



Executive Summary:

Country Partners Cooperative aims to revolutionize modern farming practices by introducing multi-spectral drones equipped with advanced imaging technology to optimize crop management. Our business model encompasses providing drone services to farmers for crop monitoring, pest detection, and yield forecasting. By leveraging cutting-edge drone technology, we offer farmers actionable insights to enhance productivity, reduce resource usage, and maximize yield potential.

Business Description:

Country Partner Cooperative will operate as a drone service provider catering specifically to the agricultural sector. We will offer one-time service for farmers, providing access to our fleet of multi-spectral drones and analytics platform. Our services will include aerial imaging, data analysis, and actionable recommendations tailored to the specific needs of each farm.

Market Analysis:

The agricultural industry faces increasing pressure to improve efficiency and sustainability while meeting the demands of a growing population. Traditional methods of crop monitoring and management are labor-intensive, time-consuming, and often imprecise. Multi-spectral drones offer a solution by providing high-resolution aerial imagery and data analysis, enabling farmers to make data-driven decisions in real-time.

Business Model:

Country Partners Cooperative will provide as needed imagery services to farmers. These services will include access to our drone fleet, data analysis software, and personalized recommendations. Additional revenue streams may include pest detection or yield forecasting, as well as premium services such as advanced analytics and consultancy.

Marketing and Sales Strategy:

Our marketing strategy will focus on targeting farmers through digital channels via Ag Vend, agricultural trade shows, and partnerships with agricultural associations and Universities. We will highlight the benefits of using multi-spectral drones for crop monitoring, including increased efficiency, reduced input costs, and improved yields. Our sales team will engage directly with farmers to understand their needs and tailor our services accordingly.

Operational Plan:

Country Partners cooperative will establish a fleet of multi-spectral drones equipped with high-resolution cameras and sensors capable of capturing various spectral bands. We will recruit and train certified drone pilots to operate the drones safely and efficiently. Data captured by the drones will be processed using advanced analytics software Pix4D to generate actionable insights for farmers.

Financial Plan:

Initial investment will be required to purchase drones equipped with sensors, software licenses, and establish operational infrastructure. Revenue will be generated through one-time service fees, and premium services. We anticipate steady growth in revenue as we expand our customer base and introduce new services. Profit margins are expected to improve as we scale operations and optimize efficiencies.

Conclusion:

Country Partners cooperative is poised to capitalize on the growing demand for agricultural drone services by offering innovative solutions to farmers. Our commitment to leveraging cutting-edge technology, providing exceptional service, and delivering tangible value to our customers will position us as a reliable resource in the agricultural drone industry.

Breakeven Analysis:

Item	Cost	Qty	Amount	Years To Depreciated	Annual Cost
Mavic 3 Multispectral (NA) SP Plus	\$ 5,391	2.0	\$ 10,781	3.0	\$ 1,797
DJI Mavic 3 Thermal	\$ 5,883	1.0	\$ 5,883	3.0	\$ 1,961
DJI Mavic 3 Enterprise Series Battery Kit	\$ 705	3.0	\$ 2,115	1.0	\$ 705
PIX4D fields & official training for precision ag	\$ 2,076	3.0	\$ 6,227	1.0	\$ 2,076
D-RTK Mobile Station	\$ 3,852	2.0	\$ 7,704	3.0	\$ 1,284
Drone Pilot Salary & Benefits	\$ 90,000	2.0	\$ 180,000	1.0	\$ 90,000
1/2 Ton Vehicle	\$ 60,000	2.0	\$ 120,000	6.0	\$ 10,000
High Graphic Processing Computer	\$ 2,500	2.0	\$ 5,000	3.0	\$ 833
Total	\$ 170,406		\$ 337,710.97		\$ 108,656

Drone Imagery Fee \$ 4.00
Annual Breakeven Revenue Acres \$ 27,164



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Quote 1485**DATE 02/20/2024**

	DESCRIPTION	QTY	RATE	AMOUNT
Mavic 3 Multispectral (NA) SP Plus	Mavic 3 Multispectral (NA) SP Plus	2	5,038.00	10,076.00T
DJI Mavic 3 Thermal	DJI Mavic 3 Thermal	1	5,498.00	5,498.00T
DJI Mavic 3 Enterprise Series Battery Kit	DJI Mavic 3 Enterprise Series Battery Kit	3	659.00	1,977.00T
PIX4D fields & official training for precision Agriculture	Includes an annual PIX4Dfields license and a one-time training fee. Renew the license annually at its standalone rate. The online training course will introduce you to critical PIX4Dfields concepts and workflows. You will learn best practices for capturing RGB and multispectral images for precision agriculture.	3	1,940.00	5,820.00T
D-RTK Mobile Station	D-RTK Mobile Station/D-RTK 2 High Precision GNSS Mobile Station (NA&AU&TW&BR)	2	3,600.00	7,200.00T
Multiple Drone Purchase	Multiple Drone Purchase Discount	1	-300.00	-300.00T
			SUBTOTAL	30,271.00
			TAX	1,664.91
			TOTAL	\$31,935.91

MAP & UPP Policy

Volitant Technologies, LLC adhere to all manufacturers pricing policies in order to maintain our authorized distributor/dealer status. As a result we are able to provide the highest level of manufacture authorized service and support.



