



# **SOLAS AERIAL** **SERVICES**

**REFORMING AGRICULTURE, ONE FARMER AT A TIME**

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# sion

ision of Solas Aerial Services is to help Alabama's farmers  
healthy crops to maximize profits at harvest.

erial Services will offer farmers precision agricultural  
through crop surveillance, cover crop spraying, and  
spraying using the latest agricultural drone technology.

using a scalpel instead of a butcher knife to solve farm  
blems.

# Market Opportunity

This growing season, farmers need to apply chemical inputs such as pesticides, herbicides and fertilizers to maximize yield.

The cost of these inputs has risen significantly due to supply chain disruptions caused by the pandemic, the conflict in Ukraine, oil price increases, and increasing demand for food driven by the rapidly growing world population.

The global agriculture drones and robot's market is expected to reach \$30.08 billion by 2026, with a compound annual growth rate (CAGR) of 22.3% during the forecast period 2021-2026.

AgroSense Solutions will offer low-cost solutions by saving on input costs by gathering plant health data using special imagery which identifies the exact location of the stressed plants, and only applies chemicals only where they are needed.

# e Problem

face many challenges throughout the growing seasons reduce their yields and profits. Over or under irrigation, pestations, plant disease, and undernutrition are just a he variables that can reduce harvest yields. The rising nitrogen and other farming inputs is also affecting the lity of some farms.

## rent Solutions

he most common ways farmers identify problem areas lking through their fields and spot-checking their crops time-consuming and not comprehensive. With a lot of ns, farmers partially identify irrigation issues, major stations, and major plant malnutrition. But many other that crops routinely experience cannot be seen with d eye and reduces the farmer's bottom line at harvest.

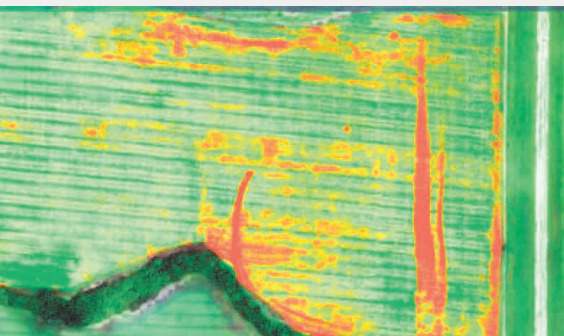
# Product/Service

Solas Aerial Services will provide precision aerial agricultural services for the farming industry.

Data will be collected using multi-spectral light sensors loaded on drone platforms. The raw data will be processed using specialized software tools to aggregate the images and data to reveal plant health or ailments.

Based on the detailed report, Solas Aerial Services will then take action to treat with pesticides, fertilizer, nutrients, or other enriching actions to maximize yields.

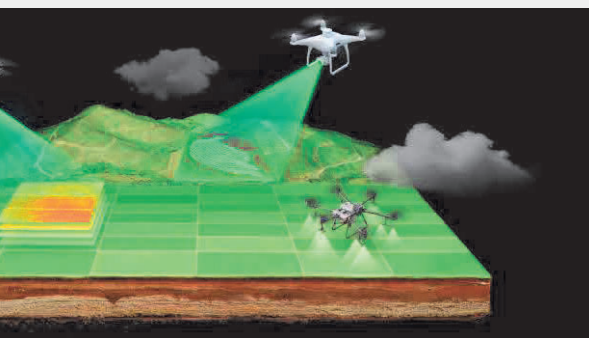
# Product/Service



Multi-Spectral  
Imagery is  
collected.

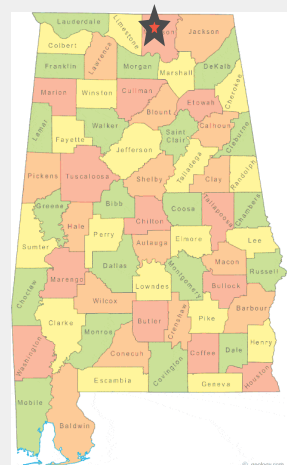


Shape file is uploaded into spraying  
drone covering only the stressed parts  
of the field.



Why spray the whole field when  
only certain areas are affected?  
Save time and money with  
targeted spot treatment.

