



## SANTA BARBARA FIREFIGHTERS ALLIANCE PROGRAM SUPPORT PROPOSAL

Please supply the information requested in the questions listed below. In preparing your proposal make sure that the request is in line with the Mission of the Alliance as well as the identified and agreed upon needs of your Department. The proposal should emphasize why the request is not available through normal Fire Department purchasing channels. We encourage proposals that are innovative, creative, and reflect long term planning that takes into consideration the safety of the Firefighters and Citizens of Santa Barbara County. Please make sure that you get the appropriate signatures from your department before you forward your proposal. Your request will not be processed without the required signatures. If you have any questions regarding your proposal contact your Department Liaison to the Alliance.

---

Your Department:      X   County of Santa Barbara  
                                     City of Santa Barbara

Your Contact Information:    Name: Eddie Luparello  
  Phone: 805-403-1426  
  Email: Eluparel@countyofsb.org

1. What are you requesting? Describe equipment or other program support. Include brochures or photographs.

We would humbly like to request the purchase of the plastic sphere dispensing drone. Aerial ignitions drones are on the forefront of advancements in wildland firefighting operations. The drones utilize the latest in technologies to provide a bird's eye view with infrared, topographic, and live camera feed. The drone carries a payload of self-igniting plastic spheres that are used in firefighting operations. Generally, the drone is utilized in steep terrain to perform firing operations, keeping firefighters safe.

2. What is the expected cost? Submit detailed quote from the proposed vendor as an attachment to this form. Please include vendor name, phone number, address, email address, and web site.

\$100,000 and please see the attached quote.

3. Who will use the equipment or program support?

The plastic sphere dispensing drone will primarily be used by fire department personnel, specifically those involved in wildfire management and prescribed fire operations. The drone will be operated by trained fire crews to disperse plastic spheres—typically fire retardant or chemical agents used in controlled burns or wildfire suppression. These spheres help create firebreaks or slow the spread of fires by igniting in a controlled manner.

Additionally, the drone could also be utilized by emergency response teams involved in managing hazardous materials or environmental protection, where precision dispensing of retardants or other substances is needed.

The use of this drone will enhance safety, efficiency, and effectiveness in fire management while protecting both people and property.

4. Who in our community will be served by this program support?

The PSD drone will serve our community by enhancing both emergency response and prescribed fire management. In addition to improving situational awareness during active fires and search and rescue operations, the drone will be invaluable for conducting prescribed burns. It will allow fire personnel to safely monitor controlled burns, assess fire behavior, and ensure proper execution, minimizing risks to surrounding areas. This support benefits local residents, businesses, and natural resources by ensuring safer, more effective fire management practices, reducing the threat of uncontrolled wildfires, and promoting healthier ecosystems.

5. Why are you requesting this equipment/program through the Alliance rather than your Agency?

The PSD drone cannot be directly budgeted for through our agency due to funding constraints and the specialized nature of the equipment. Our current budget is primarily allocated to essential, ongoing operational expenses such as personnel, training, and basic firefighting tools. Advanced technology like the drone falls outside of our typical annual budget priorities, especially given its high cost and the specialized training required to operate it effectively.

6. How long will the equipment or program support likely be in service?

The training to become fully operational with the PSD drone is expected to take approximately 5-6 months.

7. Is ongoing maintenance for the equipment/program required? If so what are the anticipated costs for maintenance/replacement.

Yes, ongoing maintenance for the PSD drone is required to ensure that it remains operational, safe, and effective for fire department use. Regular maintenance helps prevent malfunctions, extends the life of the equipment, and ensures it remains compliant with any regulatory standards. The county will cover the ongoing expenses associated with this equipment.

