

# **Kelly Hills Unmanned Systems**



# Lukas Koch



## CEO – Kelly Hills

- Nemaha County native
- 7<sup>th</sup> Generation
- Grew up on the family farm
  - Corn, Soybeans, Wheat, Cattle, Hogs
- Resourceful & Innovative Family
- Centralia High School
- K-State: Bachelors & Masters
- Planted roots in rural Kansas



# History



## Company Info

- Est. 1994
- Scott & Glenn Heinen
- Nemaha County natives
- Industries
  - Aerial Application
  - Ag Retail
  - Farming
  - Ranching
  - Firefighting
- Multi-state operation



## Kansas Facts

- 65 Employees in KS
- Work with dozens of agri-businesses to provide aerial application
- Support farmers across the state w/ crop inputs and services
- Firefighting: SEAT for Kansas Forestry

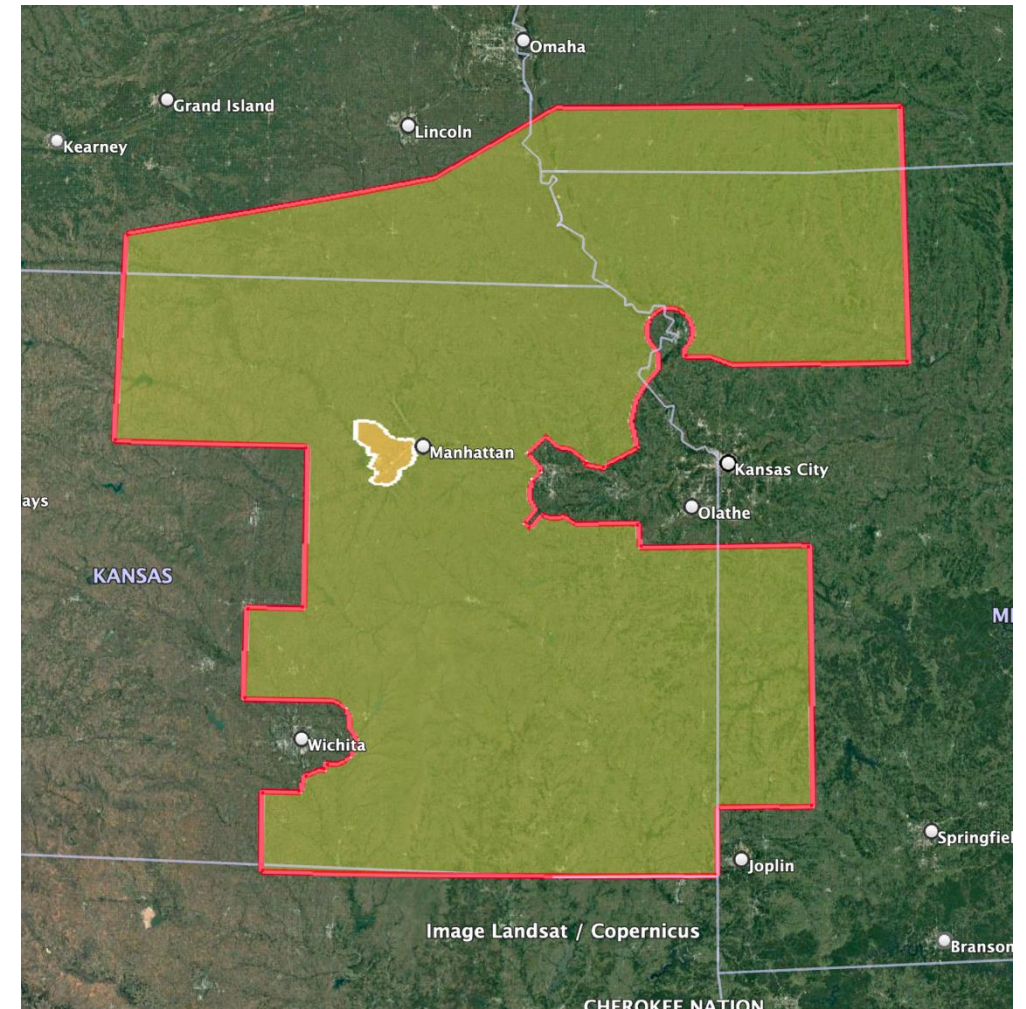


# FAA UAS Test Range



Mission: to improve safety, address labor concerns, and build the next phase of precision agriculture.

- Approved in June 2024
- 4 state area – US Midwest
- 49,000 sq mi
- All Class G airspace
- Agriculture & Fire
- BVLOS – Future
- Additional area considered



