UCF Incubation Program Expands – New Centers Added in Orlando and Seminole County

Nearly 200 people, including city, county and university officials, united in February 2008 to open the latest expansion of the University of Central Florida Incubation Program in Winter Springs – the new UCF Seminole County Incubator.

Like its sister program, the UCF Technology Incubator in Orange County, the 10,000 square foot Seminole incubator provides office space for emerging high-growth companies, as well as coaching and mentoring, training, educational and networking opportunities. The goal of those involved with the incubator is simple: provide enough assistance to area business start-ups that will help them make an impact on the economy.

CONTINUED ON PAGE 2

University-Driven Community Partnership Provides Early Stage Companies With Enabling Tools, Training And Infrastructure

The UCF Incubation Program is a family of business incubation facilities in Metro Orlando to provide tools, training, infrastructure and more to start-up companies in the community. In partnership with a wide array of organizations, UCF has established facilities in five locations to serve various sectors of the community.

Business incubation is a critical element of Metro Orlando’s economic development strategy. Studies show that 95% of companies stay in the community where they are established. Incubator support greatly reduces the risk of failure and 87-91% of companies that graduate from an incubator program are still in business five years later.

Since its opening in 1999, the Incubator has served over 100 emerging companies (including over 60 current clients), which have generated over 900 new jobs and more than $200 million in annual revenues.
Welcome to the inaugural issue of The Accelerator. The purpose of this newsletter is to keep our clients, partners, sponsors, volunteers, and staff informed about the activities of the UCF Incubation Program.

MESSAGE FROM TOM

Dr. O’Neal said he has a goal of filling the remaining 13 openings within the next year. “If we just add one a month, we’ll be there.” While some are tech-oriented, O’Neal noted other businesses also are welcome, as one of the seven new members is a law firm, another a wireless communications company and yet another specializes in finding obsolete parts.

In addition to the opening of the Winter Springs facility, the UCF Incubation Program opened the Orlando Business Development Center, District 2 (OBDC2). Created as the vision of retired Orlando City Commissioner Berry T. Wyman, the OBDC2 incubator will be used to accelerate the growth and success of entrepreneurial companies in Orlando’s District 2 region. Wyman’s legacy continues with efforts spearheaded by Commissioner Tony Ortiz.

Site Manager, Jacqueline Barton commented “As Orlando’s only mixed-use and green incubator, our focus is to serve a variety of businesses as an economic development tool that fosters growth and entrepreneurship in an environmentally-friendly way.” Barton added that the OBDC2 is full with four inhouse client companies and recently added a fifth virtual client. Plans for the facility are to expand by January 2009 with ten additional offices. Funding for the facility is provided by the City of Orlando in partnership with UCF.

In Orlando and Seminole County

Funding for the facility was made possible by Seminole County Government, with assistance from the City of Winter Springs and the Florida High Tech Corridor, according to Dr. Tom O’Neal, director of the UCF Incubation Program. The University of Central Florida also contributes and administers the programming.

“The ink on the grand opening is dry and the incubator already has seven companies in place. The companies here are mainly high growth, high technology businesses,” said Esther Vargas-Davis, Site Manager.

Incubator Calendar and Events

June 10 - July 2, 2008 Excellence in Entrepreneurship Certificate Course

Taught by experienced entrepreneurs, professional service providers and entrepreneurship faculty from the University of Central Florida, this dynamic, intensive short course explores the realities of planning and starting a company and helps you learn how to successfully develop and launch a business. Limited to 20 participants.

UCFIT Lunch & Learn Series

Time: 11:30am – 1pm

Lunch is provided

• June 12
• July 10
• August 14
• September 11

To register for these events or for more information, visit: www.incubator.ucf.edu or call 407-882-0292.

UCF Incubation Program Advisory Board – Spotlight

Jim Boyle, Managing Partner, Inflexion Partners

Jim is a venture capital investor with over 15 years of experience, primarily on behalf of Northern Telecom Limited, Bell Canada Enterprises, and Capital Communications CDP; a subsidiary of La Caixa de dépôt et placement du Québec (a large Canadian pension fund). Jim’s financial skills were developed in the corporate finance departments of Unitech Carbide Canada Limited and Norrelco.

Prior to joining Inflexion Partners, Jim was the Chief Operating Officer for TelmInvest Management Corporation. TelmInvest managed an investment allocation from Capital Communications CDP; primarily focusing on telecommunications opportunities in Latin America and Asia. Jim holds an HBS degree in Chemistry from Lakehead University, Thunder Bay, Ontario, Canada, and a M.B.A. in Finance and Accounting from McMaster University, Hamilton, Ontario, Canada.