**Fire Department Approval:**

Anthony Stornetta

**Proposal Author – Print Name**

Signed by:  
Anthony Stornetta  
799CFFA3E87241D...  
**Signature**

11/20/2024 | 4:41 PM PST

**Date**

Eddie Luparello

**Fire Dept. Liaison – Print Name**

Eddie Luparello  
**Signature**

11/9/24

**Date**

Anthony Stornetta

**Operations Chief – Print Name**

Signed by:  
Anthony Stornetta  
799CFFA3E87241D...  
**Signature**

11/20/2024 | 4:41 PM PST

**Date**

Jennie Brunick

**Chief Financial Officer - Print Name**

Signed by:  
Jennie Brunick  
99A804396963479...  
**Signature**

11/20/2024 | 5:03 PM PST

**Date**

Mark A. Hartwig

**Fire Chief – Print Name**

Signed by:  
Mark A. Hartwig  
643A8AE63CDE490...  
**Signature**

11/20/2024 | 12:39 PM PST

**Date**

**SBFA Appropriations Committee Approval:**

John Rogan Garrison  
**Appropriations Chair – Print Name**

John Rogan Garrison  
**Signature**

1/13/2025  
**Date**

Susan F. Petrovich  
**SBFA President - Print Name**

Susan F. Petrovich  
**Signature**

1/13/2025  
**Date**

**Important Conditions for Program Support:**

**No Program Support for Required Equipment:** Program Support is not available for any material or equipment that is required by Federal, State or Local authority. If the equipment is required by law to be available for the individual firefighter, vehicle, helicopter, etc., it is not an eligible expense for consideration.

**We Pay the Manufacturer/Vendor Directly:**

Payment for equipment purchases can only be made to the manufacturer or vendor. We will not write reimbursement checks to Santa Barbara City Fire, The City of Santa Barbara, Santa Barbara County Fire or the County of Santa Barbara.

**The Recipient Agency is Responsible for Maintenance of the Equipment:**

*Form Revised July 10, 2017*

Once the equipment is purchased and donated to the recipient agency, that agency is responsible for all costs associated with the parts, supplies and maintenance required to keep the donated equipment in working order.

**Equipment Must be Purchased Within 6 Months of Board Approval Date:**

Equipment approved for purchase must be ordered within 6 months of Board approval date. This can be extended by Board review and approval. Any monies approved by the Board which are not spent within 6 months will revert back to the SBFA General Appropriations Fund and be "Available for Appropriation" to future City Fire or County Fire funding requests. Any unspent funds will not be held specifically available for the agency originally granted the fund request unless an exception is requested and approved in advance by the SBFA Board of Directors.

**Drone Amplified, Inc.**  
 1811 S Pershing Rd  
 Lincoln, NE 68502 US  
 ops@droneamplified.com



**BILL TO**  
 Santa Barbara County Fire  
 Department  
 Santa Barbara Firefighters  
 Alliance  
 1329 Rialto Ln  
 Santa Barbara, CA 93105-4628

**SHIP TO**  
 Santa Barbara County Fire  
 Department  
 Santa Barbara Country Fire  
 Department  
 4410 Cathedral Oaks Rd.  
 Santa Barbara, CA 93110

**INVOICE 2033**

**DATE** 01/06/2025 **TERMS** Due on receipt

**DUE DATE** 01/06/2025

**CUSTOMER PO**  
 20241202.SBCFD.DJ

**DRONE AMPLIFIED SALES ORDER**  
 DA00475

ACTIVITY	QTY	RATE	AMOUNT
<b>Deposit - AI</b> Deferred Revenue - Aerial Ignition Package	1	62,006.00	62,006.00T
<b>Deposit - AI</b> Deferred Revenue - IGNIS 2.0	1	24,500.00	24,500.00T
<b>Deposit - AI</b> Deferred Revenue - Spark Care Package (Annual)	1	4,800.00	4,800.00T
<b>Deposit - AI</b> Deferred Revenue - 2 Day Training (Classroom + Field Flight Training) at a Drone Amplified Location	1	6,200.00	6,200.00T
<b>Sales Tax</b> Sales Tax calculated by AvaTax on Mon Jan 6 03:45:56 UTC 2025	1	0.00	0.00T

SUBTOTAL 97,506.00  
 TAX 0.00  
 TOTAL 97,506.00

**TOTAL DUE \$97,506.00**



**Sales Order DA00475**

Quote by Hannah - info@droneamplified.com

**Quote for:**

**Santa Barbara County Fire Department**

Eddie Luparello - 805-681-5500

Santa Barbara County Fire Department, 4410 Cathedral Oaks Rd., 93110, Santa Barbara, CA

Quote Description: 1x AI 2.0 Package w/ IGNIS, Spark Care Package, 2 Day Training (at DAC or DAE)

