



ENTREPRENEURSHIP ECOSYSTEM CREATION FOR ECONOMIC DEVELOPMENT

Susan Amat, MBA, Ph.D., Founder/CEO, Venture Hive
Economic Development Advisory Board
June 11, 2014

PERSPECTIVE CONTEXT

- Serial entrepreneur from Miami
- Founder, The Launch Pad & Blackstone LaunchPads
 - Has grown to 14 universities: UCF, Case Western, UCLA, USC
 - Received grants from Kauffman Foundation, Blackstone Charitable Foundation, Fairholme Foundation, and Bradley Foundation
- Chair, STEM Board for Miami-Dade County Schools
- Chair, Startup Florida, Startup America Partnership
- White House Champion of Change



THE LAUNCHPAD®
University of Miami



Blackstone LaunchPad®



CAPACITY BUILDING CHALLENGE IN SOUTH FL

- VENTUREHIVE
- Most transient region in the US
- Little support infrastructure
- Few businesses scaling
- Poor culture of mentorship/lack of quality
- Private sector not engaged
- No “smart money” for tech startups
- Few success stories
- No tracking or documentation

WHAT'S WORKING IN MIAMI

- Mindset shifting
 - College students
 - Private sector
- Engaging students in the local business community
- Attracting & retaining new talent in targeted verticals
- Best practices and world class education
- Global branding through partnerships
- Focus on quality, accountability, and transparency

VENTURE LIVE

VENTURE HIVE U

COLLEGE STUDENT ENGAGEMENT & RETENTION

- Culture shifting – solving problems!
- “Make a job” instead of “take a job”
- Slow success instead of fast failure
- Individual development focus through experiential learning
- Connecting students to local business community
- Curated best-practice resources
- Network across region/country/globe
- Training, transparency, and accountability

CAMPUS-WIDE, INTERDISCIPLINARY, COCURRICULAR

VENTURE HIVE

ACCELERATOR FOR ECONOMIC DEVELOPMENT

- Recruit startups on industry verticals
- Engage private sector from those chosen verticals
- Zero equity – no barriers to recruitment
- Individual and venture development
- World-class curated resources and support
- 230K for program support from Miami DDA (2 years) + 250K for ten 25K grants/year from County Mayor (4 years) = 70+ jobs created and 20:1 investment leverage < 1 year



RAMP-UP PHASE //

- 9/28/12- Application Released
- 11/5/12 - Application Deadline
- Due diligence and judging
- 11/30/12 - **Top Ten selected for a \$25K no-equity grant, our support, and a year of space**



		Applications			
U.S.		LATAM		Europe	
74	58%	47	37%	6	5%
Hospitality/Tourism		Healthcare		Creative	
39	31%	20	16%	68	53%

**Less than 4 months:
Applications to opening day!**

VENTUREHIVE®



ROI from 2013 Class //

- Investment Leverage
 - 4 months = 2.6:1
 - 9 months = 12: 1
 - By 12 months = 20:1
- 26 new companies and relocations
- 70+ jobs created



We are requesting your attendance at an invitation-only event as **Venture Hive™** presents **The Swarm!**

SAVE THE DATE

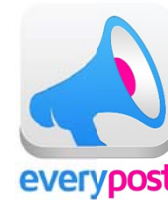
FRIDAY | APRIL 19, 2013 | 3:00 PM
1010 NE 2nd Avenue | Miami, FL 33132

DOORS OPEN 3:00PM
DOORS CLOSE 3:30PM
PRESENTATIONS 3:30-6:00PM

BBQ catered by WILL CALL starts at 6PM
FREE PARKING

RSVP by 5PM, Wednesday, April 17th
to RSVP@VentureHive.org

🏠 www.venturehive.org
✉ info@venturehive.org
📘 facebook.com/theventurehive
📱 @venturehive, #ventureswarm
☎ (305)735-1274





2014 Class//

- Applications from 23 countries
- Ten startups selected – Bangalore, Bucharest, Buenos Aires, Caracas, Madrid, Medellin, Miami, and Panama City
- Next class in September!



Applications							
U.S.		LATAM		Europe			
89	61%	34	23%	13	10%		
Hospitality/ Tourism		Healthcare IT		Creative Content		Trade/Logistics	
78	39%	26	13%	70	35%	26	13%

THE VISION

ACCELERATOR
& INCUBATOR
for scalable
tech companies

VENTUREHIVE

Venture Hive Accelerator
generates world-class
entrepreneur education
content

VENTURE HIVE II
for university students

VENTURE HIVE PREP
for students K-12

TURNKEY PLATFORM SOLUTION ALREADY DEVELOPED



Individual & Venture
Level Metrics



Customized to
School, University
& Community Needs



Validated System:
Real-time Reporting,
Content & Support



Entrepreneur and Support
System Accountability



Complete Program
Management Tool



Supports Every Stage
of Business Life Cycle:
From Idea to Exit

VENTURE HIVE ACCOMPLISHMENTS

2012

- May Miami DDA makes two year grant of support (\$460K total) for VH
- Jun Miami Dade County Mayor Carlos Gimenez commits \$1M to provide 10 grants per year (\$25k each) for VH to distribute to entrepreneurs
- Dec Miami WorldCenter offers a home to VH

