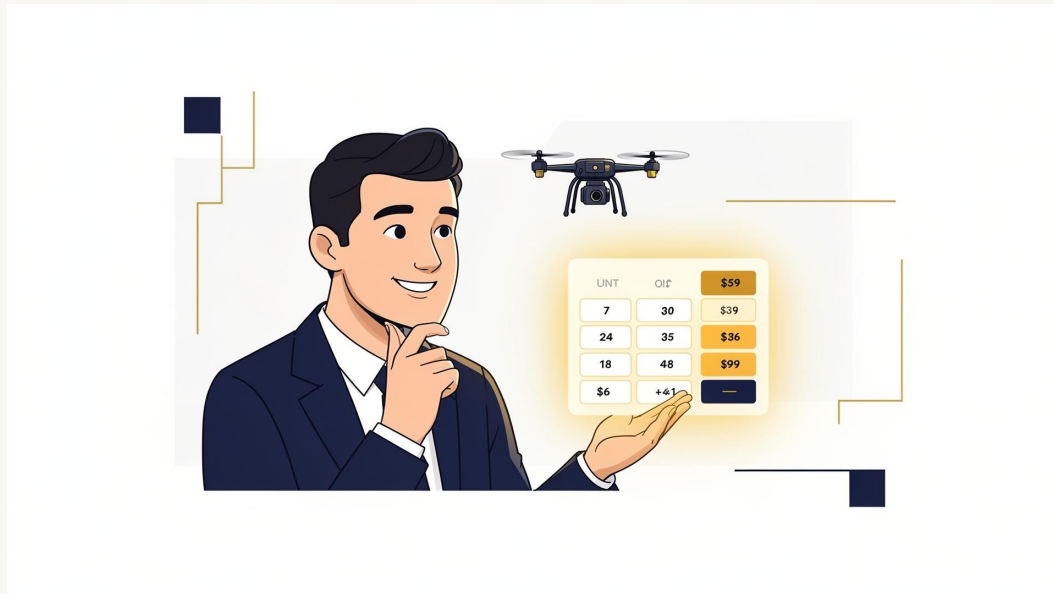


# Rotor Rate



## User Guide

Quote profitable jobs · Track missions · Stay tax-ready

Version 1.4

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Tip: in the app, click the ? icon next to any feature title to jump straight to its section here.

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# Getting started

Welcome to Rotor Rate. This guide walks through every feature in the order you'll typically use them.

## Quick start:

- Sign up and confirm your email.
- Open **Settings** from the header menu and enter your home base address, hourly rate, gas price, and Part 107 issue date.
- Pick **Appearance** (Light, Dark, or System) under Settings > Display to match your environment.
- Pick the **Bid Calculator** if you set the price, or the **Flat-Rate Evaluator** if a client gave you a number.
- Fill in job inputs and review the verdict.
- Save the job to track it through Missions and Workspace.

Most pages in the app have a small **?** help icon next to their title — clicking it opens the matching section of this guide.

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# Bid Calculator

Use the Bid Calculator when you control the price. Enter industry, location, hours on site, drive time, and processor; Rotor Rate computes your suggested bid based on hourly rate, fuel cost, out-of-pocket expenses, and the platform's processor fee.

The verdict shows your effective hourly rate, gross/net, and a breakdown of every cost so you can defend the number to a client.

**Pre-bid research is built in:** airspace classification with one-tap LAANC, Google Maps + Street View site preview, weather forecast for the mission window, and local fuel prices — no more juggling five tabs to size up a gig.

**AI Bid Recommendation** (paid plans) cross-checks your inputs against your own history, the industry benchmark, and the platform mix to suggest a competitive number with a one-line rationale.

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# Flat-Rate Evaluator

When a client offers you a fixed price, drop it into the Flat-Rate Evaluator. You'll get a green/yellow/red verdict, your effective hourly rate after expenses, and a recommendation on whether to accept, counter, or pass.

