AerSol Business Plan

2027–2030

Aerial Solutions LLC doing business as AerSol

Rapid City, South Dakota | November 7, 2026

People. Planet. Possibility.

Restoring people and the planet through regenerative innovation.

Purpose and direction

This plan establishes the operating priorities, commercial strategy, financial requirements and development milestones for AerSol. It supports leadership decisions and discussions with prospective lenders, investors and strategic partners.

AerSol's immediate task is to build a repeatable, cash-supported operation around drone sales, aerial services and data intelligence. Its 2030 ambition is national leadership in integrated drone solutions, with American-made manufacturing pursued through a separately funded development program.

Plan contents

Section	Subject
1	Executive Summary
2	Company Overview and The AerSol Way
3	Market Opportunity and Commercial Evidence
4	Products and Services
5	Revenue Model and Sales Strategy
6	Operations and Leadership
7	Growth Roadmap and Accountability
8	Financial Plan and Capital Requirements
9	Risk Management and Long-Term Sustainability

1 Executive Summary

AerSol is an early-stage operating company headquartered in Rapid City, South Dakota. It combines drone systems, aerial capture, data processing and customer support to help commercial, industrial and agricultural customers obtain useful information and adopt practical technology. Local and regional field services form the operating base; remote data services offer a path to national reach.

Completed activities include aerial photography and videography, professional media, stockpile reporting, volumetric analysis and equipment sales. These establish experience with paying customers but do not yet demonstrate sustained profitability, a recurring contract base or a repeatable sales engine.

The 2027 operating model

The financial plan assumes nine full-time employees earning equal base salaries of $72,000 from January. Two salespeople target 48 C150 sales annually, while two dedicated AEC/data employees share 4,160 gross annual service hours between recurring contracts and hourly projects. These are planning assumptions, rather than confirmed sales or contracts.

Expected scenario	2027 plan
Revenue	$3,288,057
Contribution after direct costs and commissions	$1,054,155
Annual operating expenses	$875,003
Operating profit before tax, financing and depreciation	$179,152
Operating margin	5.4%
Cash after capital expenditures before financing	$36,751
Peak funding deficit plus three-month reserve	$478,607

The expected case can support the modeled cost structure, but the margin is narrow and annual profit does not remove the need for working capital. The conservative case produces a $387,732 operating loss and requires a materially different cost or funding response.

Leadership priorities

Secure financing before payroll and supplier commitments; verify dealer economics and import eligibility; convert proven services into signed recurring work; measure contribution and cash weekly; and complete operating authorizations before expanding agricultural application.

Manufacturing remains a strategic priority. Feasibility, engineering, sourcing, certification and production require their own scope, budget and capital. No manufacturing revenue, staffing or development expenditure is included in the 2027 operating forecast.

2 Company Overview and The AerSol Way

Identity and purpose

Aerial Solutions LLC, doing business as AerSol, was formed in Wyoming and is registered as a foreign LLC in South Dakota. Its physical headquarters are in Rapid City. Company contact: 18 E Main St Ste 102, Rapid City, SD 57701; info@aersol.com; 605-389-3547; www.aersol.com.

Mission: To restore people and the planet through regenerative innovation.

Vision: To become a national leader in end-to-end drone intelligence while creating meaningful work, measurable customer value and responsible stewardship of land and resources.

The AerSol Way

AerSol is pioneering an organizational operating philosophy rooted in the law of love, sacred economics, servant leadership and shared prosperity. In practice, this means respectful relationships, transparent decisions, purposeful work and accountability for both customer outcomes and financial performance.

Core value	Operating expression
Cultivate Trust	Keep commitments, communicate clearly and care for relationships.
Unwavering Integrity	Align claims, recommendations and delivered work.
Passion with Purpose	Connect individual strengths with useful customer outcomes.
Pioneer Boldly	Test new ideas through bounded, measurable experiments.
Lead with Humility	Listen, learn, accept feedback and take responsibility.

Integrated business divisions

AEC, Energy and Infrastructure provides capture, documentation and inspection-related services. Agriculture and Conservation develops equipment adoption, application and land-management solutions. Data Intelligence and Solutions turns imagery and spatial data into usable deliverables. Drone Systems and Innovation supports equipment, training, onboarding and future manufacturing development.

