

Entrepreneurship Education Program Overview



Venture Hive® exists to energize, educate, and cultivate entrepreneurs at three levels of engagement. The Venture Hive Accelerator and Incubator programs focus on connectivity and guidance for entrepreneurs and startups to maximize regional economic development impact. The Venture Hive Prep™ and Venture Hive U™ programs foster a culture of innovation and entrepreneurship at the high school and university levels. We offer governments, institutions, and communities efficient and effective turnkey solutions to create an entrepreneurial ecosystem based on sound educational and economic development principles.

At its core, Venture Hive is an entrepreneurship education company. In Miami we run a world-class accelerator and incubator program where we create and test our content with our in house companies: 31 startups from over 20 countries. We developed an online platform and program management system, offering turnkey solutions to help other governments, corporations, or private entities run an accelerator or incubator program with best-in-class content. We also developed Venture Hive U™ to create an international network of college students, providing programs with content and a support platform. Finally, Venture Hive Prep™ addresses the needs of K-12 schools and school systems by empowering students to become problem solvers and create their own jobs, giving them tools they need for the emerging world.

The Venture Hive Accelerator and Incubator programs in Miami opened in January of 2013 and the early results are very positive. The Miami Downtown Development Authority's and Miami-Dade County Mayor Carlos Gimenez's financial support has resulted in an investment leverage of more than 12:1 after the first nine months of operations and 20:1 at the 18-month point. The Venture Hive Prep™ program is operated in partnership with Miami-Dade Mayor Gimenez and Miami-Dade County Public Schools - the 4th largest school system in the US and #1 in diversity. Venture Hive Prep™ is the first technology entrepreneurship program for high school students. Twenty MDCPS 11th and 12th grade students have taken part in an unparalleled experiential learning opportunity every afternoon at Venture Hive since mid-October 2014. Our university level program, Venture Hive U™, meets the entrepreneurship education needs of a full spectrum of students and alumni. From consumer products and medical devices to restaurants and apps, students will have a one-of-a-kind experiential learning opportunity, building real businesses as staff utilizes the best-in-class content created to support our accelerator program.

The Venture Hive team is comprised of world-class technology and economic development experts with experience that includes developing top models in entrepreneurship education, as well as talent development, recruitment, and retention of regional and international energy and ICT professionals. Our core team has more than 100+ years of combined experience in business and economic development activities: team members have helped launch over 500 businesses which have raised more than \$250 million, and created more than 5000 jobs. Through their past entrepreneurial endeavors, this team has developed a strong capacity for program execution, allowing it to manage funding effectively and deploy programs as proposed.

31

Number of
companies working
at Venture Hive

.....

100+

Number of
entrepreneurs housed
in our Downtown
Miami offices

.....

21

Number of
countries
represented

Venture Hive Accelerator

The Venture Hive Accelerator recruits top startups from around the world in the industries that form the backbone of the local or regional economy. Venture Hive helps the local government or private organization develop focused verticals and recruits top innovators and entrepreneurs from around the world to ignite the ecosystem. As a result, local entrepreneurs are activated and benefit from exposure to high-growth, scalable companies. Private sector partners from those industries are engaged to offer their expertise through mentoring relationships. These relationships allow the startups to better understand the problems of their potential customers and strategic partners, leading to superior marketplace solutions. In turn, corporate partners are exposed to cutting-edge technologies and get preferred access to innovative products and services that can be piloted in their own firms. The Accelerator thus also offers a novel way of exposing both the public and private sectors to the energy and opportunities that these technologists and entrepreneurs offer.

By uniquely partnering with local stakeholders, Venture Hive Accelerators attract innovative, creative class professionals with scalable startups. Venture Hive provides training and support in addition to the accelerator management platform developed to address the needs of both the organization and the entrepreneur. The partnership with Venture Hive, with programs in place around the world, also allows for entrepreneur exchanges and additional educational, mentoring, and programmatic services that create novel opportunities for international collaborations.

Venture Hive operates as a world-class, founder friendly, professionally managed driver of successful, scalable, tech-related, high-growth businesses that strengthen the region's entrepreneurial ecosystem. By providing intensive mentoring assistance and capital access to its clients, Venture Hive develops exceptional entrepreneurs and accelerates the growth of their companies. The program's objectives focus on client success, organizational sustainability, integration with regional economic development goals, development of strong stakeholder support and resource networks, and tracking and retention of data for program analysis and improvement.



This framework has been piloted in Miami with a positive response and encouraging results. Four months from the opening of the Miami Venture Hive Accelerator, 34 new jobs were created with an average salary of more than \$40,000, most with equity as part of the compensation package.

At the 18 month mark, 31 companies call Venture Hive home, with entrepreneurs from 18 countries developing disruptive technologies and sustainable companies. Venture Hive has achieved an investment leverage of 20:1 and the Miami Downtown Development Authority has calculated our economic impact to be \$7.3M in the first 18 months of operations.

After 18 months of VH being launched:

10
business
formations

.....

