



Gary R. Cunningham Entrepreneurial Award



In 1981, the late Gary R. Cunningham relocated from Daytona Beach to Melbourne. Gary, a developer of speculative industrial real estate for lease, was lured to Melbourne by the efforts of Bruce Ingram, the economic development officer at that time. Gary's first project in Brevard County was a joint venture with a life insurance company to build the first industrial park for lease on John Rodes Boulevard. Melbourne Business Park was built as 123,000 square feet of 100% speculative industrial space for lease.

Bruce Ingram joined Cunningham and Associates, Inc. in 1984 as a leasing agent for Melbourne Business Park and Fortune Park, which was under construction at the time. In 1989, the company that had since become Cunningham & Ingram, Inc. was joined by W.R. "Buz" Anderson Jr. as "CFO" of the Management and Development firm that had grown the portfolio to include five separate locations and 503,300 square feet. In 1990 Buz Anderson became a partner and the company was renamed Cunningham, Ingram & Anderson, Inc., commonly known as CIA Developers.

In 1999 Gary retired and sold his interest in CIA Developers to his partners. Today CIA Developers is owned and operated by Gary R. Cunningham II, the late Gary's son who joined the firm in 1995, Bruce Ingram & W.R. "Buz" Anderson Jr. The portfolio of Industrial, Flex and Office space for lease includes over 1.2 million square feet in Brevard and Volusia Counties and is home to over 120 businesses, many that have grown in size through various CIA managed properties.

Gary firmly believed that the entrepreneurial spirit makes the world go round. Accordingly, he took the opportunity to help many business owners in various ways throughout his career and in retirement. It was only natural that this award be named in honor of our friend Gary R. Cunningham.



Gary R. Cunningham Entrepreneurial Award

Summary

CIA Developers has created the Entrepreneurial Award to assist the up-and-coming entrepreneur in Brevard County. With the honor of receiving this award, the recipient also receives rental space at any CIA managed property, up to \$10,000 and a scholarship to TRDA's *Roadmap to Success* six week workshop.

The recipient is chosen through a selection process led by a selection committee comprised of seven area business leaders. The selection process begins on January 14th, 2009 at which time applications will be made available with college and university representatives. A list of colleges and universities, and representative's contact information is listed below.

Participation

CIA Developers will allow applications from any startup or early-stage company that wishes to apply. Please contact aaron@cia-developers.com for further information.

Other participating colleges and universities for the award's inaugural year are:

- Brevard Community College
- Embry Riddle Aeronautical University
- Florida Institute of Technology
- The University of Central Florida

The selection process includes an initial ranking by the college and university representative. Each representative is authorized to submit a maximum of five applications to the selection committee.

Please submit applications to the corresponding contact provided below. All general questions are to be submitted to aaron@cia-developers.com

Brevard Community College:

Victoria Peake
peakev@brevardcc.edu
(321) 433-5572
Small Business Development Center
BCC, Building 10, Room 122
3865 North Wickham Rd.
Melbourne, FL 32935

Embry-Riddle Aeronautical University

Shirley Fedorovich
federovi@erau.edu
(386) 226-4967
Office 270-A
College of Business
Embry-Riddle Aeronautical University
600 S. Clyde Morris Blvd.
Daytona Beach, FL 32114

Florida Institute of Technology

Dr. Robert Niebuhr

rneibuhr@fit.edu

(321) 674-7327

College of Business

150 W. University Blvd

Melbourne, FL 32901

University of Central Florida

Dr. Tom O'Neal

oneal@mail.ucf.edu

(407) 488-1120

Office of Research & Commercialization

12201 Research Parkway, Suite 501

Orlando, FL 32826-3246

Application Process

- School Affiliate Applicants must be participating in an approved business organization affiliated with one of the colleges or universities listed above.
- Faculty may also apply through the college or university representative.
- Obtain an application through the college or university representative or from the CIA Developers website. www.cia-developers.com
- Carefully review the application.
- Properly complete the application and submit to appropriate representative. Please allow enough time for the representative to review and rank the application.
- Representative reviews and ranks the application and submits application to the selection committee by the deadline April 10th 2009.
- Application notifications will be sent to applicants by the end of April.
- Finalists will conduct formal presentations to the selection committee in mid-April.
- Award recipient and runner up will be announced on May 4th, 2009.

Additional Questions or Comments

If you have additional questions or comments, please feel free to contact one of the representatives listed below via email.