These divisions share people, equipment and customer relationships; they are not separately staffed businesses in the 2027 forecast. Service capacity must be allocated once across all work.

Compensation and growth

Equal base compensation is an organizational objective. The 2027 model uses nine employees at $72,000 each, superseding earlier staffing and salary scenarios for this forecast. Expansion toward a larger team remains conditional on contracted contribution, financing and reserves. No additional positions are assumed in the financial results.

3 Market Opportunity and Commercial Evidence

AerSol will concentrate first on customers whose needs match work the team has already performed. The market thesis is that customers value reliable delivery, understandable reports and ongoing support enough to purchase repeat services or equipment. This thesis must be tested through contracts and realized margins.

Customer group	Need and offering	Evidence or next test
Real estate, self-storage and roofing	Professional aerial media and property documentation	Completed work; seek repeat projects and referrals.
Lumber, asphalt and materials businesses	Stockpile measurement and inventory reporting	Completed analysis; test monthly or quarterly agreements.
Construction and development	Progress capture, site records and mapping	Sell defined pilot projects before broader commitments.
Energy and infrastructure owners	Asset imagery, inspection documentation and monitoring	Validate procurement, security and technical standards.
Agricultural producers and operators	Drone systems, deployment and support	Prior sales; verify buyer economics and purchasing demand.
Conservation practitioners and land managers	Vegetation, restoration and spatial analysis	Relationships and data analysis in development.
Drone operators nationwide	Remote processing and reporting	Test processing partnerships with defined inputs and quality standards.

Positioning and competition

AerSol competes with local drone operators, established geospatial and inspection firms, equipment dealers and customers' internal teams. Its intended differentiation is one accountable relationship spanning equipment, field operations, processing and support. That advantage must be demonstrated through delivery quality, responsiveness and customer retention.

The company intends to sell systems it uses wherever practical. The C150 demonstration aircraft supports this approach. WingtraRAY is offered for sale, but AerSol does not yet own one; any planned service deployment or acquisition must be described accordingly.

Commercial validation

Management will build a named account list, interview buyers, document competing offerings and track proposals, win rates, delivery hours and repeat purchases. No quantified market size or market-share claim is adopted here without supporting research. The 2027 forecast is a sales-and-capacity scenario, not evidence of market demand.

Before external financing is finalized, attach historical financial statements, completed invoices, signed work, a probability-weighted pipeline, supplier confirmations and a competitor comparison. Grants and conservation program eligibility should be verified for the specific customer and project before being used in a sales proposal.

4 Products and Services

AEC Energy and Infrastructure

Offering	Customer deliverables	Commercial approach
Aerial photography and video	Edited media, agreed file formats and usage rights	Hourly or a clearly scoped fixed quote.
Stockpile and volumetric reporting	Annotated imagery, calculated volumes and comparisons	Per site, monthly or quarterly agreement.
Construction progress monitoring	Dated imagery, repeat views and progress records	Monthly or project-duration contract.
Mapping and site intelligence	Orthomosaics, models, spatial exports and reports	Project quote after data and accuracy requirements are agreed.
Asset and facility documentation	Visual or thermal imagery and documented observations	Pilot project followed by periodic service.
Energy and utility monitoring	Customer-approved asset records and condition imagery	Specialist workflow and procurement validation before scale.

Existing media and volumetric work provides the strongest starting point. Mapping, thermal and utility offerings require documented procedures and acceptance criteria appropriate to each assignment. Licensed professional partners will be used where the scope requires surveying, engineering or other regulated professional judgment.

Data Intelligence and Solutions

AerSol processes internally using Pix4Dmatic, Pix4Dfields and ArcGIS Pro. Services may include photogrammetry, GIS integration, mapping, volumetrics, vegetation analysis and reporting. Each engagement defines input requirements, coordinate systems, quality checks, revisions, delivery dates and file retention.

Remote processing can serve customers nationally, but it shares the same two-person service capacity as field AEC work in 2027. Capture, travel, processing and reporting all consume employee hours. Nationwide reach does not imply unlimited delivery capacity.

Recurring service design

Initial contract families are inventory reporting, construction progress and asset documentation. Each agreement specifies sites, frequency, included hours, travel limits, deliverables, change requests, payment terms, weather rescheduling and renewal or termination. Contract pricing must be tested against actual delivery effort.