22
business
relocations

.....

20:1
investment
leverage for
Miami accelerator
and incubator
programs

.....

\$7.3M
total economic
impact created
on job creation
in Miami-Dade
County

Venture Hive U™

Venture Hive U™ is managed on a platform that offers curated, current resources with full operational support to the program staff. The platform provides everything from scheduling and documentation to tracking interactions and results in real time, allowing staff to focus on delivering support to entrepreneurs. The platform also allows the students to search for potential collaborators within their own university and throughout the international network.

Venture Hive U™ is a unique opportunity for universities and colleges to offer experiential learning opportunities as students seek solutions to their multidisciplinary challenges with the help of staff aided by the Venture Hive U™ support team. Several universities within a region can develop networked partnerships to cohost events, extend support services, provide access to labs and even fund-raise around shared initiatives. In September 2014, Venture Hive U™ was opened at Old Dominion University in Norfolk, Virginia.

Program Features:



Supportive co-curricular program for students and alumni



Turnkey solution for administration with real-time analytics



Access to a global network



Proven entrepreneurship culture model

Venture Hive Prep™

Venture Hive Prep™ is the first of its kind: a high school program drawing students from throughout Miami-Dade County for an unprecedented experiential learning opportunity to develop specialized skills in both computer science and its application to create value. In partnership with the Office of Miami-Dade Mayor Carlos Gimenez and Miami-Dade County Public Schools, Venture Hive will accept high school students from throughout the school system and offer them unparalleled access to world-class education in technology entrepreneurship. The Venture Hive Prep™ pilot began in October 2014, with twenty 11th and 12th grade students at a moderate level of computer science and development proficiency participating in the onsite program and an additional cohort participating virtually.

Students entering the Venture Hive Prep™ program are immersed in the tech startup culture, working directly with vetted entrepreneurs from around the world who are starting and growing their businesses in Miami. After gaining insights through interning in a variety of tasks with Venture Hive resident companies, each student will create a project to develop through the rest of the school year, either as a new deliverable of their internship or a new product or business of their own. The Venture Hive Prep™ program helps students develop the skill sets they need to enable the highest likelihood for success, and provide them with access to support and resources during the school year and beyond.



The vision of the Venture Hive Prep™ program is to offer a strong foundation for high school students who are interested in careers in high-tech industries. While there are many programs and academies already offered within MDCPS (and other school systems internationally) for computer science and information technologies, until now none has married the introduction and development of leadership, communications constructs, and business concepts to develop these disciplines in the framework of creating one's own business. By uniting the technology skills with value-creation concepts, these high school students can leverage their technical skills to build their futures, ultimately understanding how to assess feasibility, lead a team to execute on a concept, and take that concept to market while still in high school.

Program Features:



Develops problem solvers out of K-12 students



Provides educational resources for school systems

Venture Hive is considered a world-class brand for entrepreneurship education and is providing expertise and training through four different State Department programs internationally. We are proud to be the U.S. State Department's entrepreneurship education partner supporting the La IdeA competition in 2013, as well as other programs in the Caribbean, Asia, and Africa. We have also done work with USAID and the World Bank to support high-growth entrepreneurs and shape entrepreneurial ecosystems in other countries. At our Miami location, we host the first Microsoft Innovation Center in the United States and have been developing Microsoft's global pre-accelerator program.



Susan Amat, MBA, Ph.D.

Dr. Susan Amat is the founder and CEO of Venture Hive, the accelerator for economic development. A serial entrepreneur, she built businesses in the entertainment industry for over a decade, including the first CD-ROM magazine and a national television show. After completing her MBA, Dr. Amat developed pediatric health monitoring products and earned a Ph.D. in Strategic Entrepreneurship (coursework in industrial engineering, business, and education). While teaching at the University of Miami, she founded The Launch Pad, which was considered the top model in entrepreneurship education. Her program and platform was replicated throughout the United States as Blackstone LaunchPads. Dr. Amat serves as the Chair of the STEM Board for Miami-Dade County Public Schools and actively speaks about entrepreneurship education internationally. In 2012, Dr. Amat was honored as a 'Champion of Change' at the White House.



Yuda Saydun

Yuda Saydun acts as the President of Venture Hive. Yuda has over 20 years of experience as a Senior Corporate leader in multinational services and tech companies. Throughout his career which includes holding several VP, SVP, and President positions in companies like American Express, Tech Data and Xerox, Yuda has started and scaled numerous business units, integrated four acquisitions and drove three corporate turnarounds, not to mention the launching of dozens of new products and services.



Luis Amat

Luis Amat is the chief technology officer and co-founder of Venture Hive. He has traveled the world for the past 18 years in his Silicon Valley-based role as a software consultant, consulting director, and software engineer and entrepreneur developing solutions for both commercial and research-based organizations. Luis holds a Bachelors of Science and Masters of Science in Computer Science from Florida International University as well as a Bachelors of Music degree from the University of Miami.



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