• Incubator presentation at Port Orange Chamber – Leads Group</li><li>• Incubator Presentation at Ormond Beach Chamber – Economic Prosperity Committee</li><li>• Incubator Presentation to Team Volusia - new CEO</li><li>• Incubator Presentation to Daytona Incubator Advisory Board</li> <li>• Clients' CEO Roundtable</li> <li>• Full-Day HR Symposium with experts in 6 areas in addition to a panel from the 5 major local universities advising entrepreneurs how to hire student interns</li> <li>• Entrepreneurial Mornings at the Incubator – Q/A with the Mentor – This is a two-hour session allowing entrepreneurs of all levels to ask questions to successful entrepreneurs. December was with Dr. Jim Cairns.</li></ul>

## 8. Potential Partners Interviewed

Company Name
<ul style="list-style-type: none"><li>• Snell Legal</li><li>• James Moore &amp; Co.</li><li>• New Vision Videos</li></ul>

## 9. Anchor Tenants

Company Name
<ul style="list-style-type: none"><li>• SBDC – PTAC / Derek Hudson</li><li>• Florida Virtual Entrepreneur Center</li></ul>

**10. Number of Visitors: 150+**

**11. Occupied Space as of December 31, 2012: 1,064 sq. ft. = 30.1% of rentable space filled**

**12. Strategies for 2013:**

- Continue helping clients with their growth strategy
- Continue growing the Daytona Incubator with the following strategies:

