

SOUTH FLORIDA TECHNOLOGY ECOSYSTEM

ALAN B. LEVAN

***CHAIRMAN AND CEO OF BBX CAPITAL CORPORATION
CHAIR – NSU BOARD OF TRUSTEES***

SOUTH FLORIDA

GOAL



CLAYTON CHRISTENSEN

THE INNOVATOR'S DILEMMA

WHEN NEW TECHNOLOGIES CAUSE GREAT FIRMS TO FAIL

CLAY CHRISTENSEN

THE INNOVATOR'S DILEMMA

“IS ABOUT THE FAILURE OF COMPANIES TO STAY ATOP THEIR INDUSTRIES WHEN THEY CONFRONT CERTAIN TYPES OF MARKETS AND TECHNOLOGICAL CHANGE. IT’S NOT ABOUT THE FAILURE OF SIMPLY ANY COMPANY, BUT OF GOOD COMPANIES - THE KINDS THAT MANY MANAGERS HAVE ADMIRERD AND TRIED TO EMULATE, THE COMPANIES KNOWN FOR THEIR ABILITIES TO INNOVATE AND EXECUTE...IT IS ABOUT WELL-MANAGED COMPANIES THAT HAVE THEIR COMPETITIVE ANTENNAE UP, LISTEN ASTUTELY TO THEIR CUSTOMERS, INVEST AGGRESSIVELY IN NEW TECHNOLOGIES, AND YET STILL LOSE MARKET DOMINANCE.”

SOUTH FLORIDA

GOAL



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TECHNOLOGY HUB

WHERE DOES THE PUBLIC THINK OF WHEN THEY THINK INNOVATION AND TECHNOLOGY?

THE TECH HUBS ⁽¹⁾ MARCH 2017

- 1. SAN FRANCISCO, CA**
- 2. SAN JOSE, CA**
- 3. SEATTLE, WA**
- 4. NEW YORK, NY**
- 5. BOSTON, MA**
- 6. AUSTIN, TX**
- 7. PROVO, UT**
- 8. SAN DIEGO, CA**
- 9. CHICAGO, IL**

THE TECH HUBS ⁽¹⁾

MARCH 2017

- | | |
|------------------------|---------------------|
| 11. WASHINGTON, DC | 24. RICHMOND, VA |
| 12. ATLANTA, GA | 25. CHARLESTON, SC |
| 13. DENVER, CO | 26. MADISON, WI |
| 14. SALT LAKE CITY, UT | 27. PITTSBURGH, PA |
| 15. PORTLAND, OR | 28. SACRAMENTO, CA |
| 16. DALLAS, TX | 29. CHARLOTTE, NC |
| 17. RALEIGH-DURHAM, NC | 30. BALTIMORE, MD |
| 18. WORCESTER, MA | 31. CLEVELAND, OH |
| 19. PHILADELPHIA, PA | 32. NEW ORLEANS, LA |
| 20. NASHVILLE, TN | 33. MINNEAPOLIS, MN |
| 21. PHOENIX, AZ | 34. MIAMI, FL |
| 22. HOUSTON, TX | 35. DETROIT, MI |
| 23. CINCINNATI, OH | |

BROWARD COUNTY STATISTICS

- 2013 TO 2017 – STEM GROWTH WAS 19.9% ⁽¹⁾

⁽¹⁾ Source – Analysis by Internet Coast from "Occupational Statistics," Bureau of Labor Statistics, vs. Department of Labor – as summarized by John McLaughlin

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- 2013 TO 2017 – VC INVESTMENTS OF \$2.366B ⁽²⁾

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ACTIVITY IN AMERICA, BASED ON DENSITY OF STARTUPS
AND NEW ENTREPRENEURS. ⁽³⁾

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HOWEVER, THE RATE OF SCALE-UPS ARE NOT HIGH ENOUGH AS THE REGION ONLY RANKS 36TH OUT OF 40 METRO AREAS FOR SCALE-UPS, OR FAST-GROWING COMPANIES, ACCORDING TO A 2017 STUDY BY KAUFMAN. ⁽⁴⁾