4 Products and Services continued

Agriculture and Conservation

The C150 and Ceres C31/40 are the same agricultural spray-drone platform for this plan. Management identifies the aircraft as Chinese-made, imported into the United States by Ceres, and weighing more than 55 kilograms. Its import and operating exposure must be reviewed using its exact model, configuration, origin and applicable authorizations.

The equipment offering includes demonstrations, purchase coordination, onboarding, operator education and support within an agreed scope. The $57,998 package price and conditional dealer margins are planning inputs, subject to written supplier confirmation.

Agricultural spraying, spreading and seasonal services are developing offerings. They will be commercialized only after required authorizations, insurance, personnel qualifications and operating procedures are in place. Revenue from these activities is not separately included in the 2027 forecast.

Regenerative agriculture and conservation work may include assessments, monitoring and implementation support with qualified specialists. Current development includes conservation relationships and potential analysis of beaver dam analog data. Technical service provider qualifications and commercial arrangements remain to be established; certification or program approval must not be implied.

Drone Systems and Innovation

AerSol offers agricultural equipment and WingtraRAY sales and seeks to provide ongoing lifecycle support. Training, maintenance coordination, accessories and administrative FAA application assistance can strengthen customer relationships, but pricing, staffing and warranties must be documented before these become contracted promises.

Regulatory assistance is educational and administrative. It does not guarantee approval or substitute for legal advice, certification decisions or an operator’s compliance responsibilities. Any new support or training revenue must be added to the forecast only with its delivery cost and capacity requirement.

Domestic manufacturing development

The long-term vision is American-made drone manufacturing in the Black Hills. AerSol has not yet established a validated aircraft design, manufacturing capability, development cost or production schedule. The first deliverable is a feasibility program covering customer requirements, technical partners, sourcing, regulatory pathways, unit economics and capital needs.

Development must be funded through a dedicated commitment or project budget. Progression to prototyping and production requires evidence, technical review and explicit investment decisions. Domestic assembly alone should not be presented as proof of domestic origin or procurement eligibility.

5 Revenue Model and Sales Strategy

Pricing and revenue discipline

AerSol uses a hybrid model: transparent hourly work for custom scopes, fixed quotes for repeatable projects and recurring agreements for scheduled services. The current service rate is $195 per person-hour, including separately counted pilot, travel, editing and processing time. If two employees travel, both employees' time is counted. Quotes show meaningful task lines, hours, rates and totals.

Fixed and recurring prices must cover actual delivery effort, direct expenses and a contribution to salaried payroll and overhead. Labor remains in operating expenses in this forecast; it must not also be deducted as a second cash expense in project contribution. Internal job costing should nevertheless measure salaried hours to assess service economics.

Recurring fees of $1,500, $2,500 and $3,500 per client-month are scenario assumptions, not approved universal packages. At the illustrative 20 delivery hours, they imply $75, $125 and $175 per delivery hour. The expected $125 realization is below the $195 project rate, so scope and retention value require careful validation.

Drone sales funnel

The expected case targets two salespeople each selling two aircraft monthly. Management will track qualified leads, demonstrations, proposals, deposits, fulfilled orders and contribution by salesperson. Required leads should be calculated from observed conversion rates; a sales target is not a booked pipeline.

Demo qualification considers application, acreage or workload, operating readiness, budget and decision authority. At AerSol headquarters, one qualified buyer supports a demonstration. Travel within two, three or four hours requires respectively two, three or four qualified buyers. Demonstrations must also satisfy the operating safety and authorization requirements.

Service acquisition and retention

Prioritize existing industrial and commercial relationships, then local contractors, developers and professional partners. Use customer-approved portfolios and sample deliverables to demonstrate quality. Offer a bounded first project and propose recurring work after the customer confirms its value.

The website should direct agricultural prospects to request a demonstration and service prospects to request a quote. Maintain one pipeline with an owner, next action, decision date, estimated contribution and payment status for each opportunity. Review dormant leads, lost proposals and cancellations to improve qualification and pricing.

Commercial controls

Confirm supplier availability and delivery terms before promising dates. Document customer deposits, cancellation rights, warranty responsibility and payment milestones. Avoid customer terms that create unfinanced supplier obligations. Do not count a new support contract twice if its work is already included in an equipment package.

