



AGRIxU Solution STARTING A CUSTOM DRONE APPLICATION BUSINESS



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BIG QUESTIONS TO ANSWER

- What do I need to know before I start?
- Licensing & insurance required and how to obtain?
- Equipment needed and cost?
- Cost of operation?
- What type of applications can you do?
- How much can you charge and how do you bill?
- How do you get business?
- What is the best drone to get and why?

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LET'S BREAK IT DOWN

GETTING STARTED

- Do Your Research – Target Market
- Licensing & Insurance
- Equipment Overview
- Numbers Breakdown

WHAT TO EXPECT

- Hear from two Midwest drone aerial applicators

Q&A

- Hit us with your questions

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DO YOUR RESEARCH

DRONES ARE AERIAL APPLICATION

- You do not want to compete against ground application
- You need to identify the demand for aerial application in your area

WHAT AERIAL APPLICATION JOBS ARE BEST SUITED FOR DRONES IN YOUR AREA

- Smaller fields, hilly fields, spot application, wet area application, specialty
- Don't compete directly with current aerial application providers if you don't have to

ASK LOCAL EXPERTS

- Your local ag retailer will have lots of answers
- Plus, they may be good lead generators

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A large agricultural drone with a yellow tank is flying over a green field. The drone is positioned in the upper left quadrant of the image, and the field extends to the bottom of the frame. The sky is blue with some light clouds.

DO YOUR RESEARCH

OUR ADVICE FOR ROW CROP

FUNGICIDE ON CORN IS BIG BUSINESS FOR AERIAL APPLICATION ACROSS THE MIDWEST

- Start here – and focus on the niche areas/fields for a premium price
- Charge \$2 more per acre than a helicopter
- For small fields charge by hour: \$400-450 for T30/T40

DO NOT COMPETE WITH GROUND RIGS ON HERBICIDE

- They do it better and you have more drift risk
- You can do spot herbicide and wet field herbicide for a premium price

OVERSEED COVER CROP

- Drones are the best, and in some areas, only way to overseed cover crop

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OTHER USES FOR SPRAYER DRONES

- Spreader System
 - Cover Crop, Spot Fertilizer, Wildflower, Beneficial Insects
- Specialty Crops
 - Orchards, Vineyards, Fruit & Vegetables, Hemp
- Greenhouse White Washing
- Pasture Management
- Wetland Management
- Mosquito Control
- Forestry & Conservation

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LICENSING OVERVIEW



Download our regulations quick guide at the link in the chat! →

FAA PART 107 - DRONE PILOTS LICENSE

- Needed to legally fly a drone for commercial purposes
- Sixty-question multiple choice test
- Agri Spray Drones will provide you with a free study guide

FAA PART 137 - AERIAL APPLICATORS LICENSE

- Needed to legally dispense chemical from a drone
- File petition - Check flight with local FAA officer

SECTION 44807 - HEAVY DRONE EXEMPTION

- Needed to legally fly a drone that weighs over 55 lbs.
- Specific to each drone model

FAA 2ND CLASS AIRMAN MEDICAL CERTIFICATE

- A physical needed by most FSDOs

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EQUIPMENT OVERVIEW

DRONE EQUIPMENT NEEDED

- Which drone is the right fit?
- What does Agri Spray Drones provide?

FIELD OPERATIONS SETUP

- Truck & trailer setup
- Chemical handling
- Efficiency

OVERHEAD, MAINTENANCE, SERVICE LIFE, RESALE VALUE



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DRONE EQUIPMENT NEEDED

WHAT MODEL IS RIGHT FOR YOU?



T10

- Test plots
- Spot application



T30

- Covering large acreage
- Spot application
- Cover crop overseeding



T40

- Precise in-field spot coverage
- Whole field application
- Granular fertilizer application
- Cover crop seeding

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FIELD OPERATIONS SETUP

KEY ITEMS YOU NEED IN THE FIELD

- Generator, fuel, and cords
- Pump & plumbing
- Tanks & chemical handling
- A way to transport the drone

PLAN FOR EFFICIENCY

- How will you quickly move from location to location?
- How will you quickly fill tank and swap battery?
- How will you mix chemical?

PLAN FOR OPERATOR COMFORT

- This is not like riding in an AC cab all day



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OVERHEAD, MAINTENANCE, SERVICE LIFE, RESALE VALUE

Startup Costs	
Drone Equipment	\$40,000
Licensing and Training	\$5,000
Trailer Setup	\$15,000
Truck	\$40,000
Total Equipment investment	\$100,000
3 year note	\$37,500/year

Annual Expenses	
Insurance	\$4,000
Licensing and Training	\$1,000
Maintenance	\$5,000
Total Yearly expenses	\$47,500

Revenue	
Fee per acre	\$15
Operation cost	\$1.5
Pilot cost	\$2.0
Misc	\$1.5
Net revenue per acre	\$10

ROI	
Acres to break even	4750
T40 Operational efficiency	30 acres/hour
Daily Average	250 acres
Days to break even	19
Net income for 60 days of operation	\$102,500

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WHAT TO EXPECT



Trey Neill

*Prairie Queen Agridrone Solutions
Monroe City, Missouri*



Zoie Markman

*Helicrops, LLC
Flora, Illinois*

- How you got started
- Business structure
- Primary target audience
- What does a typical day look like
- What has this business provided you (wins and challenges) or best lesson learned so far

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3 EASY STEPS TO

OWNING YOUR AGRI SPRAY DRONE

1

RESEARCH & QUOTE

- Watch our detailed demo videos or book a time to see a drone in live action!
- Request a quote and start crunching numbers!

2

ORDER YOUR EQUIPMENT & GET LICENSED

- Let us know what package is right for you, then book your equipment.
- Work with our regulations consultant to make the licensing process easy.

3

GET YOUR DRONE & START FLYING!

- Attend our comprehensive training or follow our customer resource guides to setup your drone.
- Take a few hours to practice, then start flying!

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QUESTIONS

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