



Best Wishes To All Our Friends and Colleagues in 2011!

Fall/Winter 2010

**Attendance Record Shattered at EDC's 13<sup>th</sup> Annual Showcase  
Plans for 2011 Life Science Conference Underway**

On Friday, November 12<sup>th</sup> EDC held its 13<sup>th</sup> annual Emerging Technology Business Showcase where nearly 300 entrepreneurs, investors, business and academic leaders and service providers gathered to preview some of the most exciting new companies in the region, learn about current investment trends, and make valuable connections for accelerated business development.

Themed "Growing Our Entrepreneurial Ecosystem", this year's conference featured an afternoon track for the Economic Gardening GrowFL program, which provides technical assistance and other support services for Florida's second-stage growth companies. Startups learned from second-stage companies how to cross the dreaded "Valley of Death" successfully, and all entrepreneurs had the opportunity to discover new partnership opportunities and connect the dots to create a thriving entrepreneurial climate in our region.

"We are delighted that so many members of the science and technology community came out and joined us at ETBS this year," said Jane Teague, EDC executive director. "The conference offered a little bit of something for everyone, and it is gratifying to know that so many people share our vision for a vibrant, diversified economy in our state."

EDC's next event is its annual Life Science conference, taking place on May 11, 2011 at Florida Atlantic University. 2011 marks the 10<sup>th</sup> anniversary of this event which started at FAU, and it will feature a look back at the evolution of South Florida's Life Science cluster during the past decade, including scientific achievements and economic development highlights, as well as a look forward towards the next decade.

**Update - Florida Economic Gardening Institute GrowFL Program**

The Florida Economic Gardening Institute is accepting applications for the second year of the GrowFL program. With renewed funding from the Florida Legislature, GrowFL provides assistance to second-stage companies in the following areas: defining your business strategy, developing your management team, identifying new markets and understanding your competition. If your company meets the following criteria, you may qualify to receive a free suite of economic gardening support services including 40 hours of Technical Assistance, a 1-year scholarship to a local CEO Roundtable facilitated by CEO Nexus, and access to CEO Forums, events, and a statewide referral network.

- Be a for-profit, privately held business based in Florida
- Employ at least 10, but not more than 50 people
- Have gross revenues between \$1 - \$25 million
- Be a company focused on growth, and have a history of growth with increases in the number of employees or gross revenues during at least three of the last five years, and
- Operate in the following sectors: manufacturing; finance and insurance services; wholesale trade; information industries; professional, scientific and technical services; management services; and administrative and support services.

For more information visit [www.GrowFL.com](http://www.GrowFL.com) and click on the orange "Apply Here" button or contact Raymond Leavitt at [rleavitt@edc-tech.org](mailto:rleavitt@edc-tech.org).

**Boca Raton Technology Business Incubator News**

**HiConversion** On November 23, 2010, Littlebanc Advisors, LLC of Boca Raton, Florida, announced the completion of a \$1.33 million Series A Preferred Stock financing for Hiconversion, Inc. to a single affiliated Institutional Investor, Lb Merchant, LLLP. This represents another successful funding of a Florida company by Littlebanc Advisors, who acted as the sole placement agent and financial advisor. [www.hiconversion.net](http://www.hiconversion.net).

**LinguaSys** On December 6, 2010, Linguasys, a next generation Machine Translation company launched TGPhoto, an application enabling users to photograph foreign signs on Android and Blackberry devices and get instant translation. [www.linguasys.com](http://www.linguasys.com).

Additionally, EDC is pleased to welcome the following **new companies** into the incubator program:

**Codemasters International** – Custom application development technology. [www.codemastersintl.com](http://www.codemastersintl.com)

**eApplications Software** – Application development and consulting services in the wireless/telecom industries. [www.easotech.com](http://www.easotech.com)

**Get On The Map** – Software training program or service that ensures businesses are listed properly with the online search engines. [www.getonthemap.biz](http://www.getonthemap.biz)

**PsyGineering** – 2010 FAU Business Plan Competition Winner. Engineering/Design Services / Brain-machine interface platform.