6 Operations and Leadership

Leadership responsibilities

Person	Internal responsibility
Brandon Hatle	Founder and Visionary; strategic relationships and long-term direction.
Christos Apeiron	Chief Executive Officer; execution, priorities, financial discipline and The AerSol Way.
Drew Marchant	Data Solutions Director; processing, analytical quality and delivery workflows.
Justin Olhrogge	Drone Activity Director; field operations, equipment readiness and flight procedures.
Lori Munro	Accounting Director; reconciliations, reporting and financial controls.
Jasmine Hatle	Design Director; visual design and voluntary Human Design exploration supporting team understanding.
Amy Painter	Development Director; marketing, relationships, events, communication and follow-through.

This leadership roster is not an additional payroll layer. The forecast assumes nine paid positions: four retained original employees, including two AEC/data staff; two salespeople; one operations/support employee; Brandon; and Jasmine. Management must map named people, employment status and time allocations to those nine positions before implementation. Titles do not establish extra funded capacity.

Equipment and readiness

Management identifies DJI M3M, M3T and Mini 5 Pro aircraft, plus the C150 demonstration aircraft, as the current equipment foundation. Confirm asset ownership, configuration, condition, software subscriptions, financing and replacement needs in the asset register. WingtraRAY acquisition is planned rather than owned and must fit an approved capital budget.

AerSol reports two Part 107 pilots and Part 137-related and Section 44807 exemptions. The agricultural operating certificate and aircraft registration process require completion or documentary verification. Maintain an authorization register listing aircraft, privileges, conditions, expiry dates and responsible personnel.

Delivery and management cadence

Every job moves through qualification, written scope, authorization review, scheduling, capture, processing, quality review, customer acceptance and invoicing. Maintain flight and maintenance logs, data backups, incident reporting, access controls and revision records. Assign independent review for material analytical errors where practicable.

Use the Monday Take Off Meeting from noon to 2 p.m. for relationship, weekly reporting and action ownership. The business review begins at 1 p.m.; Hangar priorities receive one owner and a deadline. Supplement this with weekly cash forecasting and a monthly financial and capacity review.

7 Growth Roadmap and Accountability

Period	Priority and accountable lead	Evidence for progression
Before January 2027	CEO and Accounting: confirm funding, payroll mapping, opening balances and supplier terms.	Committed liquidity; verified budget; documented tier and procurement assumptions.
First quarter 2027	Development and sales: establish pipeline and convert existing relationships. Data and Drone Activity: standardize delivery.	Signed work, measured conversion, documented project hours and accepted deliverables.
Second quarter 2027	CEO and division leads: compare actual sales, service realization and cash with the expected case.	Revised rolling forecast; corrective action if contribution or liquidity misses plan.
Third quarter 2027	Sales and Accounting: plan seasonality and dealer reset. Operations: protect shared service capacity.	Confirmed vendor terms, purchase calendar and capacity-supported commitments.
Fourth quarter 2027	CEO and Accounting: extend procurement and cash forecasting into 2028.	Year-end obligations and next-year inventory advances funded.
2028	Leadership: expand repeatable services and national processing partnerships.	Retention, delivery quality and contribution support incremental cost.
2029	Leadership: evaluate additional crews, geography and specialist partnerships.	Validated unit economics and funded capacity expansion.
2030	Leadership: pursue national recognition and manufacturing milestones where justified.	Commercial evidence and separately approved development funding.

Operating scorecard

Review aircraft orders and realized gross profit, service bookings, recurring revenue, churn, hours used, realized revenue per delivery hour, contribution, operating expenses, receivables, supplier advances and available cash. Compare actual results with each scenario and explain material variances.

Track safety events, on-time delivery, revisions and customer retention alongside financial results. Environmental claims should rely on measured project outcomes; activity counts alone do not demonstrate improved soil, water or ecosystem health.

Expansion gate

Additional hiring or compensation increases require sustained contribution covering at least 1.25 times post-increase operating expenses, supported by signed work and sufficient reserves after supplier commitments. At the existing $875,003 cost base, 1.25 times expenses is approximately $1,093,754; the expected $1,054,155 contribution does not yet reach that benchmark even before an increase.

