



DROBOTS COMPANY
WHERE TECHNOLOGY MEETS FRESH AIR

Our Company



About Drobots Company

The core foundation of our company and the programming we work diligently to develop is built upon creativity, exploration, technology and fun. Our commitment and passion is derived from the unlimited positive applications of innovative technology. Throughout all of our kids camps and teen programs students thrive under the supervision of an adult-led staff committed to the development of the individual and team.

- **Founded:** in 2013 by a small group of parents, educators, visionaries and do-it-yourself engineers.
- **Mission:** to inspire students to reduce time in front of a computer screen and instead utilize drone technology in a setting that promotes collaborative project-based learning in a positive educational environment.
- **Primary Goal:** mentor participants on how to become lifelong learners and instill a strong sense of curiosity, confidence and teamwork.
 - ◆ Due to the exponential growth of the drone industry, kids and teens may now explore, learn and evolve along with the applications of today and the discoveries of tomorrow.
 - ◆ Drobots fosters this new technological landscape with a unique curriculum and well-trained positively motivated instructors.
- **Flexible Experiences:** allows students to shift between the excitement and hands-on activities of indoor activities and the freedom and exploration of the outdoors.
 - ◆ Participants utilize imagination, hand-eye coordination and STEM applications to conquer challenges and missions – all in a team-oriented environment.
 - ◆ Under the umbrella of a friendly competitive and gamified teaching and learning methodology, participants collaborate in a team setting to deconstruct challenges and then solve them.

Turn-Key Relationship

Our Company

- Has 30+ years in talent acquisition and experience hiring and training top-rated teachers and educators nationwide
- Prides itself on providing a turn-key program with very little operational or logistical support from the host facility
- Hires adults who are currently working or pursuing a career in education; and college-aged students with the same goal and interest in education, engineering, or technology.
- Mandates that all staff must pass mandatory state and county background checks AS WELL as our own company background check – which includes a FBI Fingerprint Check, EBI, CORI, SORI, and a drug test (in certain locations).
- Hires instructors who are known for their knowledge, communication skills, behavioral management, and excellent customer service, keeping in mind that the “customer” includes:
 - ◆ The community, the school, and its facility
 - ◆ The participants
 - ◆ The participant’s parents or legal guardians
- Provides instructors with 26+ hours of detailed training sessions on safety, behavioural management, and curriculum
 - ◆ Our extensive training addresses all policies to ensure a safe and friendly environment
 - ◆ This includes, but is not limited to
 - Nut allergies and other related life-threatening conditions (including EpiPen training)
 - Bullying, facility safety, emergency safety protocol, CPR & basic first aid.
 - ◆ We also abide by, attend, and adopt any and all school/facility mandatory trainings and/or procedures to ensure both parties are aligned 100%

Quick Glance Information

Turnkey Operation	Drobots is 100% turnkey. We provide our own instructors, materials, supplies, and technology
Company Experience	Combined 70+ years experience operating summer programs nationally & internationally
Respect	We fully recognize that we are the guests campus and in return, train our staff accordingly
Participant Outcomes	Teamwork, collaboration, confidence, education, hand-eye coordination, coding & flying drones
Program Curriculum	Lesson plans specifically designed by experts to develop creative interest; spark/foster learning
Drobots' Instructors	Adult-led, fully-trained and presently working in educational and/or child behavioral management
Background Checks	All staff are fully background checked (FBI, CORI, SORI) and abide by local/state requirements
Training	Each instructor undergoes training for approximately 20-26 hours prior to working with students
Insurance	Drobots maintains liability & umbrella insurance policies and coverage up to \$5 million
Facility Requests	Most activities occur indoors. Limited outdoor space is also utilized. We are extremely flexible
Gross Revenue Split	Negotiable, but due to the investment in drones, technology, and an adult-led staff, we request a slightly high percentage. However, the agreement must be a win-win for both parties.
Advisory Board	We are fortunate to have leading experts & advisors from both the drone & educational industries

Schedule (example)