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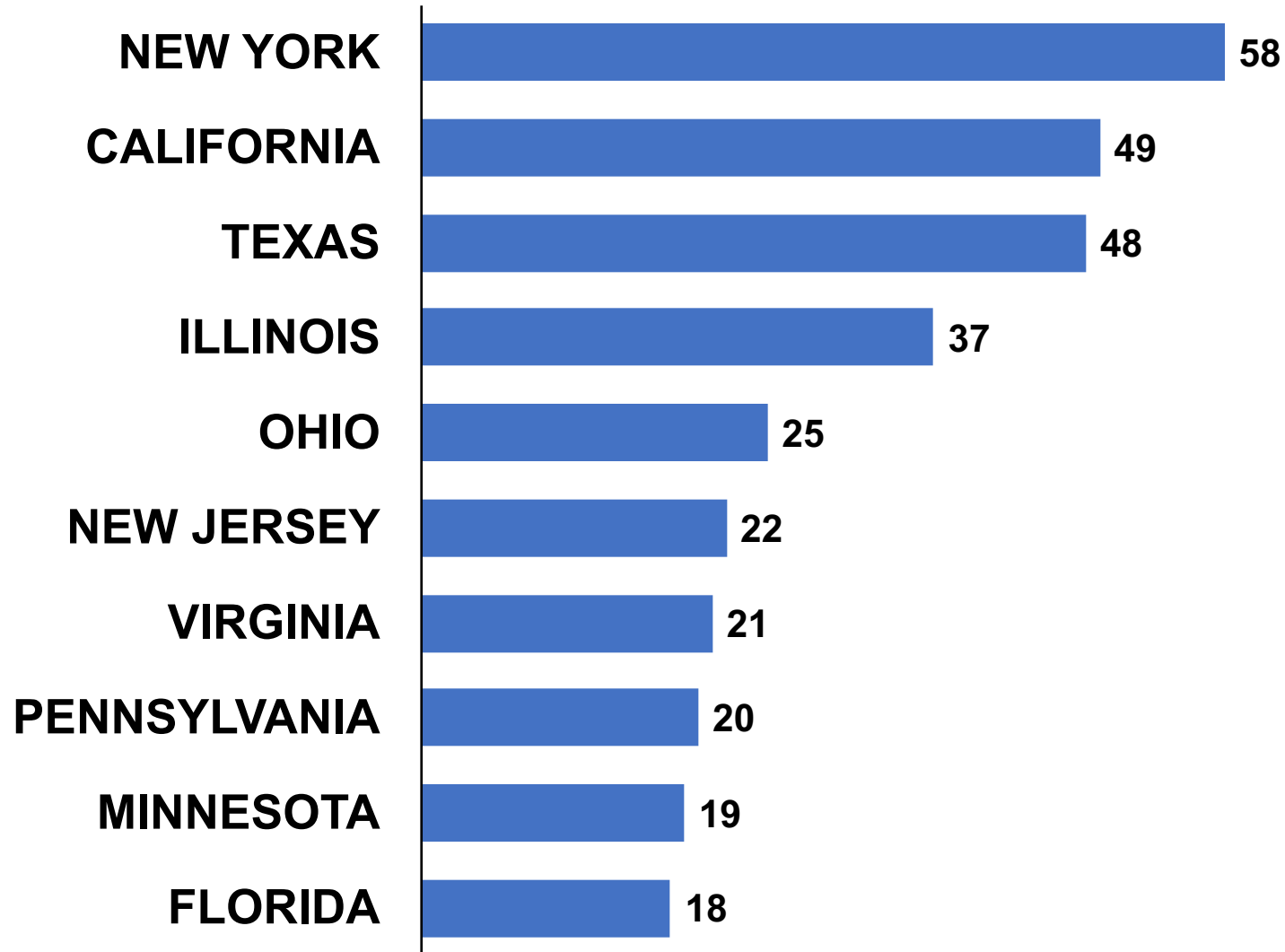
⁽³⁾ Kauffman Foundation – as summarized by The Economist, September 1, 2018

⁽⁴⁾ Herman M. Mayol, CEO Worldwide Financial Solutions/“Florida and Miami’s Tech Industry has been a long time coming.”