# Marketing & Growth Strategy



County	Total Number of Farms
Madison	1,021
Jackson	1,355
Marshall	1,444
Limestone	1,156
Total	4,976

Aerial Services will initially target smaller farms in Madison, Jackson, Marshall, and Limestone Counties, whose producers have military service, are new, beginning, Black or African-American, or between the ages of 25-40, or primarily grow corn, cotton, soybeans, or wheat.

# Marketing & Growth Strategy

	Madison County	Jackson County	Marshall County	Limestone County	Total
Farms	1,021	1,355	1,444	1,156	4,976
of Sales:					
00	516	567	578	451	2,112
99	110	165	219	142	636
99	110	175	214	169	668
999	129	195	158	146	628
9,999	44	113	79	63	299
9,999	23	35	30	51	139
ore	89	105	166	134	494
rs:					
Principal Producer with Military Service	246	208	265	258	977
New and Beginning Principal Producer	278	424	429	334	1,465
Young Principal Producer	48	115	125	109	397
Black or African-American Principal Producer	84	3	-	47	134
Female Principal Producer	379	451	563	374	1,767
Male Principal Producer	892	1,271	1,317	1,058	4,538
s	26	40	25	24	115
	83	150	149	126	508
	209	323	258	236	1,026
	303	416	516	289	1,524
	444	632	613	569	2,258
	425	484	575	416	1,900
ver	191	186	221	233	831
	79	57	35	49	220
	54	12	1	51	118
	106	93	36	143	378
in, All	67	13	2	26	108

Source: United States Department of Agriculture, National Agricultural Statistics Service, 2017 Census of Agriculture

# Revenue Model

Primary customers will be farmers, crop consultants, and input companies.

Service	Price
Complete Plant Intelligence Package	\$475/hour
Pesticide Application	\$300/hour
Thermal Imagery Package	\$20/acre
Thermal and Near-IR Imagery Package	\$30/acre

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Aaron Counts is a retired Marine Raider with 20 years of experience in special operations and is an MBA graduate from the University of Southern California. Aaron has employed military Unmanned Aerial Systems in combat environments throughout his military career. Seeing how effective these platforms have been in the national defense, Aaron is passionate to leverage drone technology in the agricultural industry. Aaron is an FAA-certified pilot under Part 107 and has been flying drones professionally for years. Having served in multiple leadership roles in combat environments, he is ready to take on the challenges of entrepreneurship.

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hylio

erial Services intends to employ drones and technology  
l by Hylio, a Texas-based company that manufactures  
to deliver ag inputs in the field precisely when and  
they are needed. Hylio creates crop-spraying drone  
that are extremely easy to use, and they are reliable.  
on is to make farming easier and more successful for  
e.

e proudly American-owned and operated with training  
supporting their customers as their top priority.

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# AG-122



**KEY SPECIFICATIONS**

<b>5.2</b> Gallon tanks (2 x 2.6 Gallons)	<b>UP TO 30</b> foot swath width	<b>UP TO 35</b> acres/hr @ 1 GPA Rate
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**BUILT FOR HEAVY-DUTY WORK**

The AG-122 is one of the largest drones in our lineup. It features hot-swappable tanks that's perfect for industrial-scale applications. The AG-122 is built to handle the most intensive applications.