John Lewis, Economic Development Administrator, Orange County Government

John Lewis was Orange County’s first Economic Development Administrator, and has served in this position for almost 14 years. His responsibilities include advising County officials on economic development issues, assisting the company’s economic development activities, and serving as a liaison with business, educational, and community organizations.

UCF Incubation Program Advisory Board

Benefits of the board include:

• Recognition in quarterly Incubation Program newsletter

• Mentoring and access to new client and graduate companies

• Contributing to the growth and success of emerging technology companies in Central Florida

• Opportunity to serve on the advisory board with 2 year term

For more information on how to become a member of the Advisory Board, please contact Gordon Hogan at 407-882-1577 or via email at gbayne@ucf.edu.

See full list of the Board on page 4.
UCF Incubation Program Locations

**Downtown Orlando Incubator**
37 North Orange Avenue
Orlando, FL 32801
407-882-0202
Site Manager: Gordon Hogan

The Downtown Orlando Incubator is located on Orange Avenue near technology and other high-growth companies that can benefit from the Downtown location. The facility is a partnership with the City of Orlando.

**Orlando Business Development Center/District 2 Incubator**
3218 E. Colonial Drive, Suite G
Orlando, FL 32803
321-281-8343
Site Manager: Jackie Barton

The Orlando Business Development Center/District 2 incubator opened in December 2007. A partnership with the City of Orlando, the Center is a general business incubator to support primarily non-technology startups.

**Photronics Incubator**
College of Optics and Photonics
University of Central Florida
4000 Central Florida Blvd.
Orlando, FL 32816
407-882-1577
Site Manager: Gordon Hogan

The Photronics Incubator is housed in the Center for Research & Education in Optics & Lasers (CREOL) on the UCF main campus. The facility offers laboratory space for technology development partnerships between industry and UCF researchers. Supported by funding from the US Economic Development Administration, the incubator accelerates the movement of innovative laser and optics technology into the marketplace.

**Technology Incubator**
(located in the Central Florida Research Park)
1257 Research Parkway, Suite 300
Orlando, FL 32826

**UCF Incubator-Seminole County/Winter Springs**
1511 E. State Road 434, Suite 200
Winter Springs, FL 32708
407-278-4880
Site Manager: Esther Vargas-Davis

UCF Incubator-Seminole County/Winter Springs opened its doors in February 2008 to serve high growth startups in Seminole County. The incubator is a partnership between UCF Seminole County Government, the City of Winter Springs and the Florida High Technology Corridor. The modern facility, conveniently located in the Vitavista Office Center building on East S.R. 434 at the 41st St. overpass, features 10,000 square feet of space, and includes flexible office space, a conference/training room, a boardroom, mini-conference rooms, a café and networking areas, metro-Exhibit fiber connectivity, a reception area, and some office equipment.

2008-09 Members of the UCF Incubation Program Advisory Board:

**Randy Bertridge**
Florida High Tech Corridor Council

**Sena Black**
Enterprise Florida

**Jim Boyle**
Inflexion, Inc.

**Terecne F. Brennan**
Roetzel & Andress

**John Bosh**
City of Winter Springs

**Thomas Chatzman**
Downtown Orlando Board Community Redevelopment Agency

**Dr. Tom Koon**
UCF/College of Business Administration

**Kim King**
City of Orlando

**John Lewis**
Orange County Government

**George Livingston**, CIPS
NAI RealWest Partners, Inc.

**Bill McDermott**
Law Offces of Brian S. Steinberger, P.A.

**Gary Moses**
RBC Centura Bank

**Brian Steinberger**, P.A.
Law Offices of Brian S. Steinberger, P.A.

**UCF DOWNTOWN INCUBATOR**

**PHOTONICS INCUBATOR**

**ORLANDO BUSINESS DEVELOPMENT DISTRICT**

**SOUTH FLORIDA INNOVATION CLUSTER**

**PARADISE**

**UCF Downtown Incubator**

**IMPROVING THERAPY ENHANCING LIVES**

Founded in early 2006, Therigy is a biopharmaceutical services company focused on improving the use of biotech therapy to achieve superior healthcare outcomes through the integration of therapy management and technology. Through Therigy’s consulting and solutions delivery, clients can achieve optimal clinical results across all distribution channels. Therigy’s customers include: health plans, pharmaceutical manufacturers, and pharmacy providers. The company is the healthcare industry’s leading source of information, resources and advisory services in the area of specialty pharmaceuticals and costly chronic disease therapies. Therigy experts provide trusted knowledge and resources to organizations that invest-in, manufacture, dispense, pay-for, and administer specialized therapies, ensuring earlier and latest advanced therapies are adopted quickly, appropriately, and economically with the best possible outcome for patients. Therigy’s seasoned experts provide hands on engagement and consulting services to assist organizations in operational evaluation, optimization, planning, and deployment of programs and processes for clinical and economic success. Russell Allinson, RPh, MS, CEO & Chief Clinical Officer, has extensive knowledge, accumulated throughout his career, which earned him a place among the industry’s most respected authorities on topics such as specialty pharmacy operations and biotech therapies. A co-founder of Therigy, Allinson directs the company’s clinical focus, leading the clinical research team to develop thought leadership to Therigy clients through Therigy publications and hands-on engagement. Co-founder, Joseph Morse, President and COO, manages Therigy’s day-to-day operations, as well as identifies client needs and delivers a range of services and expertise ensuring that Therigy clients reach their full potential.