8 Financial Plan and Capital Requirements

2027 forecast basis

The supplied forecast assumes nine full-time employees at $72,000 from January, approximately $34.62 per hour over 2,080 annual hours. Base payroll totals $648,000. Expected aircraft sales are 48 C150 packages at $57,998. Service contracts and hourly projects share two employees' capacity. All figures below are U.S. dollars rounded to the nearest dollar.

Financial measure	Conservative	Expected	Ambitious
C150 drone sales	18	48	60
Drone sales revenue	$1,043,964	$2,783,904	$3,479,880
Recurring AEC revenue	$46,756	$272,385	$589,619
Hourly data project revenue	$275,854	$231,768	$123,356
Total revenue	$1,366,574	$3,288,057	$4,192,856
Drone gross profit	$260,991	$794,573	$1,003,365
Total contribution after direct costs and commissions	$487,272	$1,054,155	$1,352,522
Operating expenses	$875,003	$875,003	$875,003
Operating profit before tax, financing and depreciation	($387,732)	$179,152	$477,519
Operating margin	(28.4%)	5.4%	11.4%
Operating cash flow	($449,304)	$66,751	$295,056
Capital expenditures	$15,000	$30,000	$60,000
Cash after capital expenditures before financing	($464,304)	$36,751	$235,056

Contribution is drone gross profit plus service revenue, less direct service expenses, fulfillment/support allowances and variable commissions. Employee base salaries and the modeled incremental payroll burden are included in operating expenses. Minor differences in displayed arithmetic may arise from rounding underlying values.

These are planning scenarios. The underlying monthly workbook, utilization calendar and cash schedules must be reconciled before financing commitments; annual results alone do not substantiate monthly profitability or the timing of funding deficits.

8 Financial Plan continued

Staffing and operating expenses

Annual expense	Amount
Base salaries at nine employees × $72,000	$648,000
Illustrative burden on incremental payroll	$95,040
Existing nonpayroll operating expenses	$113,963
Additional growth overhead	$18,000
Total annual operating expenses	$875,003
Monthly operating expenses	$72,917

The historical monthly baseline of $23,896.94 contains provisional payroll of $14,400. Annualizing the remaining $9,496.94 produces approximately $113,963 of existing nonpayroll expenses. The forecast replaces historical base payroll through a net adjustment, avoiding double counting.

The illustrative 20% employer burden applies only to the $475,200 increase in annual base payroll above the $172,800 historical reference. It is not a verified full-employer-cost budget. Payroll taxes, benefits, insurance and any burden already embedded in the baseline must be reconciled with accounting records. Transition costs and missing employer costs could reduce projected profit.

C150 dealer economics

Dealer tier	Margin	Purchase cost	Gross profit per sale
Silver	25%	$43,498.50	$14,499.50
Gold	30%	$40,598.60	$17,399.40
Platinum	35%	$37,698.70	$20,299.30

Each sale includes an illustrative $1,750 fulfillment/support allowance and commission of 2% of retail revenue, or $1,159.96. At Silver, this leaves $11,589.54 contribution per aircraft before fixed operating expenses. Warranty and service obligations must be tested against the allowance.

The reproduced agreement uses cumulative dealer-price purchases, with Gold above $675,000 and Platinum above $1 million. The qualifying order receives the higher margin; prior orders are not retroactively repriced. The model starts at Silver with zero opening qualifying purchases, assumes an October reset and tests the qualifying order at the preceding tier’s price before accumulating its final invoice.

Actual tier, exclusivity, opening purchases, renewal/reset rules and qualifying-order treatment require vendor confirmation. Discretionary downgrades are not automatically modeled. The optional 37% margin is excluded because it requires Platinum eligibility, executed exclusivity and election to forgo localized marketing support.

8 Financial Plan continued

Shared AEC and data capacity

Two employees provide 80 gross hours weekly or 4,160 annually. Utilization must allow for leave, administration, weather, rework and unsold time. Recurring AEC work receives priority; hourly projects at $195 fill part of the remaining delivery capacity. These are employee hours, not aircraft flight hours.