Aaron Anderson

aaron@cia-developers.com

4320 Woodland Park Drive

West Melbourne, FL 32904

or

Gary Cunningham II

gary@cia-developers.com

4320 Woodland Park Drive

West Melbourne, FL 32904



Gary R. Cunningham Entrepreneurial Award

Please provide an electronic version of your application

Additional copies can be downloaded from our website; www.cia-developers.com

Name _____ Date of Birth _____
(First) (Last)

Address _____
(Street) (City) (State) (Zip)

Telephone# (____) _____ Email Address _____

College attending _____ Graduation Date _____

Enrollment Status? Full Time Part Time Declared Major? _____

Faculty Affiliate Business Organization? _____

Brevard County Resident? Yes No

Have you ever been convicted of a felony? Yes No

If yes please explain in a separate document.

PLEASE SUBMIT THE FOLLOWING ITEMS WITH THE APPLICATION:

- Professional History
- Personal Accolades *i.e. previous awards, personal accomplishments*
- Business Plan Outline

Please ensure that you give a thorough response to each of the items listed below. No more than five (5) pages total.

- Mission Statement
- Names of founders and background
- Names of directors or advisors
- Decisions that led you to the enterprise
- Problems of target market and product manufactured/services rendered
- Number of Employees
- Description of facilities needed

- Banking relations and information regarding private investors
- Summary of Company growth including revenues, production, contracts and sales and market highlights
- Additional future plans

CRITERIA FOR SELECTION

A. ELIGIBILITY

- School affiliates applying must be active members of an approved business organization affiliated with one of the selected colleges or universities.
- Candidates must complete the full application in order to be considered.

B. TERMS

- \$10,000 Award in free rent at a CIA managed facility.
- If the business model requires additional space over what is covered by the \$10,000, further arrangements will be negotiated.
- *Roadmap to Success* scholarship will be coordinated with TRDA.

C. SELECTION OF RECIPIENT

- The selection of the recipient will be based on the criteria set by the selection panel *i.e., feasibility of the candidate's business model and long term viability*
- Finalists will present their business plan to the selection panel.
- The decision of the selection panel shall be final.

D. APPLICATION INFORMATION

Applications are to be submitted to each college and university contact provided in the summary page. All general questions are to be submitted via email to aaron@cia-developers.com

I, undersigned applicant, pledge that the information in this application is true and correct to the best of my knowledge.

Signature _____ **Date** _____

Gary R. Cunningham Award Selection Panel

1. **Charlie Burr** – ICP, Inc. Vice President of engineering, co-founder, holds a BSEE degree and an MSEE degree from the University of Florida, heads the ICP engineering group. Mr. Burr's work experience also includes engineering and executive positions at Scientific-Atlanta, ADCOM and Harris Corporation.
2. **Joanne Corby MA, MPA** – President/CLO U Expansion, Inc., a full service business training company. Ms. Corby specializes in optimizing business output by maximizing the efficient use of internal assets. She also serves as a Melbourne City Council Women.
3. **Robert Good** – Chief Financial Officer for Certified Plumbing Air & Heat, Inc. Over 12 years of commercial lending experience. Mr. Good has financed several startup companies with conventional loans and through the Small Business Loan Administration. MBA from Webster University and Bachelors in Finances from the University of Central Florida.
4. **Don Laird** – Former President of Innovative Design Solutions, Inc. which designed high speed analog products for applications such as test and measurement, communications and medical electronics. In 2008 IDS, Inc. was purchased by Texas Instrument. Mr. Laird also serves on the Board of Adjustment for the City of Melbourne.
5. **Vince Lamb** – President of Advanta Technologies, a document management and imaging company. Previous CEO of Scientific Systems Services, a 300 employee firm acquired by Computer Task Group, Inc. in 1988. From 1988-1993, Senior Vice President of Computer Task Group, Inc. a 3500 employee professional services firm. Mr. Lamb has also served on the Board of Directors for the American Electronics Association, the Melbourne-Palm Bay Area Chamber of Commerce, the TRDA and the Board of Trustees for Florida Institute of Technology.
6. **Dr. Eugene Shepherd** – Served as Chief of Neurology at Holmes Regional Medical Center where he practiced neurology for 26 years. He was president of Melbourne Neurologic, his group private practice for many years. He continues to serve the East Central Memory Disorder Clinic, volunteering his time and expertise there as he has for the almost twenty years of its existence. He hosted a prize-winning call-in radio show and for years read his short stories on the local NPR station, WFIT.

7. **Chester Straub** – Executive Director of the Technological Research and Development Authority. He has more than 19 years of experience in administering agencies and fostering economic development at all levels, including local, state and federal. Prior to joining the TRDA, he worked for five years as President of the Ulster County Development Corporation (UCDC) in Kingston, N.Y., the county's leading economic development and business attraction entity. At UCDC, he co-founded the Hudson Valley Center for Innovation, the regions first-ever business incubator focused on technology start-up companies. Mr. Straub also spent eight years with the Economic Development Administration (EDA) of the US Department of Commerce serving various roles including acting Assistant Secretary of Economic Development and principal point of contact with The White House, Congress and the Office of Management and Budget on domestic economic development issues.