2013

- Jan First accelerator program launches
- Mar Asked to join La IdEA partnership with U.S. State Department
- Apr First demo day – THE SWARM
- Jun Asked to join Caribbean IdEA Partnership with U.S. State Department
- Jul Asked to join Lions@frica Partnership with U.S. State Department
- Aug-Dec For U.S. State Department:
 - 6-day Entrepreneurship BoomCamp for Caribbean Marketplace Competition 2013
 - 3-day workshop for top 40 African tech startups in Nairobi, Kenya
 - 2 weeks of virtual mentoring plus 2-day workshop in Silicon Valley for winners of DEMO Africa and DEMO Asean
 - 6-day Entrepreneurship Boomcamp and Finale for Latin America La IdEA Business Pitch Competition

VENTURE HIVE ACCOMPLISHMENTS (CONT.)

2014

- | | |
|---------|---|
| Jan | Second VH Accelerator class (applications from 32 countries) |
| Mar | Tanzania partnership with COSTECH and DTBi – Tanzanian university network signed for 5 universities in Dar Es Salaam |
| Mar-May | World Bank - EPIC Women Caribbean virtual mentoring program for 7 women entrepreneurs |
| April | Second demo day – THE SWARM |
| May | Selected to host the first Microsoft Innovation Center in the U.S.
Offered Tech Entrepreneurship After School Program for 35 students from Miami-Dade County Public Schools |
| Jun | Venture Hive Prep Camp at the Patricia and Phillip Frost Museum of Science for 2nd - 5th grade students |
| Next | LATAM and Middle Eastern partnerships, corporate innovation partnerships, Venture Hive Prep 9 – 12 program |

FEATURED IN

THE WALL STREET JOURNAL.

Forbes[®]



The Washington Post

The Miami Herald

Florida
Trend

THE HUFFINGTON POST

The Boston Globe

HOUSTON★CHRONICLE



[Note: Also featured in over 100 additional publications.]

OPPORTUNITY FOR IMPACT

- Community revitalization: downtown, Riverwalk...
- Leveraging local strengths: marine, auto, tourism, international trade
- International branding
- Partnership to promote South Florida as a whole

VENTUREHIVE



VENTUREHIVE®

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VENTURE HIVE

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THE TEAM



Luis Amat, CTO

20 years of engineering experience, over a decade in Silicon Valley with Fortune 100 tech company as Sr. Technical Director, five years in tech startups



Dave Kershaw, Operations

Seven years running 80ksf incubator and raised/managed over \$20M in grants, directed training for high-growth startups



Ivan Rapin-Smith, Program Director

Serial entrepreneur with exits, ran TechStars accelerator in Belgium



Marisol Gomez Melzi, Content Director

Decade of project management experience in LATAM and Europe

INCUBATOR & ACCELERATOR

Non-equity grants / multi-vertical recruitment / culture of innovation



Structured Program

For Entrepreneurs: 12-week world-class program and on-going residency and support with network access



Community of Entrepreneurs

For Entrepreneurs: Top startups from around the world collaborating in a supportive environment – 31 in Miami from 18 countries



Turnkey Solution

For Governments and Private Entities: Training, educational content & complete program management platform ensuring accountability and transparency while measuring impact and activities in real time



Proven Model

For Governments and Private Entities: Proven model for developing an ecosystem building on the existing strengths in the community with documented success and high ROI

VENTURE HIVE U

Mindset-shift / global network of collegiate entrepreneurs / startup culture



Co-Curricular Program

For Students and Alumni:
Supportive co-curricular program honing and developing your individual abilities through customized, just-in-time delivery of resources



Global Network

For Students and Alumni: Access to global network of student entrepreneurs and support system, reach and guidance for entrance and expansion in domestic and international markets



Turnkey Solution

For University Administration:
Training, educational content, and complete program management platform ensuring accountability and transparency while measuring impact and activities in real time



Proven Model

For University Administration:
Proven model for creating a culture of entrepreneurship and innovation on campus through applied and experiential learning while connecting students with the local business community

VENTURE HIVE PREP

Problem solving / critical thinking / empowerment through education



Developing Problem Solvers

For Students: Mindset shifting for K-12 students, creating problem solvers. Leadership, communication, critical thinking through developing sustainable solutions. Delivery through online and blended learning curriculum and courses, 1 to 4 week camps, after school programs, full time high school programs for magnet or charter school concepts



Educational Resources

For School Systems: Training, content, platform, and ongoing support to give your students unparalleled educational resources and opportunities