Service assumption	Conservative	Expected	Ambitious
Opening recurring clients	1	3	4
New recurring clients	1 per quarter	1 per month	2 per month
Monthly fee per client	$1,500	$2,500	$3,500
Monthly client churn	2%	1%	1%
Direct nonpayroll AEC costs	35% of revenue	30%	30%
Project fill rate of remaining hours	40%	60%	80%

Each recurring client requires an illustrative 20 delivery hours monthly. New clients bill for a full month; fractional client counts represent expected values. Data project direct nonpayroll costs equal 10% of project revenue. Salaried labor stays in operating expenses.

The expected case generates $272,385 of recurring revenue and $231,768 from approximately 1,189 project hours. The recurring revenue implies approximately 109 client-months and 2,179 recurring delivery hours. Together, these use approximately 3,368 hours, or 81% of gross annual capacity, before assessing the exact monthly scheduling pattern.

The ambitious case earns less hourly project revenue because recurring work occupies more of the same capacity. Recurring demand above physical capacity is excluded. No additional revenue should be booked simply by assigning the same employee hours to another division.

Pricing and forecast validation

The supplied summary does not specify each scenario’s monthly utilization schedule. Before adoption, reconcile recurring-client growth, churn, capacity caps, travel time and project fill to the monthly workbook. Confirm whether recurring contract hours include all preparation, travel, processing, reporting and revisions.

Contract fees must be validated through customer willingness to pay and actual project effort. The expected 20-hour contract at $2,500 realizes $125 per hour before 30% direct nonpayroll expenses, leaving $87.50 per delivery hour toward payroll and overhead. Scope creep can quickly erode that contribution.

Revenue boundaries

Agricultural application, conservation consulting, training, support plans, WingtraRAY sales and manufacturing have no separate revenue line in the supplied forecast. Their costs and sales must be explicitly modeled before management relies on them to fund expansion. Financial projections for 2028–2030 will be developed after 2027 assumptions are tested.

8 Financial Plan continued

Cash flow and funding

Funding measure	Conservative	Expected	Ambitious
Peak month-end funding deficit	$500,848	$259,857	$406,685
Three-month operating reserve	$218,751	$218,751	$218,751
Funding requirement including reserve	$719,599	$478,607	$625,436

Funding estimates assume zero opening cash and working-capital balances. Supplier purchases are prepaid for the next month's aircraft orders. Customers provide illustrative 20% deposits one month ahead, and 30% of aircraft revenue remains outstanding at month-end. AEC and project invoices collect the following month.

The expected case produces $66,751 operating cash flow and $36,751 after $30,000 capital expenditures, yet reaches a $259,857 funding deficit during the year. Larger sales volumes can create larger cash needs because supplier advances precede customer receipts. The ambitious scenario therefore needs more funding than the expected scenario.

December excludes procurement for January 2028. Extend the schedule into 2028, include the exact collection and deposit mechanics, and test intra-month timing before sizing financing. Month-end deficits can understate the deepest cash need. Actual opening cash, inventory, payables, debt and receivables must replace the zero-opening assumption.

Capital structure and use of funds

The expected $478,607 is a modeled liquidity requirement including reserve, not a final investment offer or a manufacturing budget. Evaluate a combination of committed owner/investor capital and a supplier/inventory or working-capital facility against repayment capacity. Loan interest, fees, collateral and covenants must be added to the model before selecting financing.

Keep supplier advances, receivables funding, capital purchases and the minimum operating reserve visible in a rolling cash forecast. Do not add the $30,000 expected capital expenditure again to the funding requirement if it is already reflected in the underlying monthly deficit calculation; verify that treatment in the workbook.

Sensitivity and management response

If all 48 expected aircraft sales remain at Silver, operating profit falls to approximately $80,555 with other assumptions unchanged. The conservative scenario does not support the nine-person cost structure. A sales miss, delayed collections, unavailable imports or higher payroll burden could remove the expected margin.

Management will update a 13-week cash forecast weekly and reforecast the year monthly. If liquidity approaches the reserve floor or contribution falls short of operating costs, pause discretionary purchases and expansion, renegotiate unfunded procurement, intensify collections and approve a funded cost-response plan. Exclusions include income taxes, financing costs, depreciation, owner distributions and unbudgeted transition costs.