**Therapy is located in the historic Angeilli Building in Downtown Orlando, Florida. Contact: Russell Allinson, 407-392-8750**

**Applicate Associates, LLC** is a materials and process technology development company that enables production of the next generation of semiconductor chips (nano) which lead to lower cost circuits. Applicate’s suite of patented and proprietary materials processing technologies improve yields compared to conventional technologies. Currently, the company is developing materials processing for the sub 22-nanometer range. Applicate’s nanotechnology processing capabilities allows its licensees to stay well ahead of the next process node for advanced semiconductor technology. Additionally, Applicate provides consulting services coupled with turn-key solutions that are available for licensing.

**Ozzie Coto**, CEO of Applicate, a company co-founded by Nat Quick (CEO of Applicate) and Coto, to commercialize technologies created by Applicate Associates, LLC. commented, “We take deep pride in being part of the UCF incubator. It gives us access to a large number of key services, and facilities, that we rely on for our success. Even more important are the relationships we’ve been able to establish with the wonderful folks of the incubator and CREOL. The professionals we’re interacting with are world-class.”

Coto added, “The folks at the incubator took note of our unique needs and found us suitable lab space inside of the Tomorow Laser Institute (CREOL). This made it possible for us to be in close physical proximity to the people, the equipment, and the services we need. Additionally, access to commercialization has included the creation of a separate company named, Rollect. It also has benefited from the close relationship with the incubator. Rollect’s purpose is to bring our inventions to market quickly and efficiently by focusing solely on the needs of the consumer.” Contact: Ozzie Coto, 321-356-6441

**Social Security Advocates, LLC**

SSA was founded by Jessica Carrasquillo, who started the first location in a business incubator in Tennessee. In January 2008, the team uped with Joanna Romain to open the Orlando office at the OBDC2. The team utilizes their expertise to streamline the process for their clients with an emphasis on the growing Hispanic community, offering free consultations without fees unless benefits are granted. According to Romain, “The growth process is lengthy and can take several years. I started this business because I want to make a difference and help people to understand the process and get answers to their questions. Compassion works... all people want is a simple explanation.”

SSA completes the paperwork, monitors the progress of the application, and works through the appeals process. They give personal attention as they gather medical information, and communicate with various government offices to follow the file progress, which has resulted in SSA’s growing success. Contact: Jeanette Roman, 321-281-8376
I fully anticipate the day when people planning small meetings wonder how they ever managed without iConvene.

- Terry Jones, Founder of Travelocity

As hire about 15 new people, including software developers, Internet marketing specialists and call center employees.

“I never understood why I could book a trip around the world online, but couldn’t plan a small meeting with the same ease,” said Mark Thomason, iConvene co-founder and chief executive officer. The idea for the company resulted from the frustration he felt over the amount of time it took to locate and secure a meeting room for a non-profit committee meeting he was responsible for coordinating.

The non-travel meetings industry is an $80 billion business in the United States and a primary driver of the Central Florida economy. While major meetings and events are almost always handled by professional meeting planners, Thomason and Co-Founder David Krinker realized that there was nothing in place to help individuals responsible for planning their own small meetings.

Carol Ann Dykes, UCF Technology Incubator site manager, said, “iConvene was a natural fit for our program because it’s an innovative technology that meets a clear-cut need, and it targets the hospitality industry – a vibrant sector of our local economy. We exist to help develop high-tech companies that create all kinds of jobs. Not only does iConvene create new local jobs, but it supports other businesses in the Central Florida region.”

The company has benefited tremendously from its alliance with the UCF program, as evidenced by its acceptance in the Florida Venture Forum’s 2008 Early Stage Venture Capital Conference in May. iConvene was one of 15 presenters selected from approximately 200 applicants seeking capital.

Terry Jones, founder of Travelocity, said, “I’ve reviewed iConvene’s business model and technology in great detail and see tremendous potential. It’s a robust tool that can expand as user needs continue to unfold and the company grows. It serves a need and provides an on-demand solution that’s available 24/7. Consulting is not the same thing as seeing and, I fully anticipate the day when people planning small meetings wonder how they ever managed without iConvene.”