**Line Items**

Line Item	P/N	Part	Qty	Unit Price	Total Price	Notes
1	A2-00154	Drone AltaX w/ Pilot Pro	1	\$22,150.00	\$22,150.00	
2	A0-00201	Aerial Ignition 2.0 PP Network or VIO 12v/24v (not bundle)	1	\$11,575.00	\$11,575.00	
3	A0-00177	Integration Camera Vio F1 NDAA & Carrying Case	1	\$15,890.04	\$15,890.04	
4	A0-00041	Accessory - Double Charger Kit	1	\$2,405.96	\$2,405.96	
5	A0-00118	Accessory - Battery Case	3	\$425.00	\$1,275.00	
6	E2-00009	Battery 12S1P 16000mAh XT90	12	\$690.00	\$8,280.00	
7	A0-00065	Spare Propellers - Clockwise - Alta	2	\$90.00	\$180.00	
8	A0-00069	Spare Propellers - Counterclockwise - Alta	2	\$90.00	\$180.00	
9	A2-00014	Alta X: Spare Parts Kit	1	\$70.00	\$70.00	
10	A0-00163	Packed IGNIS - (COMPLETE IGNIS WITH SPARE PARTS & CASE)	1	\$24,500.00	\$24,500.00	
11	A1-00021	Spark Care Package	1	\$4,800.00	\$4,800.00	
12	A5-00011	Training at a DA Facility	1	\$6,200.00	\$6,200.00	
<b>Extra Line Items</b>						
<b>Total</b>					<b>\$97,506.00</b>	



## Sales Order DA00475

Quote by Hannah - info@droneamplified.com

**\*Payment terms:** Pre Pay

**\*Tax Notice:** Tax costs are not included in this quote. Tax will be calculated based on your local regulations, unless you provide a tax exemption certificate.

**\*Shipping Notice:** Shipping costs are not included in this quote. Shipping will be covered by Drone Amplified on orders over \$10,000.00, and calculated based off of location otherwise.

**\*Quote Validity:** This quote was generated on Jan. 6, 2025, and will remain valid for 30 days.

### Terms and conditions for sale:

#### Warranties:

Drone Amplified warrants that each Drone Amplified product purchased will be free from material and operating defects under normal use during the warranty period. Drone Amplified, provides warranty of one year. If a product does not function as warranted during the warranty period, buyer may obtain after-sales service by contacting Drone Amplified.

During the warranty period, Drone Amplified, at its only discretion, will repair or replace the faulty components with the same or similar suitable ones or, in the case that repair or replacement is not possible, provide a credit voucher, all provided that the faulty components were returned to and confirmed by Drone Amplified. Any attempts by the buyer to modify the system, whether in part or entirely, either in a material way or in software, will cause an immediate termination of the warranty.

Warranty does not cover: 1) crashes or fire damage caused by non-manufacturing factors, including but not limited to, pilot errors; 2) damage caused by unauthorized modification or disassembly not in accordance with Seller's instructions or manuals; 3) damage caused by improper installation, incorrect use, or operation not in accordance with Drone Amplified's instructions or manuals; 4) damage caused by unauthorized modification of circuits and mismatch or misuse of the battery and charger; 5) damage caused by a forced operation when components have aged or been damaged; 6) damage caused by reliability or compatibility issues when using unauthorized third-party parts; 7) damage caused by operating the unit with a low-charged or defective battery; 8) loss of, or damage to, buyer's data by a product; 9) any software programs, whether provided with the product or installed subsequently; 10) damage resulting from any non-Drone Amplified technical or other support.

Use of IGNIS may require FAA authorization under a Certificate of Waiver or Authorization (COA), Agricultural Operations Certificate (Part 137), or operation as a Public Aircraft Operator (PAO).

#### Superseding Terms and Conditions:

By engaging in any transaction with Drone Amplified, you agree that our terms and conditions supersede and take precedence over any conflicting or alternative terms and conditions presented by any other party, unless explicitly agreed upon in writing by both parties.

#### Interest on Late Payments:

In the event of late payment, Drone Amplified reserves the right to accrue interest on the outstanding amount starting from the day following the specified due date. The applicable interest rate for late payments is set at 6.625% per annum. The responsibility for ensuring timely payments rests solely with the purchasing party, and any failure to meet payment obligations may result in the accrual of interest charges.

#### Cancellation of Purchase Order (PO):

Drone Amplified retains the right to cancel any purchase order (PO) at its discretion. This decision may be made for various reasons, including but not limited to changes in business circumstances, product availability, price, or the purchasing party's failure to adhere to the agreed-upon terms and conditions. In the event of a PO cancellation, Drone Amplified will communicate such decisions promptly to the affected party.



