



Rate Sheet

Photography, video, mapping, and GIS analysis · Rates valid through June 30, 2027

These rates support budgeting for drone photography, video, mapping, and analysis. Work is flown by an FAA Part 107 certified remote pilot with more than 25 years of Bay Area conservation science and GIS experience. Final quotes depend on site conditions, airspace, and deliverables.

Field rates

ITEM	RATE (USD)	INCLUDES
Half day, up to 4 hours on site	\$700	Planning, airspace authorization, capture, data backup
Full day, up to 8 hours on site	\$1,200	Same as half day
Project minimum	\$700	Applies to any single project
Travel outside Marin, Sonoma, Napa, and Solano counties	\$0.70 / mile	Round trip from Santa Rosa
Weather rescheduling	No charge	With 24 hours notice when possible

Photo and video capture

PACKAGE	RATE (USD)	DELIVERABLES
Site snapshot, up to 2 hours on site	\$450	15 to 25 edited stills, 3 to 5 short clips
Half day capture	\$700	Edited stills and raw video
Full day capture	\$1,200	Edited stills and raw video, multiple sites
Video editing	\$95 / hour	Finished piece with titles and color correction

Raw, full resolution files are included on request.

Mapping products

PRODUCT (PRICED PER ACRE, FLIGHT AND PROCESSING)	OPEN SITES	COMPLEX SITES
Orthomosaic (georeferenced aerial image)	\$20	\$35
Orthomosaic plus surface model	\$25	\$40
3D model or point cloud, added to the above	\$8	\$12

Open sites have gentle terrain, low vegetation, few structures, and a single launch point. Complex sites include steep slopes, forest canopy, open water, developed areas, roadways, or controlled airspace. Repeat monitoring flights on the same site and plan receive a 15% discount. Deliverables come as GeoTIFF, LAS, shapefile, file geodatabase, or ArcGIS Online layers.

Rooftop and structure assessments

Documents roof condition, obstructions, and context for solar feasibility. Thermal inspection of existing panels is available by arrangement.

SERVICE	RATE (USD)	DELIVERABLES
Single building	\$300	Edited roof imagery, obstruction notes
Single building with 3D model	\$450	Above plus model for shading analysis
Five or more clustered sites	\$250 / building	Same as single building
Solar suitability ranking across sites	\$150 / hour	Map and table ranking sites

GIS analysis and reporting · \$150 per hour

Vegetation and land cover classification, change detection between flights, erosion and slope assessment, corridor condition mapping, and integration with agency GIS data. Meetings, presentations, and written reports bill at the same rate.

Example budgets

SCENARIO	CALCULATION	TOTAL (USD)
Outreach video of a project site	Half day capture \$700 + 6 hours editing \$570	\$1,270
One mile road segment, before and after construction (about 36 acres)	Orthomosaic at \$35 per acre: first flight \$1,260 + repeat flight \$1,071	\$2,331
Solar screening of 8 municipal buildings	8 buildings at \$250 + 6 hours suitability ranking \$900	\$2,900
40 acre restoration site, mapped quarterly for one year	Orthomosaic plus surface model: first flight \$1,000 + 3 repeat flights \$2,550 + 8 hours change analysis \$1,200	\$4,750

Terms

Validity. Rates hold through June 30, 2027 for budgeting; firm quotes follow a scope discussion.

Usage rights. The agency receives a perpetual license to use all deliverables for its own purposes. Copyright transfer is available for an added fee.

Airspace and safety. Flights follow FAA Part 107. Controlled airspace, roadways, and flights over people may require authorizations, lane closures, or schedule changes.

Turnaround. Imagery within 5 business days; mapping products within 10 business days.

Accuracy. Mapping suits planning, monitoring, and documentation. It is not survey-grade and does not establish legal boundaries; ground control is available at extra cost.

Music and releases. Licensed music and releases for recognizable people are handled per project.

Revisions. One round per deliverable is included; further rounds bill at \$95 per hour for video and \$150 per hour for other work.

Credentials. FAA Part 107 certificate 5341851. Insurance certificate naming the agency as additional insured available on request.



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