# The Cornerstone



Pelican Spray

Pelican Cargo



Technology

Company ▾

**38' wingspan**  
**1300 lbs**  
**[www.flypyka.com](http://www.flypyka.com)**

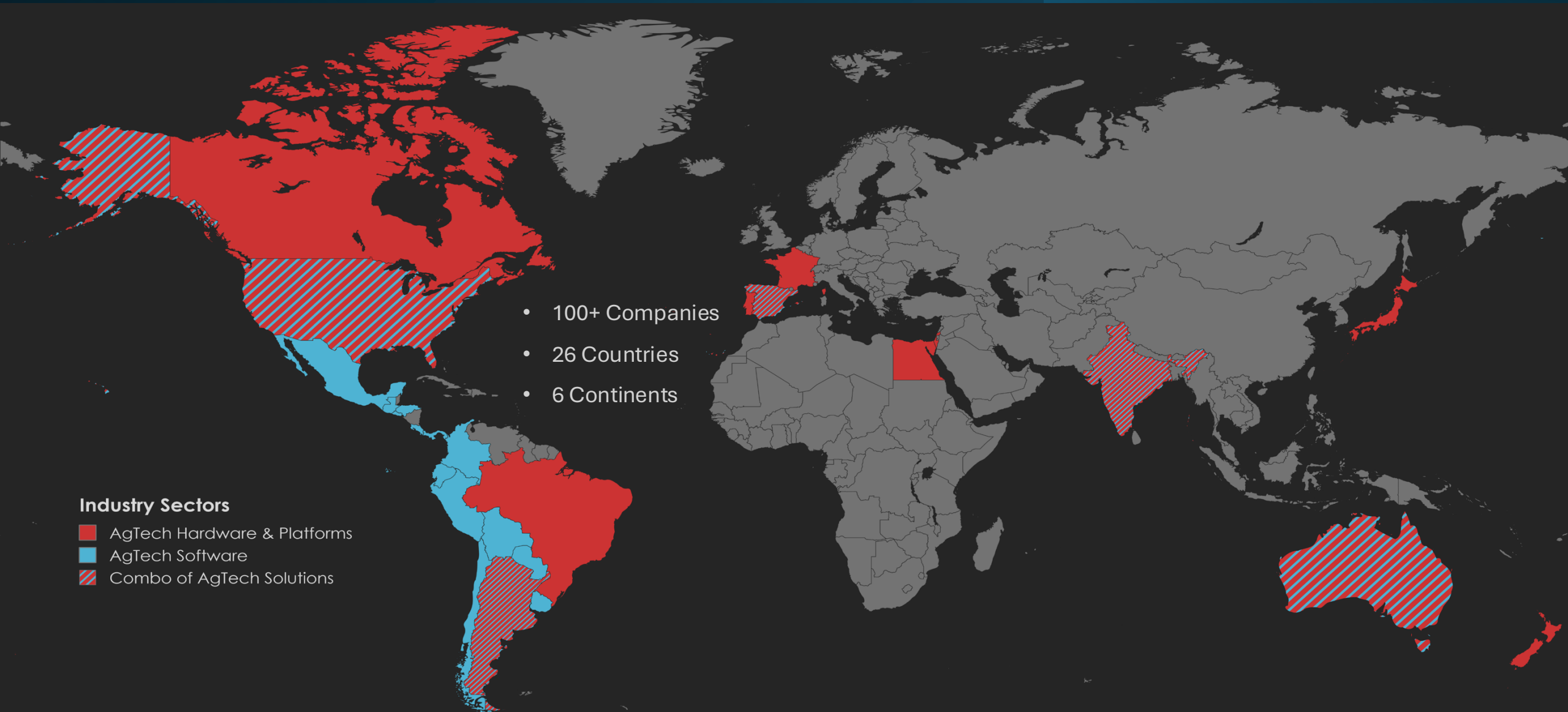
## Commercial Approval

The largest ever Uncrewed Aerial System (UAS) to be authorized by the Federal Aviation Administration (FAA) for commercial operation in the United States.

[READ ARTICLE](#)



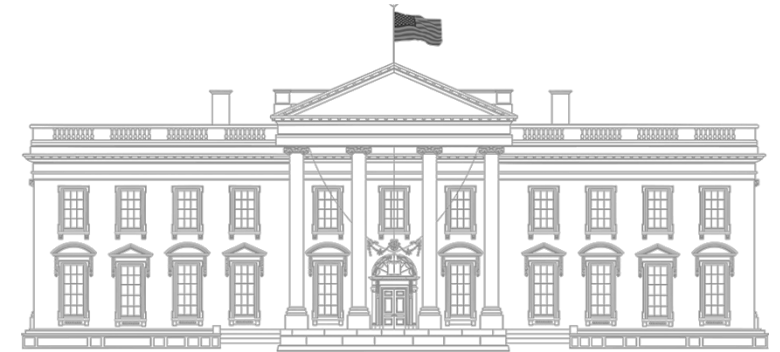
# Technology Access



# Partnerships & Relationships



# National Recognition



- National Economic Counsel
- National Security Counsel
- Represented Agriculture
- Federal & State Engagement



# Our Model



‘Not just a center for testing, but an ecosystem for implementing advanced agricultural’

## **Business Approach**

- Privately Held
- FAA UAS Test Range & Programs
- Commercialization of large aerial and ground robotics for Ag & Fire through relationships with key stakeholders in Kansas
- BVLOS Operations
- Autonomous Agricultural Solutions
  - Sensors, IoT, Software, Hardware, Data Management

## **The Impact**

- Government, Industry, and Grower Collaboration
- Hundreds of technology workers coming to Kansas
- Potential for manufacturing of UAS and components (KC, Wichita, Salina, and others)
- Better quality of life for farmers and ranchers
- Safer for pilots & citizens
- Better crop health & higher profits
- The Future of Agriculture, Fire, & Aviation

# Economic Impacts



## Notable States

- North Dakota
  - \$118mil invested spurred \$400mil of private capital
- Alaska
  - Programs, real world examples, economic returns to the State.
- Oklahoma
  - #1 for drone readiness, multiple entities with BVLOS capabilities
- Texas
  - Package Delivery Hub & Autonomous Trucking
- Oregon
  - Test Range, Incubator, Economic Development of Pendleton

2023 STATE DRONE COMMERCE RANKINGS July 18, 2023

## Kansas | 2023 State Drone Commerce Scorecard

Kansas ranks 32nd in its readiness for commercial drone services

↓ [2023 Kansas Drone Scorecard \(PDF\)](#)



### Rank: 32

Kansas placed 32nd in the 2023 State Drone Commerce Scorecard rankings. The state scored 34 out of 100 possible points in how prepared it is for commercial drone services.





# To the future!



‘The world’s first hub for rapid commercialization of UAVs and Robotics in the Agriculture sector’