Full Day

9:00 to 9:15am	1. Review activities & outcomes for the morning 2. Announcements of day & Scoreboard review
9:15 to 9:20am	Campers split into Flight Squads and report to first station
9:20 to 10:00am	First activity of day; Flight squads rotate through
10:00 to 10:10am	Break & Rotate
10:10 to 10:50am	Second activity of day; Flight squads rotate through
10:50 to 11:00am	Break & Rotate
11:00 to 11:45am	Third activity of day; Flight squads rotate through
11:45 to Noon	All-camper debrief meeting; Scoreboard update
Noon to 1:00pm	Lunch & Break (non-drone related activity)
1:00 to 1:10pm	Review activities & outcomes for the afternoon
1:10 to 1:50pm	Fourth activity of day; Flight squads rotate through
1:50 to 2:00pm	Break & Rotate
2:00 to 2:45pm	Fifth activity of day; Flight squads rotate through
2:45 to 3:00pm	All-camper debrief meeting; Scoreboard update; Dismissal

Half Day (morning or afternoon)

9:00 to 9:15am	1. Review activities & outcomes for the morning 2. Announcements of day & Scoreboard review
9:15 to 9:20am	Campers split into Flight Squads and report to first station
9:20 to 10:00am	First activity of day; Flight squads rotate through
10:00 to 10:10am	Break & Rotate
10:10 to 10:50am	Second activity of day; Flight squads rotate through
10:50 to 11:00am	Break & Rotate
11:00 to 11:45am	Third activity of day; Flight squads rotate through
11:45 to Noon	All-camper debrief meeting; Scoreboard update

Important Notes

1. All programs to accommodate any camp schedule (i.e. Full day: 8:30-4:00 or Half Day: 9-1pm camp times)
2. All programs may adjust to accommodate for school or camp's regular schedule: snacks, breaks, swim time, arrival/dismissal, etc.

Proud To Have Collaborated and Partnered With:

- 100+ Independent & Private Schools in 18+ States
- 30+ Community Colleges
- 20+ Colleges & Universities
- 6+ State Recreational Departments



Additional Information



Strategic Alliance & How It Works

Our Commitment

- All of our programs are turn-key and require limited, if any time or energy from our hosts. Drobots Company was founded by a highly experienced owner of summer camps who has decades of experience working with private and public schools, community centers and private organizations. We have built a foundation based upon: over-communication, over-execution and a customer service mentality entirely aimed at providing excellent value to all.
- Our organization understands that we are invited guests and tenants of your facility.
- Drobots Company also knows, like any great relationship, that accountability, responsibility and trust are the keystone to success.
- At Drobots Company some of our key core values and overarching “non-negotiables” are:
 - ◆ Commitment to communication
 - ◆ Continual goal of exceeding expectations
 - ◆ Turn-key and stress free operations
 - ◆ Assume nothing
- We fully recognize one vital ingredient to our success - without the trust of our hosts and a positive strategic alliance- our company does not exist. We recognize and respect the vast responsibilities and limited time available from the school or facility administrative team and associated program directors (or similar). Therefore we spend the majority of our time planning and communicating how best to execute the program on your campus or at your facility.
- Nothing is left to the last minute and no stone ever goes unturned.

Our Focus

Our Mission

Our mission is to develop and deliver the highest quality, most inspiring, and inventive drone and virtual reality technology experiences to the next generation of visionaries and disruptors—one student at a time. We transition students – from being passive consumers of technology – into tomorrow's technology creators and innovators.

Primary Goal

The primary goal of any Drobots Company program is to mentor participants on how to become lifelong self-exploratory learners. We support students who want to explore, learn and evolve along with the applications of today and the discoveries of tomorrow.

Safety

Safety is our #1 priority and our rigorous hiring standards attract the best instructors in the country.

More Than Just STEM

Drobots Company is more than simply science, engineering, technology, and math (STEM). It's where education, curiosity, critical thinking, creativity, teamwork and enjoyment all come together. We are in the business of hands-on learning, personal development and relationship building. Our company is committed to the current and future generations, so we know how vital it is to ensure we are teaching not only technology, but social responsibility as well.

Core Foundation

The core foundation of our company and the programming we work diligently to develop is built upon creativity, exploration, technology, and fun. Our commitment and passion are derived from the unlimited positive applications of innovative technology. Throughout all of our kids camps and teen programs, students thrive under the supervision of an adult-led staff committed to the development of the individual and team.

Mission Statement & Commitment to Educational Excellence and Experiences

Our Mission

To develop and deliver the highest quality, most inspiring, and inventive drone and virtual reality technology experiences to the next generation of visionaries and disruptors—one student at a time.

Commitment

We transition students - from being passive consumers of technology - into tomorrow's technology creators and innovators.