**Sales Order DA00475**

Quote by Hannah - info@droneamplified.com

**Limitation and Exclusion of Liability:**

TO THE MAXIMUM EVENT PERMITTED BY THE APPLICABLE LAW, IN NO EVENT SHALL DRONE AMPLIFIED, ITS SUBSIDIARIES, DIRECTORS, EMPLOYEES, SUPPLIERS OR LICENSORS BE LIABLE FOR ANY DIRECT, INDIRECT, INCIDENTAL, SPECIAL, CONSEQUENTIAL PUNITIVE OR EXEMPLARY DAMAGES, INCLUDING, WITHOUT LIMITATION, LOSS OF PROFITS, GOODWILL, USE, DATA, OR ANY INTANGIBLE LOSSES ARISING OUT OF OR RELATING TO THE USE OF, OF INABILITY TO USE THE GOODS.

UNDER NO CIRCUMSTANCES WILL DRONE AMPLIFIED BE RESPONSIBLE FOR ANY DAMAGE, LOSS, OR INJURY RESULTING FROM HACKING, TAMPERING, OR OTHER UNAUTHORIZED ACCESS OR USE OF THE GOODS.

TO THE MAXIMUM EXTENT PERMITTED BY THE LAW, DRONE AMPLIFIED WILL NOT BE HELD LIABLE OR RESPONSIBLE FOR ANY: 1) ERRORS, MISTAKES, OR INACCURACIES OF CONTENT; 2) PERSONAL INJURY OR PROPERTY DAMAGE OF ANY NATURE WHATSOEVER RESULTING FROM THE USE OR MISUSE OF THE GOODS; 3) ANY INTERRUPTION OR CESSATION OF THE TRANSMISSION TO OR FROM THE GOODS; 4) ANY BUGS, VIRUS, OR THE LIKE TRANSMITTED BY THIRD PARTIES; 5) ANY ERRORS OR OMISSIONS IN ANY CONTENT OR FOR ANY LOSS OR DAMAGE INCURRED AS A RESULT OF THE USE OF ANY CONTENT MAILED OR POSTED; 6) USER OR DEVELOPER CONTENT OR DEFAMATORY, OFFENSIVE, OR ILLEGAL CONDUCT OF A THIRD PARTY.

IN NO EVENT SHALL DRONE AMPLIFIED, ITS SUBSIDIARIES, DIRECTORS, EMPLOYEES, SUPPLIERS, OR LICENSORS BE LIABLE FOR CLAIMS, PROCEEDINGS, LIABILITIES, OBLIGATIONS, DAMAGES, LOSSES OR COST IN ANY AMOUNT EXCEEDING THE AMOUNT PAID TO DRONE AMPLIFIED FOR IGNIS. THIS LIMITATION AND EXCLUSION OF LIABILITY SECTION APPLIES WHETHER THE ALLEGED LIABILITY IS BASED ON CONTRACT, TORT, NEGLIGENCE, STRICT LIABILITY, OR ANY OTHER BASIS.

These terms and conditions are subject to change without prior notice. It is the responsibility of the parties involved to review and accept the current terms and conditions before engaging in any transactions with Drone Amplified.



# Drone Amplified

1511 S Pershing Rd  
Lincoln, NE 68502  
531-333-2828



## Quote

Submitted: 1/6/2025  
Quotes are valid for 30 days.

<b>Quote for</b>	<b>Payable to</b>	<b>Quote #</b>
Santa Barbara County Fire Dept.	Drone Amplified	20241202.Santa Barbara County Fire <u>Dent.DJ</u>
	Prepay Prior to Shipping	

Description	Qty	Unit price	Total price
(ITEM)	(#) (#)		\$0.00
Aerial Ignition Package	1	\$62,006.00	\$62,006.00
Aerial Ignition 2.0 Integration Electronics, Custom Hardware			
Alta/Pilot Pro GCS			
Thermal Camera Package			
12 Batteries			
Double Charger Kit and Cases			
Spare Props CW			
Spare Props CCW			
Spare Parts Kit			
IGNIS 2.0 Sphere Dispenser and Case	1	\$24,500	\$24,500.00
Spark Care Package - Annual	1	\$4,800	\$4,800.00
2 Day Training - Classroom + Field Flight Training (Customer Travels to DAC or DAE)	1	\$6,200	\$6,200.00
Shipping to lower 48 states			TBD
Note: (additional notes)			
		Subtotal	\$97,506.00
		Tax (estimated)	TBD
		Total	

**\$97,506.00**

### Terms and Conditions for Sale

#### Warranty

Drone Amplified warrants that each Drone Amplified product purchased will be free from material and operating defects under normal use during the warranty period. Drone Amplified provides warranty of one year. If a product does not function as warranted during the warranty period, buyer may obtain after-sales service by contacting Drone Amplified.