STARTUPS VS. SCALE-UPS

- A. STARTUP: A COMPANY IN THE EARLY STAGES OF DETERMINING PRODUCT-MARKET FIT, EXPERIMENTING WITH CUSTOMER SEGMENTATION AND WORKING TOWARD A POSITIVE CONTRIBUTION MARGIN.**
- B. SCALE-UP: A COMPANY THAT HAS ALREADY VALIDATED ITS PRODUCT WITHIN THE MARKETPLACE AND HAS PROVEN THAT THE UNIT ECONOMICS ARE SUSTAINABLE.**

TOP 10 STATES WITH FORTUNE 500 COMPANIES





**AUDACIOUS
GOAL**



???



TECHNOLOGY HUB

SOUTH FLORIDA

TECHGATEWAY

Miami - Fort Lauderdale - West Palm Beach



WAY®

WORK IN THE CLOUD. LIVE IN THE SUN.



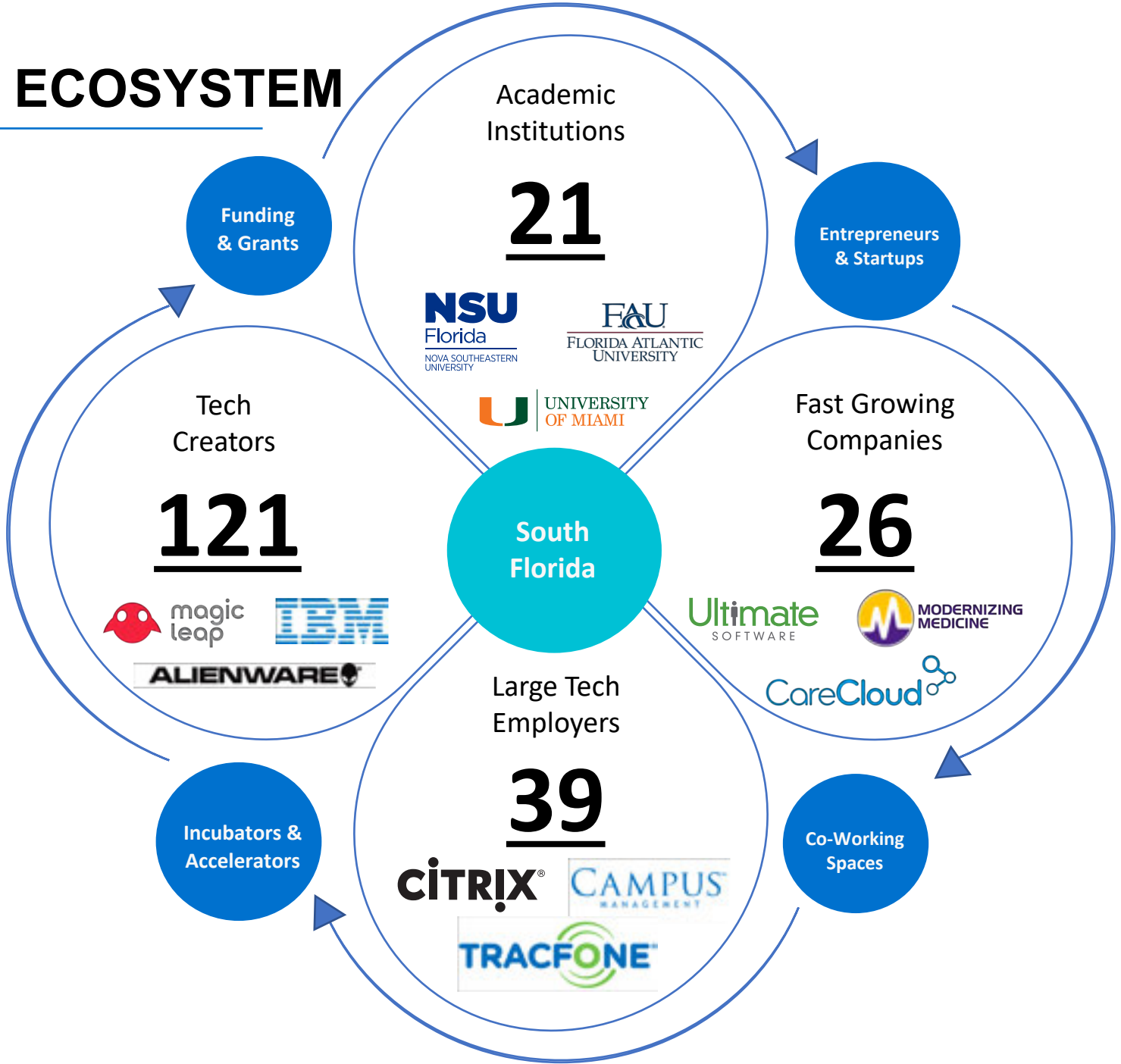
2019

For more information about technology companies, academics and organizations in South Florida visit **TechGateway.org**

LOUD. LIVE IN THE SUN.®



TECH ECOSYSTEM



WHAT'S MISSING?