Executive Summary:

Country Partner Cooperative plans to utilize T40 spray drones to revolutionize pest and disease management in agriculture. Our business model involves providing spray drone services to farmers through a cooperative structure, as well as conducting small scale on farm research for new agrochemical products and their timing. Therefore, providing farmers with reliable knowledge on new ag retail products and their ROI. By leveraging T40 spray drones, we offer farmers precise and efficient spraying solutions, reducing chemical usage, labor costs, and environmental impact.

Business Description:

Country Partner Cooperative will operate as a cooperative entity. Our cooperative model allows farmers to access cutting-edge technology at a fraction of the cost, improving their competitiveness and sustainability. We will offer drone spraying services to farmers for pest and disease management, covering a wide range of crops and agricultural settings.

Market Analysis:

The agricultural industry faces increasing challenges related to pest and disease management, with traditional spraying methods often proving inefficient and environmentally harmful. T40 spray drones offer a solution by providing precise and targeted spraying, reducing chemical drift and minimizing environmental impact. The market for agricultural drone spraying services is growing rapidly, driven by increasing awareness of precision agriculture techniques and the need for sustainable farming practices.

Business Model:

Country Partner Cooperative will generate revenue through custom spray drone services to our member owners in accordance to the cooperative structure, as well as fees for drone spraying services. Ag Chemical representatives testing the validity of new products. The cooperative structure allows us to distribute costs and benefits among members, making the technology accessible and affordable to small and medium-sized farms. Additional revenue streams may include selling application services to non-members.

Marketing and Sales Strategy:

Our marketing strategy will focus on targeting farmers through local agricultural events, workshops, and partnerships with agricultural University extension services. We will highlight the benefits of using T40 spray drones for pest and disease management, including reduced chemical usage, Targeted pest management, and improved product site infiltration. Our sales team will engage directly with farmers to communicate the capabilities of the technology and tailor our services to their specific needs.

Operational Plan:

Country Partner Cooperative will invest in T40 spray drones, as well as training and certification for drone pilots through approved FAA training requirements. We will establish operational procedures to ensure safe and efficient spraying operations, including pre-flight inspections, flight planning, and maintenance protocols.

Financial Plan:

Initial investment will be required to purchase T40 spray drones, training, and certification for drone pilots, as well as operational infrastructure. Revenue will be generated through drone spraying services. We anticipate steady growth in revenue as we expand our application services and increase our spraying capacity.

Conclusion:

Country Partner Cooperative is poised to transform pest and disease management in agriculture through the introduction of T40 spray drones. Our cooperative model makes this innovative technology accessible and affordable to farmers, improving their competitiveness and sustainability. By offering precise and efficient spraying solutions, we aim to enhance crop yields, reduce chemical usage, and promote environmentally sustainable farming practices.

Breakeven Analysis:

Item	Cost	Years To Depreciated	Annual Cost
T-40 3 Year Depreciation	\$ 28,531	3.0	\$ 9,510
Pilot Certification and training	\$ 7,500	1.0	\$ 7,500
Wages and Benefits for 1 Remote Pilots	\$ 90,000	1.0	\$ 90,000
Vehicle for Spray Pilot and Drone Trailer	\$ 65,000	6.0	\$ 10,833
Spray Trailer and plumbing setup for drone	\$ 27,000	6.0	\$ 4,500
Total	\$ 218,031		\$ 122,344

Drone Application Fee \$ 15
Annual Breakeven Revenue Acres 8,156



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Quote 1346

DATE 11/02/2023

DESCRIPTION

QTY

RATE

AMOUNT

T40 Ready to Fly Bundle	DJI AGRAS T40 Drone, (1)1 T30/T40 Charger, (3) T40 Batteries, and (1) T40 Spreader	1	31,029.99	31,029.99
T40 Spray Drone	Agras T40 Spray Drone	1	19,999.00	
T40 Intelligent Flight Battery (deleted)	T40 Intelligent Flight Battery	3	2,499.00	
T40 Spreading System	T40 Spreading System	1	1,399.00	
T30 Intelligent Battery Station (with ACDC)	DJI Agras T30 Intelligent Battery Station (with ACDC)	1	1,499.00	
WB37 Intelligent Battery	WB37 Intelligent Battery CP.BX.000229	1	63.75	
DJI WB37 Battery Charging Hub (USB-C)	DJI WB37 Battery Charging Hub (USB-C)	1	72.2415	

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	DESCRIPTION	QTY	RATE	AMOUNT
T40 Propellers RS413 U- CCW (deleted)	T40 Propellers RS413 U-CCW	1	0.00	
T40 Propellers RS413 U-CW (deleted)	T40 Propellers RS413 U-CW	1	0.00	
T40 Lower Propeller (CCW Pair)	1 Pair T40 Lower Propeller (CCW)	1	0.00	
T40 Propellers RS415 L-CW (deleted)	T40 Propellers RS415 L-CW	1	0.00	
Set Up Package	Set Up of Drone & Equipment	1	500.00	

The \$2499 is for the DJI Battery Promo. Ends March 15, 2024.

SUBTOTAL	31,029.99
DISCOUNT	-2,499.00
TAX	0.00

TOTAL	\$28,530.99
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Accepted By

Accepted Date

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