



## PROGRAM PERFORMANCE REPORT

AGENCY: Tampa Bay WaVE Inc.

PROGRAM: Operational Support in Program Development and Delivery

REPORT PERIOD: October 1, 2018 through September 30, 2019

### I. ACCOMPLISHMENTS:

**The following list summarizes the work we have done since March 2013:**

- A total of **281 companies** have been supported either by the WaVE Accelerator program, the WaVE Tech Venture Center, or both since their launch in March 2013. Of the companies, **16** were founded by veterans and **56** by women.
- As of this reporting date, there are **82 companies** still being actively supported, including **57 active companies** in the WaVE Accelerator programs
- A total of **1,730 jobs** have been created & retained (including **428 contract/1099 jobs**) by companies supported by WaVE programs.
- Companies supported by WaVE have raised over \$223 million in outside capital, of which \$130 million was raised since joining one of the WaVE programs.
- A total of **2,005 events** were held with, **26,144 attendees** since the launch of the WaVE Tech Venture Center in downtown Tampa.
- As of this reporting date, there are a total of **89** members of our Mentor Network actively engaged.

**The following list summarizes the work we have done since October 1, 2018:**

- Since Oct 2018, a total of **107 companies** have been supported either by the WaVE Accelerator program, the WaVE Tech Venture Center, or both. Of the companies, at least **6** were founded by veterans and **34** by women.
- Since Oct 2018, A total of **312 jobs** have been created & retained (including **1 contract/1099 jobs**) by companies supported by WaVE programs.
- Since Oct 2018, Companies supported by WaVE have raised \$30million in outside capital, of which \$20.5 million was raised since joining one of the WaVE programs.
- Since Oct 2018, WaVE has hosted **749 events** with **4,575 attendees** in downtown Tampa. In addition, Wave client company have hosted another **645 meetings** with **3,332 attendees** in downtown Tampa.

Tampa Bay Wave has seen an ever-growing number of post-revenue companies join our programs. As of September 30, 2019, WAVE now supports **43** post-revenue companies, including 16 in the GROW phase of our program. Collectively these GROW companies have raised over \$123MM and created 471 jobs (a average of 29+ jobs per company!).



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### II. PROBLEMS:

One on-going issue that continues to plague the companies we support is the general lack of early-stage capital options (generally in the \$50k - \$3million range). With better funding options, our startups can better accelerate their growth and create more jobs. Tampa Bay has traditionally lagged behind its peers that have strong and/or visible angel investor networks. Tampa Bay even has a history of losing some of its startups to other regions with better capital options. While we continue to help our companies become more "fundable", we can always use more support to foster more angel investor activity in the region.

### III. OTHER COMMENTS/UPDATES:

#### Zip Code Information for 33602:

Within the 33602 Downtown/Channelside Zip Code District, Tampa Bay Wave supports 37 companies, representing an estimated 186 jobs.

#### Recent Wave News & Updates:

- **Meet Wave's latest Accelerator cohort.** This is Wave's 20th cohort. Read the [story here](#). Note: Two (2) of these companies were included in the Top 100 Finalists at the [7th Annual Startup of the Year competition](#) in Memphis last month ... with one, [Fruutfull](#), ending up in the Top 5!!
- **Tampa Bay Wave companies dominate the [7th Annual Startup of the Year competition](#)** with nine (9) of the 100 finalists. These finalists were selected out of 1,000's of applications from around the US and beyond. ***No other organization in the country*** had so many startups in the list of top 100 finalists. PLUS, two (2) of the top 5 companies were Wave companies: [Fruutfull](#) and [IMMERTEC](#). IMMERTEC ending up placing 2nd overall.
- Did you miss WAVE'S last Investor Social? [Check out the video here](#).
- Tampa Bay Wave Founder/CEO, **Linda Olson**, received the 2019 poweredUP Tampa Bay Tech Award for Community Dedication and Leadership [2019 poweredUP Awards](#)

#### Wave Client Company News & Updates:

- [IMMERTEC](#) to grace the cover of Florida Trend magazine this month ([see article here](#))
- TechDiversity company [JustProtect](#) announces move to Tampa Bay.
- Fruutfull was chosen as a regional winner for the SoGal Pitch Competition and will be traveling to Silicon Valley in Feb 2020 for the finals at Draper University.



- E-Cover Global, MedZoomer, and Verapy all pitched at the [2019 Disrupt The Bay](#) conference at USF to a panel of executives from Baycare, Jackson Health, TGH, and more on 11/7/19
- [We Craft Box](#) wins "Best Craft Box" at the Subscription Trade Association CUBE Awards, which honors achievements in the subscription industry.
- 2019 TechDiversity company [InEvent](#) pitched to a room of 3,000+ investors at **Y-combinator** in Silicon Valley this month.
- St. Pete Catalyst's coverage for [TSOLife](#) and [Eteki](#).
- [Immersed Games](#) receives a \$750k [Phase II grant](#) from the National Science Foundation.
- [SavvyCard](#) closes \$2.5M funding round, while remaining open to taking some capital from new investors. SavvyCard is now available to all 12,500 Real Estate agents in the Tampa Bay area.
- [Title Tap](#) launches [FeedbackAutomatic](#) an online reviews platform aimed to help service businesses automate the process of managing reviews.
- [180byTwo](#) announces new integration with [SugarCRM](#). Implementing their innovative DAAS solution eCHO, a predictive B2B marketing tool that optimizes the sales and marketing process.
- [GuideWell Innovation](#) [selects three Tampa Bay Wave companies](#) and six women-founded HealthTech companies for its summer scale-up accelerator cohort.