Thomason added, “One of the steps we took before we formed iConvene was to take the Incubator’s Certificate to Entrepreneurship course. We saw the course as one of our litmus tests to see if we were ready and the concept was interesting to an objective third party. It was… and we were one of three companies to be admitted into the Incubator during that course. Since then we’ve greatly appreciated the support that the program has offered us. We highly recommend the UCF Incubator program to anyone else who is ready to start their own technology business.”

Contact: Mark Thomason, 407-332-8885

Dr. Nilabh “Neil” Chaudhary is the CEO and Director of R&D. He has 15 years of management, commercialization, and research experience at biotech companies in Houston, Boulder, and Cleveland. Before joining the biotechnology industry, Dr. Chaudhary conducted molecular cell biology research in the laboratory of Nobel Laureate Günter Blobel at the Rockefeller University and Howard Hughes Medical Institute in New York.

He and co-founder Kiminobu Sugaya, Ph.D., have been extremely successful in obtaining both federal and state funding, which, in turn, has enabled them to initiate research with collaborators at UCF and elsewhere. Already we have generated exciting new drug safety data that will fuel the aggressive development of NeoCyte’s lead drug candidate for Parkinson’s disease.” added Dr. Chaudhary.

Contact: Nilabh Chaudhary (Neil), Ph.D., (407) 408-9566

novel therapies for neurodegenerative diseases and stroke. Dr. Sugaya is NeoCyte’s Chairman and Chief Scientific Officer.

The UCFTI incubator staff has been extremely supportive during our startup and growth phase. We have benefited from their early mentoring regarding technology licensing, business planning and management strategies, and very important, establishing a path to both public and private sources of financing.

- Dr. Nilabh Chaudhary

While major meetings and events are almost always handled by professional meeting planners, Thomason and Co-Founder David

UCF SEMINOLE COUNTY INCUBATOR PROCURES AND DISTRIBUTES ELECTRONIC COMPONENTS WORLDWIDE NR Electronics, LLC is a full line stocking distributor of electronic components with offices and warehouses in Europe and USA, at the new UCF – Seminole County Incubator in Winter Springs.
Providing Simulation And Training Solutions

AVT Simulation provides professional engineering services and training solutions to the simulation, training and entertainment markets. Since its inception, AVT has been fortunate to provide its highly specialized staff of engineers to some of the top leaders in the simulation industry.

Some of these industry leaders include: PEOSTRI, NAVAIR, Morgan (a Stanley Company), Rockwell Collins, Advanced Systems Technology, Lockheed Martin Information Systems and DEI Services Corp

Founded in 1998 by Robert Abascal, a former software architect from Bell Helicopter and Lockheed Martin, he had a vision to service the simulation and training industry with niche applications and consulting services. In 1999, Abascal hired another former software engineer from Lockheed Martin to provide software engineering services to several training companies located in the Central Florida Research Park. Abascal recognized several gaps in the training market that weren’t being addressed and spent much of his time developing software tools to simplify Host-to-Image Generation integration and tools to provide quicker host development. In April 2002, Cliff Ingari, Larry Rodd and J. Bruce Howie joined AVT to support the US Army’s Close Combat Tactical Trainers (CCTT).

In February 2003, based on the growing success of the support AVT was providing to PEOSTRI, AVT was asked to provide visual engineering support to PM Comanche. In September 2003 AVT joined the University of Central Florida Technology Incubator program, graduated in July 2007 and established offices in Research Park located in Orlando, Florida.

Based on the growing success of providing highly specialized engineers, today AVT supports PEOSTRI and NAVAIR with 15 engineers and project directors. Some of the PEOSTRI programs that AVT support include CCTT AV-CATT, GCTT, Gaming Technology, Special Operations, SECORE and Future Combat Systems. AVT continued its growth in 2004 through 2006 by providing integrated solutions to its commercial customers on such programs as the EA-6B, the T-44A, the E-2C/D OFTs.

In 2006 AVT obtained a Prime contract with the USAF’s 508 Aircraft Sustainment Wing to provide maintenance to 25 existing visual databases and to develop 10 new databases. The growth and success of AVT is contributed to its professional staff, proven leadership, customer first/people first management philosophy and its commitment to provide products and services in a cost-effective manner that exceeds customer expectations and schedule.

AVT Simulation is a highly regarded simulation and training company that services US DOD, UK MOD and commercial training companies. Headquartered in the hub of the training and simulation industry, Orlando Florida, AVT today employs over 30 employees comprising some of the best in the simulation and training industry. Contact: Robert Abascal, www.avtsim.com

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