

## Opening and Welcome

Welcome to the Droneport Seminar, Unlocking the Economic Potential for Your Community. It is a pleasure to be in Chicago at AUVSI's Xponential – the largest gathering of its kind.

I've talked with many of you and it is a pleasure to have the opportunity to meet in person.

I am Sallie Traxler, Co-Founder and Director of the DronePort Network.

The DronePort Network is brings together communities, thought leaders and companies to unlock economic prosperity and create jobs in the UAS industry.

To fully understand the opportunity, we need to understand the magnitude.

Why droneports?

Why now?

There is a sea change in how we are able to monitor and inspect our physical assets.

McKinsey & Company describes droneports as the “distributed logistics infrastructure” for the drone industry - and key to serving the needs of the growing commercial fleet.

Droneports are, in effect, extenders and cost-savers.

For communities, droneports bring a competitive edge, a way to introduce new technologies and practices, and a way to build on top of the existing infrastructure and evolve with it.

Today, we will hear from a developer who is creating an interconnected network of airports, and a community where coal was king just a few years ago and how they are reinventing themselves.

Companies and drone operators are the primary customers for droneports and they tend to specialize in discrete end markets. Making the economic opportunity for each droneport a function of the end markets for drone services in that region.

The opportunity

Drones have proven effective in rapid disaster response, where people, livestock and property are threatened.

Many droneports will begin as support centers for disaster recovery and resiliency.

In this country alone, there are 2 million farms, with 322 million acres in production and 95 million cows.

Drones have proven effective in locating, counting, identifying and monitoring the health of herds.

Farmers gain more frequent and accurate information by monitoring their crops and lands with drones -- helping them to decide when to spray, when to water, and where to target these inputs in ways that minimize costs.

There are over 2.5 million miles of gas pipelines, 138 thousand miles of railroad, 56 thousand wind turbines, and 6.3 million miles of distribution lines.

All of these assets can be monitored and inspected with the use of drones.

Industry needs drones.

This is why this is a huge opportunity and this is why we are all in this business.

As we approach the permission to fly beyond the visual line of sight in a manner that will be routine, having the logistical facilities that house, equip, maintain, and fuel drones will become very valuable.

It will make deployment of fleets easier and more cost effective. Having a place to handle industrial scale drones is going to be important and required.

The communities that prepare for them will be the epicenter for UAS activities in a region.

How do I leverage the opportunity?

That's what we are here to find out – from the innovators and leaders who are doing just that.

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