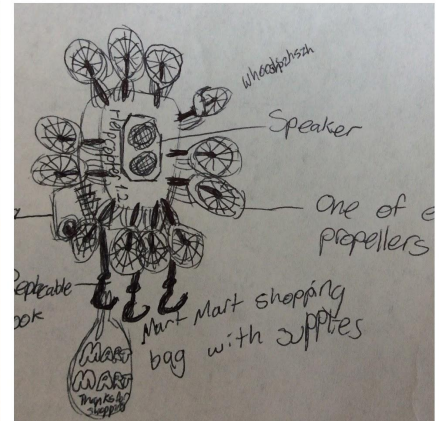
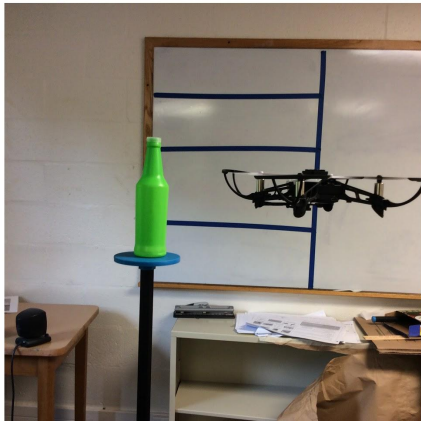
Drobots Company builds inclusive, hands-on, educational, fun learning environments where students are empowered with the autonomy, tools and skills they need to reimagine our tech-driven world through the lens of drones, UAVs (unmanned aerial vehicles) and virtual/augmented reality.

- Safety is our #1 priority!
- No prior drone or flying experience necessary
- Girls and boys are encouraged to enroll
- Our programs constantly sell out
- Program involves both indoor and outdoor activities



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Our 2019 Programs



Drobot Sessions, Themes, and Program Offerings

IMPORTANT NOTE: While we we have suggested certain age/grade ranges below, we know that some schools and organizations offer programs to a larger range of age/grade groups. Therefore, please note we are extremely flexible with how we market the programs (i.e.: 3-6th grade or 5-8th grade).

Extremely Popular

Ages
6-7

1st to 2nd Grade
(rising)

Two Separate Weekly Themes Offered:

- 1) Intro to Drone Coding Games
- 2) Intro to Drone Flying Missions

Most Popular

Ages
8-10

3rd to 5th Grade
(rising)

Four Separate Weekly Themes Offered:

- 1) Drone Superhero Missions
- 2) Ultimate Drone Obstacle Challenge
- 3) Drone Escape and Rescue
- 4) Drone Coding Wizards

Most Popular

Ages
11-12

6th to 8th Grade
(rising)

Four Separate Weekly Themes Offered:

- 1) Drone Racing & Obstacle Course Challenge
- 2) Fly, Code, Create
- 3) Drones to the Rescue
- 4) Drone Mission Mania

Drobots Offers Only
in Certain
Locations

Ages
13-16

9th to 11th Grade
(rising)

Two Separate Weekly Themes Offered:

- 1) Drone Coding & Aerial Missions
- 2) Ultimate Drone Racing & Obstacle Course
- 3) Drone Aerial Mapping & 2D/3D Analysis
- 4) Drone Photography & Videography

Suggested
grade/age range;
but we are very
flexible

All grades reflect
rising grades

Session Theme Quick Glance Descriptions

Grades 1st - 2nd

Intro to Drone Coding Games

Intro to Drone Flying Missions

Using tynker to control Parrot travis/spider drones to learn how to code drones with iPads

Learning how to fly Parrot travis/spider drones using the iPad RealFlight Mini app

Grades 3rd - 5th

Drone Superhero Missions

Ultimate Drone Obstacle Challenge

Drone Escape and Rescue

Drone Coding Wizards

Coding and free flying Parrot Mambo drones for superheros and villains to capture and escape

Build your own obstacle race course; free fly and code the Parrot Mambo to race against one another and the clock

Coding and free flying Parrot Mambo drones to perform missions of escape, capture, or rescue

Perfect your coding skills, using both Tynker and Swift platforms to perform missions and play games

Grades 6th - 8th

Drone Racing & Obstacle Course Challenge

Fly, Code, Create

Drones To The Rescue

Drone Mission Mania

Build your own obstacle race course; free fly and code the Parrot Mambo to race against one another and the clock

Learn how to free fly UDI & Parrot Drones; how to code the Parrot Mambo with SWIFT; Create business model to pitch