# Competition

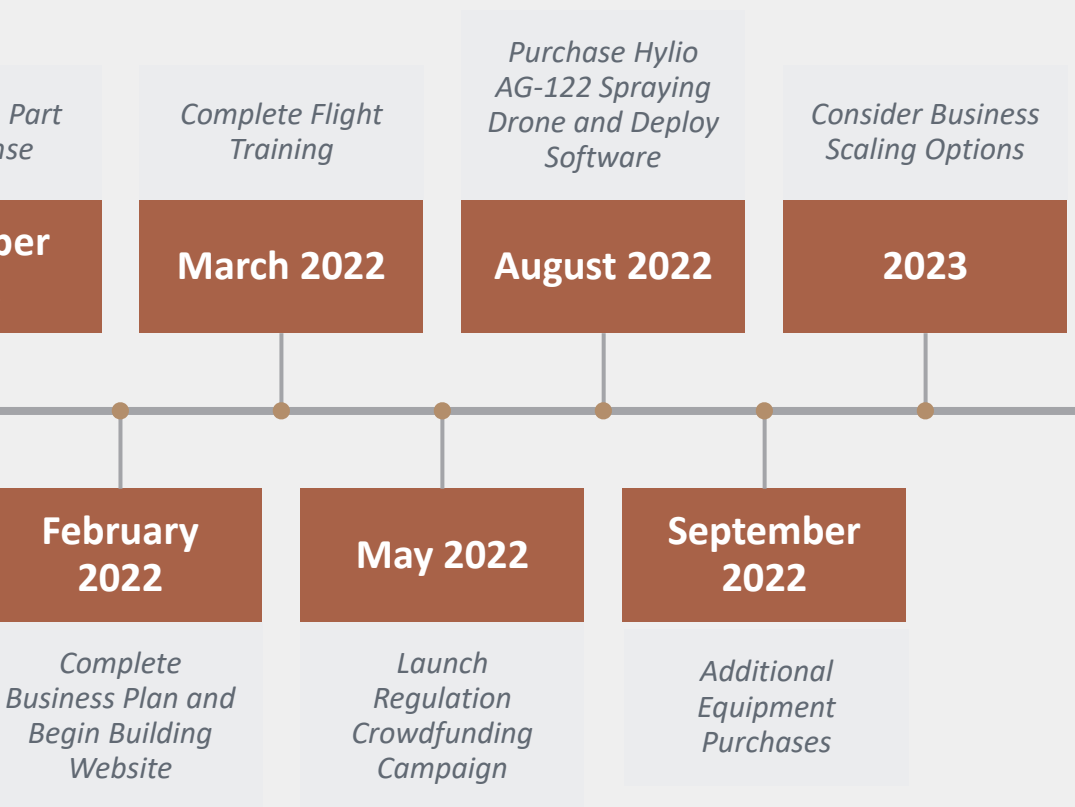
There are six commercial drone companies in the greater Birmingham area with none of them offering agricultural services such as crop health studies and crop spraying. They are also not manned aerial crop dusters in northern Alabama or capable of application of products via ground equipment. Flying drones instead of expensive manned aircraft can reduce costs for the farmer and produce better results due to plant health monitoring which drives the target application of products thus reducing product waste and gaining better yields. Ground application can reduce yields by soil compaction and damage to crops. This is alleviated by drone application.

# mpetition

S	Website	Location	Services	Notes
	<a href="http://www.chadovercast.com">www.chadovercast.com</a>	Madison, AL	Weddings, special events, and maternity	Limited offerings
	<a href="http://www.danielldrone.com">www.danielldrone.com</a>	Huntsville, AL	Real estate, construction, mapping, and 3D modeling	Very comprehensive and professional No agricultural work
	<a href="http://www.dronebearphoto.com">www.dronebearphoto.com</a>	Madison, AL	Drone & DSLR Photography	Not very active
tion	<a href="http://www.launchhsv.com">www.launchhsv.com</a>	Huntsville, AL	Real estate, construction, mapping, and 3D modeling	Very comprehensive and professional No agricultural work
ial	<a href="http://www.rocketcityapv.com">www.rocketcityapv.com</a>	Huntsville, AL	Real estate and stock photos	Limited offerings
	<a href="http://www.sellersphoto.com">www.sellersphoto.com</a>	Huntsville, AL	Construction, transport, and development	Mix of manned and UAS offerings

*The above commercial drone companies in the greater Huntsville area list their pricing on their website.*

# Timeline/Traction



projected timeline and dates are estimates only and may change.

# Investment Proposal

Agri Solutions is seeking to raise up to \$100,000 through a Crowdfunding Campaign that will provide an opportunity for investors to earn returns based on the terms of a 50/50 Revenue Share Agreement.

	2022	2023	2024	2025	2026
	\$106,500	\$253,500	\$275,375	\$302,125	\$302,875
Proceeds	\$90,506	\$194,812	\$200,375	\$204,612	\$207,650
Operating Expenses	\$15,994	\$58,688	\$75,000	\$97,513	\$95,225
(Expense)	(\$11,432)	(\$24,659)	(\$25,631)	(\$26,820)	(\$26,853)
	\$4,562	\$34,029	\$49,369	\$70,693	\$68,372

Use of Funds		
Description	At Target Amount	At Maximum Amount
Proceeds	\$40,000	\$100,000
Offering Expenses	(\$3,200)	(\$8,000)
Net Proceeds	\$36,800	\$92,000
Use of drone kit	\$34,080	\$34,080
Use of drone accessories	\$0	\$10,269
Capital	\$2,720	\$47,651
Use of Funds	\$36,800	\$92,000



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