9 Risk Management and Long-Term Sustainability

Concentration and supply chain exposure

C150 sales account for approximately 84.7% of expected revenue. The aircraft is the Ceres C31/40 platform, identified by management as Chinese-made, imported by Ceres and above 55 kilograms. A supplier interruption, import restriction, change in landed cost or delayed delivery could therefore affect both revenue and working capital materially.

Before committing purchases or delivery dates, obtain written confirmation of model-specific import eligibility, radio authorization status where applicable, landed costs, lead times, spare parts, warranty support and responsibility for regulatory changes. Review current federal restrictions and customer procurement rules with qualified advisers. Import eligibility, permission to operate and eligibility for a customer's procurement are separate determinations; aircraft weight alone does not resolve them.

Use supplier contingencies and customer terms that address delays and cancellations. Develop alternative systems and service revenue, and stress-test zero or reduced C150 availability. Domestic manufacturing is a potential long-term response, not an immediate replacement for imported aircraft or a funded contingency in this forecast.

Operating authorization and safety

FAA guidance distinguishes agricultural drones below 55 pounds from aircraft weighing 55 pounds or more. For the larger category, its agricultural UAS guidance identifies Part 91 and Part 137 operations, required exemptions and N-number registration. AerSol's C150 exceeds this threshold. Reported exemptions do not by themselves establish that every aircraft or proposed mission is authorized.

Verify exemption scope, registration, the agricultural aircraft operator certificate, airspace access, personnel requirements and all conditions before work. Confirm applicable state applicator requirements, product-label restrictions and insurance with the relevant authorities and advisers. Maintain flight risk assessment, weather limits, controlled demonstration areas, emergency procedures, battery handling and incident escalation.

Financial resilience

The expected 5.4% operating margin leaves limited room for error. Protect reserves after supplier commitments, avoid unfinanced inventory and measure actual unit contribution. Review dealer-tier eligibility throughout the year and before the modeled October reset. The forecast's funding requirement must be revisited if supplier terms or customer collections change.

Owner support has historically been important, but future availability must be documented rather than assumed. Manufacturing development requires dedicated committed funding sufficient for its approved stage; operating cash should not silently absorb open-ended research and development.

9 Risk Management continued

Risk	Control and accountable function
Sales and customer concentration	Sales and CEO: track conversion, customer concentration and signed backlog; use evidence before fixed-cost expansion.
Capacity and delivery	Data and Drone Activity: reserve employee hours for full job delivery, cap recurring commitments and monitor rework.
Pricing and warranty exposure	Accounting and Operations: compare quoted and actual hours, verify supplier responsibility and review support allowance per sale.
Data quality and security	Data Solutions: document methods, accuracy limits, backups, access permissions, retention and customer acceptance.
People and key-person dependence	CEO and division leads: cross-train, document procedures and assign backup ownership.
Environmental and professional claims	Operations and Development: substantiate outcomes, define analytical limits and use qualified partners where required.
Manufacturing execution	CEO and Founder: stage funding, secure technical review, validate sourcing and unit economics before capital commitments.

Sustainability through disciplined growth

AerSol will evaluate progress through financial durability, employee well-being, customer outcomes and verified environmental results. Equal compensation and shared prosperity depend on a business that pays its obligations and preserves its ability to serve customers. Expansion decisions must pass the contribution and cash gates in Sections 7 and 8.

Regenerative offerings should document baseline conditions, methods, monitoring intervals and limits on causal claims. Reports must distinguish observed changes from outcomes attributable to AerSol's work. Team development should support voluntary participation, clear responsibilities and respectful collaboration.

Evidence required for financing and implementation

Complete the monthly model and opening balance reconciliation; verify all employer costs; map nine funded positions; confirm dealer terms and import status; attach current authorizations and insurance; substantiate customer demand and delivery hours; extend cash planning into 2028; and define the manufacturing feasibility budget. These steps convert the strategic direction into financeable commitments.

Planning sources

Management-provided 2027 financial forecast and operating assumptions, November 7, 2026; AerSol strategic planning materials; and the supplied Business Plan header. Scenario figures are retained as provided, subject to rounding and the validation items described in Section 8.

Regulatory reference: Federal Aviation Administration, Dispensing Chemicals and Agricultural Products (Part 137) with UAS, accessed November 7, 2026: https://www.faa.gov/uas/advanced_operations/dispensing_chemicals. Consult the current guidance and AerSol's actual grants before each affected operation.