SWIFT Coding and free flying Parrot Mambo and UDI drones to perform search and rescue type missions

Free flying and SWIFT coding Parrot Mambo and UDI drones to perform missions

Grades 9th - 11th (select locations only)

Drone Coding & Aerial Mission Games

Ultimate Drone Racing & Obstacle Course

Drone Aerial Mapping & 2D/3D Analysis

Drone Photography & Videography

Using SWIFT to code and control Parrot Mambos; Using the cameras to conquer missions and play games

Build your own obstacle race course; free fly and code the Parrot Mambo to race against one another and the clock

Map structures & agricultural areas. Create 2D/3D models for analysis w/ DJI drones & iPads w/ various mapping software tools

Utilize various vantage points using the DJI drone & iPads from the air to capture pictures and produce videos like never before

Facility Requirements, Respect and Safety

Facility Requirements (recommended)

First and foremost, Drobots Company recognizes and respects that we are always the guests.

Moreover, we expect that all of our campers, families and employees will hold our relationship with the utmost respect that your school or facility deserves. We also understand, as a third-party program, that we must be flexible at all times.

Once a facility's point of contact person is assigned, we co-create, crosscheck, and share a checklist of safety and facility items/questions to ensure that our time on your campus reflects the excellence of our instructors, programs and company

Facility requirements will differ based upon the host location's available capacity, but in general the following (or partial combination) is necessary for us to organize and operate a successful program.

Ideal Facility Needs (we are extremely flexible, so if something below is not possible, please let us know so we may discuss available options):

- 1 to 3 classrooms, with internet access
- Safe and comfortable area to eat lunch
- Indoor common area: access to a full or partial gymnasium space at various times throughout the program (an oversized multi-purpose room or common area will also suffice)
- A small outdoor open-spaced area – roughly the size of a tennis court.
- Safe area to lock supplies and equipment. Needs to be lockable.
 - ◆ Not mandatory, but this area/room/space allows us to keep our limited supplies onsite overnight without worry/theft.

Testimonials

Professor, M.I.T

Our daughter (Amelia) had a great time at the drones camp in Cambridge. We are using 9 distinct summer programs this year, and this, along with a Java program, have so far been the best. Thank you for running such a terrific program. Our daughter has had a lot of exposure to quadcopters and related technology over the past many years in Jonathan's lab at MIT, but it was great for her to get a sense of ownership and much more working knowledge of this area at this week's camp. Great program at a wonderful site with strong staff on the Drobots side. Thank you!!

-Jonathan P. How Richard C. Maclaurin Professor of Aeronautics & Astronautics

School Summer Camp Director

1. Clear learning objectives and outcomes for each class that align with daily activities
2. Professional experienced instructors invested in the success of Drobots and skilled in classroom management and instruction.

-Elizabeth Watson, Howard Community College

Bell Helicopter, Senior Executive

I know I said thanks before, but really mean it. It was an immense help to have you as the MC and all the fun and energy that you bring with it. Your experience with kids is very evident and clearly shows in the instant connections you make! The whole process of creating and developing this event with you has been a great experience and I am very grateful for your willingness to help venture into the unknown with me!

-Rohn Olson; Bell Helicopter, Senior Executive Director and Coordinator for School Drone Competitions

21st Century Fox, Executive Director - Event Planning

We have received many emails from employees whose kids attended the drone day program saying that the kids really enjoyed the day. I think you and the Drobots team did a great job and it was everything that we expected. So you should be a happy camper! Thank you for all the work you put into the project and making the day a success.

-Jeff Earl; 21st Century Fox, Executive Director, Event Planning

School Summer Camp Director

The Drobots camps were a great experience for campers at our school this summer. It was a great combination of highly interactive exercises and highly skilled instructors.

-Pat Cueno, Athens Academy

Parent of 5th Grade Boy & Drobots Camper

It was a wonderful experience! My son could not stop talking about how much fun it was.

-Parent, Boston, MA

Parent of 2nd Grade Girl & Drobots Camper

The instructors were some of my daughter's favorites he's had in similar programs because they were so funny and patient

-Parent, Dallas, TX

Parent of 7th Grade Twin & Drobots Camper

After attending several camps this summer with bored, ineffective and disinterested high school students as counselors, my son loved the level of engagement he experienced with his Drobot counselors who were smart, kind, and fun.

-Parent, Middletown, NJ