During the warranty period, Drone Amplified, at its only discretion, will repair or replace the faulty components with the same or similar enable ones or, in the time that repair or replacement is not possible, provide a credit voucher, all provided that the faulty components was returned to and diagnosed by Drone Amplified. Any attempt by the buyer to modify the system, whether in part or entirely, either as a modified rig or an software, will cause an immediate termination of the warranty.

Warranty does not cover: 1) damage or loss caused by manufacturing factors, including but not limited to, pilot error; 2) damage caused by unauthorized modifications or tampering not in accordance with DJI's instructions or manuals; 3) damage caused by improper maintenance, misuse, or operation not in accordance with Drone Amplified's operations or manuals; 4) damage caused by tampered modification of software not supported in nature of the battery and charger; 5) damage caused by a third party or other persons who are not authorized by Drone Amplified; 6) damage caused by liability or consequential nature when using third-party products; 7) damage caused by operating the unit with a low-charged or defective battery; 8) loss of, or damage to, buyer's data by a product; 9) any software programs, whether provided with the product or installed subsequently; 10) damage resulting from use over Drone Amplified's technical or other support.

Separating Terms and Conditions: By engaging in any transaction with Drone Amplified, you agree that our terms and conditions supersede and take precedence over any conflicting or alternative terms and conditions presented by any other party. Conditions of Purchase Order: Drone Amplified reserves the right to cancel any purchase order (PO) at its discretion. The cancellation fee shall be a service fee amount, including, but not limited to, charges as follows: circumstances, product model. Use of FCCS may require FAA authorization under a Certificate of Waiver or Authorization (CWA), Approval of Operation Certificate (Part 107), or equivalent as a Public Aircraft Operator (PAO).

These terms and conditions are subject to change without prior notice. It is the responsibility of the parties involved to review and accept the current terms and conditions before engaging in any transaction with Drone Amplified.

#### Limitation and Exclusion of Liability

TO THE MAXIMUM EXTENT PERMITTED BY THE APPLICABLE LAW, IN NO EVENT SHALL DRONE AMPLIFIED, ITS SUBSIDIARIES, DIRECTORS, EMPLOYEES, SUPPLIERS OR LICENSORS BE LIABLE FOR ANY DIRECT, INDIRECT, INCIDENTAL, SPECIAL, CONSEQUENTIAL, PUNITIVE OR EXEMPLARY DAMAGES, INCLUDING, WITHOUT LIMITATION, LOSS OF PROFITS, GOODWILL, USE, DATA OR ANY INTANGIBLE LOSSES ARISING OUT OF OR RELATED TO THE USE OF, OR INABILITY TO USE THE GOODS.

UNLESS PROVEN OTHERWISE, DRONE AMPLIFIED SHALL BE HELD RESPONSIBLE FOR ANY DAMAGE, LOSS, OR INJURY RESULTING FROM HACKING, TAILGATING, OR OTHER UNAUTHORIZED ACCESS OR USE OF THE GOODS.

TO THE MAXIMUM EXTENT PERMITTED BY THE APPLICABLE LAW, DRONE AMPLIFIED WILL NOT BE HELD LIABLE OR RESPONSIBLE FOR ANY 1) ERRORS, MISTAKES, OR MISMATCHES OF CONTENT; 2) PERSONAL INJURY OR PROPERTY DAMAGE OF ANY NATURE WHATSOEVER RESULTING FROM THE USE OR MISUSE OF THE GOODS; 3) ANY ERRORS OR OMISSIONS IN ANY CONTENT OR FOR ANY LOSS OR DAMAGE INCURRED AS A RESULT OF THE USE OF ANY CONTENT; 4) ANY LOSS OF PROFITS, GOODWILL, USE, DATA OR ANY INTANGIBLE LOSSES ARISING OUT OF OR RELATED TO THE USE OF, OR INABILITY TO USE THE GOODS.

IN NO EVENT SHALL DRONE AMPLIFIED, ITS SUBSIDIARIES, DIRECTORS, EMPLOYEES, SUPPLIERS OR LICENSORS BE LIABLE FOR CLAIMS, PROCEEDINGS, LITIGATION, DAMAGES, LOSSES OR COST IN ANY MANNER EXCEEDING THE AMOUNT PAID TO DRONE AMPLIFIED FOR THE PRODUCT AND EXCLUSION OF LIABILITY. THIS APPLIES WHETHER THE ALLEGED LIABILITY IS BASED ON CONTRACT, TORT, NEGLIGENCE, STRICT LIABILITY OR ANY OTHER BASIS.