Call to Order:

The Board was called to order at 1:30 p.m. in the conference room of the UCF Daytona Beach Incubator August 18, 2014.

Members in Attendance:

Mark Andrews  Edith Shelley
John Ledgerwood  David Spitzer
Ned Harper

Dennis Stark, Jody Sylvester, and Jim Cairns were excused.

Staff Present:

Gordon Hogan, Director, UCF Business Incubation Program
Connie Bernal, Daytona Beach Incubator Manager
Pedro Leon, Volusia County Economic Development
Sally Sprague, Volusia County Staff Liaison

Gordon Hogan welcomed the board members.

Incubator Three Years Summary Report – Connie Bernal presented a PowerPoint presentation to the board and other attendees. Some highlights of the presentation were the number of training events and symposiums, use of the conference rooms, number of mentors and partners, clients’ showcase presentations, coaching session hours, outreaches, etc. Other initiatives noted were company interviews, number of assists, and current clients.

Ms. Bernal introduced two recently accepted companies: Corrine Heck of DetailsFlowers, and Dave of Rubicon Business Services.

Spin-out Process and the Development of Academic Entrepreneurs – Gordon Hogan presented a PowerPoint presentation regarding spinout and spinoff factors. This details the roles of the incubator, a spinout, the researcher and technology transfer.
Business Model Canvas Concept – Connie Bernal showed a video regarding this concept. It enables both new and existing businesses to focus on operational as well as strategic management and marketing plans. The Canvas reflects systematically the elements to real business components. Such as key partners, key activities, value proposition, customer relationship, customer segment, key resource, distribution channel, cost structure, and revenue stream.

Mr. Hogan briefly discussed the Canvas concept as well noting that it may take some companies longer to complete.

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Client Showcase: AquaSolve Business Model Canvas

Mr. Yung Wong, CEO of AquaSolve Ventures, presented a PowerPoint presentation of his canvas. AquaSolve designs and manufactures innovative, sustainable water purification systems not only for developing countries, but also for military and disaster relief applications. He uses local manufacturers for this product. Mr. Wong is seeking investors. Mentioned was the CEO Business Alliance, Germfree and a few others who may be interested.

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Several members of the audience asked questions on how to get into the incubator program.

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Next meeting: Ms. Sprague will poll the members as to their availability for the month of November.

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Meeting adjourned at 3:00 p.m.