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- 5. HELPING THESE STARTUPS AND SCALE-UPS WITH MENTORING, BUSINESS PLANS, FUNDING, MANAGEMENT, RISK MANAGEMENT, SYSTEMS, AND ONBOARDING**

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- 6. FOR PROFIT AND NOT FOR PROFIT ENTREPRENEURIAL INNOVATION LABS POPPING UP ALL THROUGH SOUTH FLORIDA**

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- 7. VIBRANCY, ENERGY AND URGENCY**

- **TECHNOLOGY COMPANIES A+**

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- **COMMUNITY INFRASTRUCTURE A+**

**STEVEN
JOHNSON**

**WHERE GOOD IDEAS
COME FROM**

**ASPIRATIONAL
GOAL**

TECHNOLOGY HUB

1. A TIPPING POINT EVENT WHICH INFUSES NEW TECH ENERGY INTO SOUTH FLORIDA

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- 3. A COMMUNITY SENSE OF PRIDE TO
ACHIEVE THIS GOAL**



NSU TODAY

- **22,000 STUDENTS**
- **18 COLLEGES, SCHOOLS AND CENTERS**
- **\$625 MILLION ANNUAL BUDGET**
- **LARGEST PRIVATE EMPLOYER IN THE FORT LAUDERDALE AREA BASED ON NUMBER OF EMPLOYEES**
- **TOP 200 RANKING OF BEST NATIONAL UNIVERSITIES IN U.S. NEWS & WORLD REPORT**
- **ONLY 1 OF 3 UNIVERSITIES IN THE U.S. WITH MEDICAL SCHOOLS OFFERING DO & MD DEGREES**
- **CLASS OF 2022 – LARGEST FRESHMAN CLASS WITH HIGHEST ACADEMIC STANDINGS OF ANY PRIOR CLASS**
- **SUCCESSFUL VISION 2020 CAPITAL CAMPAIGN - \$267 MILLION**

NSU BROWARD INNOVATION CENTER

PHYSICAL SPACE

5TH FLOOR – ALVIN SHERMAN LIBRARY

30,000 SQUARE FEET

ADDITIONAL WORKING ROOMS

3 BOARD ROOMS

5 PITCH PRACTICE ROOMS

3 CONFERENCE ROOMS

VIDEO CONFERENCING (25 SEATS)

ADDITIONAL ENGAGEMENT SPACES

SOCIAL, ENGAGEMENT AND DINING ROOMS

COLLABORATION ROOMS

33,000 SQUARE FEET

ADDITIONAL PRESENTATION AUDITORIUMS

130 SEATS

225 SEATS

256 SEATS

500 SEATS

63,000 SQUARE FEET

























EXPANSION SPACE

4TH FLOOR / LIBRARY 33,000 SQUARE FEET

3RD FLOOR LIBRARY 33,000 SQUARE FEET

COLLABORATION

CENTER FOR COLLABORATIVE RESEARCH - 215,000 SQUARE FEET

SHEPARD BROAD COLLEGE OF LAW

H. WAYNE HUIZENGA COLLEGE OF BUSINESS AND ENTREPRENEURSHIP

HALMOS COLLEGE OF NATURAL SCIENCES AND OCEANOGRAPHY

COLLEGE OF ENGINEERING AND COMPUTING

OFFICE OF TRANSFORMATIONAL RESEARCH AND ECONOMIC DEVELOPMENT

NSU BROWARD INNOVATION CENTER

PHYSICAL ATTRIBUTES (TBD)