Limited office space is available within the Incubator. Contact Christine Cannon at [ccannon@edc-tech.org](mailto:ccannon@edc-tech.org) for details.

**EDC Board of Directors**

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## Building Science & Technology Enterprises

Fall/Winter 2010

### ***Incubate Miami Hosts Demo Day and Startup Weekend; Expands Incubator Footprint***

On December 2, 2010, Incubate Miami held its first Demo Day for companies that participated in a 12-week accelerator program, which brought advisors and other business development resources together with entrepreneurs. Demo Day showcased four companies who each presented for 10 minutes to an audience of 100 entrepreneurs, investors and service providers. Participating companies included:

**YouCeleb.com** - a Direct to consumer celebrity styles through a crowdsourcing purchasing model;

**FreeLunched** - a Social Media rewards programs able to extend brand loyalty programs over social networks;

**Razient** - a system for global supply chain tracking. Real world global incident management to assist manufacturers with maintaining a consistent supply chain;

**Kidzbux** - a platform that helps children learn the value of money.

Incubate Miami also hosted its second annual "Startup Weekend" event November 19 - 21 in downtown Miami. The popular, 54-hour long event focused on building web or mobile applications over the course of the weekend. More than 80 people with diverse skill sets attended, and by the end of the weekend, a total of 10 applications were created which included: "Hairhookup", "democrathings", "didtheyPay", "Judgr", "HipHop Stock Market", "Easyanswers", "VibelD", "LovingApp", "thedailycramp", "Tell-ursalary.com", and "textwhosenext".

Finally, Incubate Miami has expanded to meet the high demand for additional space in downtown Miami. Contact Juan Porras at [juan.porras@incubatemiami.com](mailto:juan.porras@incubatemiami.com) for more information about office space and upcoming events and programs.

### ***Megawatt Ventures Business Plan Competition***

MegaWatt Ventures is an annual clean energy business plan competition that is sponsored by the U.S. Department of Energy in conjunction with Florida's universities. Students, entrepreneurs and faculty are all invited to participate in this exciting program that brings innovation, entrepreneurship and the energy industry together to launch companies that have the potential to create new jobs and help solve today's global energy issues. Visit [www.megawattventures.com](http://www.megawattventures.com).

### ***Upcoming Events***

#### **The Business of Healthcare: Defining the Future**

**Date:** January 12 – 14, 2010

**Time:** 8am – 5 pm

University of Miami School of Business Administration

[www.bus.miami.edu](http://www.bus.miami.edu)

#### **Phase I SBIR/STTR Proposal Preparation Workshop**

**Date:** January 19, 2010

**Time:** 8am – 5 pm

Indian River State College in Fort Pierce

[www.trda.org/events](http://www.trda.org/events)

#### **Gold Coast Venture Capital Association**

Gold Coast Venture Forum

**Date:** January 27, 2010

**Time:** 5:15 - 8:30 pm

Embassy Suites Hotel, Boca Raton

[www.gcvca.org](http://www.gcvca.org)

#### **Florida Venture Forum**

**Date:** January 28, 2010

**Time:** 5:30 - 8:00 pm

Fort Lauderdale Marriott North

[www.southfloridatech.org](http://www.southfloridatech.org)

#### **Phase I SBIR/STTR Proposal Preparation Workshop**

**Date:** February 18, 2010

**Time:** 8am – 5pm

United Space Alliance, LLC in Cape Canaveral

[www.trda.org/events](http://www.trda.org/events)

#### **EDC BioTech 2011**

**Date:** May 11, 2011

**Time:** 8:00am – 5:00pm

Florida Atlantic University

[jteague@edc-tech.org](mailto:jteague@edc-tech.org)

### ***Mentors***

*Accrisoft Corporation*

*Athena Marketing*

*Bank United*

*BioFlorida*

*Boardroom Communications*

*Corporate Creations*

*Daszkal Bolton*

*Emphasys Software*

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