ACCELERATORS

INCUBATORS

CAFÉ

FULL TIME STAFF

COLLABORATION

MEETING SPACE

CO-WORKING SPACES

PUBLIC EVENT SPACE

EVENTS

SOFT SKILLS ATTRIBUTES

ANGEL INVESTING

CORPORATE MEMBERSHIP

NETWORKING

VC INVESTORS

CROWDSOURCING

PROFESSIONAL &
SUCCESSFUL ENTREPRENEURSHIP

CLASSES

EDUCATORS

RECRUITMENT

COACHING

ENGAGEMENT

RESEARCH & ACADEMIC RESOURCES

COLLABORATION

BUSINESS ASSIGNMENTS &
CASE STUDIES BY PROFESSORS
& SUCCESSFUL
ENTREPRENEURS

SHOWCASING

COMMUNITY TOURS

IDEA GENERATION

SKUNKWORKS

CORPORATE &
COMMUNITY PARTNERS

INNOVATION

SUPPORT FOR EXISTING BUSINESSES

CLASSES

MENTORING

SUPPORT FOR LOCAL &
REGIONAL COMMUNITIES

STAFFING

EXECUTIVE DIRECTOR

**ADMINISTRATIVE
COORDINATOR**

**EVENTS
&
MARKETING**

**DEVELOPMENT
&
MEMBERSHIP**

**PUBLIC
RELATIONS**

**INCUBATOR/
ACCELERATOR
SPACE & RENTALS**

**LIAISON SERVICES
(MENTORS, VCS,
BUSINESS PLANNING,
LEGAL, ETC.)**

FUNDING

☐ **ROUND I FUNDING**
NSU

\$5+ MILLION

☐ **ROUND II FUNDING**
BROWARD COUNTY – 50/50 JOINT AGREEMENT
WITH NSU FOR 5TH FLOOR IMPROVEMENTS

\$5+ MILLION

☐ **ROUND III FUNDING**
FEDERAL & STATE, CORPORATE,
FOUNDATION, INDIVIDUAL SUPPORT

\$10 MILLION +

☐ **SUSTAINING**
MEMBERSHIP FEES
USE OF FACILITIES BY MEMBERS



NSU Broward Innovation Center

1871 INNOVATION CENTER CHICAGO

- **CHICAGO WAS FACING SIMILAR ISSUES AS SOUTH FLORIDA**
- **HAD THE TECHNOLOGY INFRASTRUCTURE, BUT NOT COHESIVE**
- **IN 2012, PRITZKER DONATED 50,000 SQUARE FEET IN THE MERCHANDISE MARKET TO SUPPORT CHICAGO'S DIGITAL STARTUP COMMUNITY**
- **MERCHANDISE MART WAS 4 MILLION SQUARE FEET AND STRUGGLING**
- **NOW, THE 1871 INNOVATION CENTER IS UP TO 200,000 SQUARE FEET AND THE MERCHANDISE MART IS BASICALLY FULLY OCCUPIED. HOME TO 500 EARLY STAGE, HIGH GROWTH DIGITAL STARTUPS FROM AROUND THE COUNTRY**
- **FORTUNE 500 COMPANIES FLOCKED TO THE MERCHANDISE MART TO LOCATE THEIR SKUNKWORK OPERATIONS AND INNOVATION CENTERS**
- **CHICAGO IS NOW FLOURISHING AS A TECHNOLOGY AND INNOVATION HUB**

A COMMITMENT TO COLLABORATION

COLLABORATION

MENTORING

REDUCE SILOS

SKUNK WORKS

CORPORATE MEMBERSHIP

COMMUNITY PARTNERS

TEACHING CLASSES

ENGAGEMENT

Summary

WE ARE NOT GOING TO COMPETE WITH THE CURRENT TECHNOLOGY AND INNOVATION INFRASTRUCTURE WHICH EXISTS IN SOUTH FLORIDA.

WE ARE GOING TO ENHANCE, PERPETUATE, COLLABORATE – AND ASSIST IN BUILDING SOUTH FLORIDA INTO A TECHNOLOGY AND INNOVATION HUB.

THE MORE SOUTH FLORIDA BECOMES KNOWN FOR TECHNOLOGY AND INNOVATION, THE MORE STARTUPS, MORE INNOVATORS, MORE ANGEL INVESTORS, MORE VCS, MORE INDEPENDENT ACCELERATORS WILL LOCATE HERE.

WE WANT TO BE A CATALYST FOR THE ENTIRE TECHNOLOGY ECOSYSTEM IN SOUTH FLORIDA.

A Rising Tide Lifts All Boats