Toggle **Simple project** for fast no-drive jobs (you'll skip drive distance and hours-on-site auto-fill).

Per-acre billing is supported for industries like agricultural spraying — switch the billing mode and Rotor Rate will compute totals from acreage and your per-acre rate.

Use **Try with my numbers** to swap in your own hourly and travel rates without leaving the verdict, so you can quickly stress-test a counter-offer.

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# Job inputs explained

- **Industry** — drives the benchmark range, the default fly/travel rates, and the tax-quarter categorization.
- **Address** — autocompletes via Google Maps and auto-fills drive distance and one-way hours from your home base.
- **Hours on site** — the time you're actively flying or on-location.
- **Post-processing hours** — required on every job. Drives the back-office portion of your bid and feeds the auto fine-tuning loop (see page 11).
- **OOPE** — out-of-pocket expenses for the job (props, batteries, tolls, etc.).
- **Platform** — applies the right processor fee automatically; you can also turn the fee off per-job.
- **Sub-type** — for example real-estate photo vs. video, or roof inspection vs. facade. Drives the auto fine-tuning average for that deliverable.
- **Gas price override** — leave blank to use your default; set a value to capture an unusual local price for one job.

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# Platforms & payment processors

Rotor Rate ships with the most common drone work platforms (DroneBase, Zeitview, Aerial Influence, etc.) and their fee structures.

Add your own under **Settings > Custom platforms**: name it, set the fee percentage and fixed component, and it appears in every calculator.

Per job, you can also disable the processor fee with the **Apply processor fee** toggle — useful for jobs paid directly by check or cash.

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# Saving, recurring & chained jobs

Save any job to keep it on your **Workspace** and **Missions** pages. Jobs flow through statuses: *pending* > *awarded* > *completed* (or *lost*).

**Recurring jobs** let you set up a series (weekly, monthly, custom) that auto-materializes upcoming occurrences. A recurring contract is one decision: marking any occurrence *awarded* or *completed* cascades the same status to every sibling in the series, and the Missions board collapses siblings into a single representative row so you don't have to award each occurrence individually. Use the series inspector to pause, skip a single date, or end the series.

**Chained jobs** group multiple stops on the same day so drive time and fuel are split fairly across clients. Build a chain from the Workspace, or accept a same-day suggestion from the **Chain Suggestions** card. Rotor Rate compares solo vs. chained mileage so you can see exactly how much the bundle saves.

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# Missions, pipeline & calendar invites

The **Missions** page is the schedule-focused view. The default **Pipeline** tab is a kanban board with three columns — Pending, Awarded, Completed — so you can advance any mission with one click without opening the calculator.

Other tabs cover Upcoming, Recurring, and Completed-only views. The Upcoming tab also surfaces same-day clusters so you can spot chain opportunities before they're booked.

Each mission can generate a calendar invite (.ics) that works with Google Calendar, Apple Calendar, and Outlook — including proper timezone and DST handling. Turn on **Auto calendar invite on awarded** in Settings to have invites generated automatically the moment you mark a mission awarded.

Use **Email quote** to send a branded PDF quote directly from a mission, and **Debrief** after a completed flight to log actual hours, miles, and post-processing time in one dialog.

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# Settings & Appearance

Open Settings from the header menu. Configure:

- Home base address and coordinates (drives drive-distance auto-fill)
- Hourly rate, mileage rate, default OOPE, vehicle MPG
- Gas price (with optional local-price override per job)
- Per-industry fly/travel rates and billing modes (per-hour, per-acre)
- Custom platforms and fee structures
- Part 107 issue date for currency tracking
- Tax quarter preferences and notification settings
- Email notification preferences (Part 107 reminders, payment alerts)
- Chain Suggestions sensitivity (max miles, max date gap)

**Display > Appearance** lets you choose **Light**, **Dark**, or **System**. The theme follows you across the in-app surfaces (Workspace, Missions, Quote, User Guide). Marketing and public pages stay in light mode regardless of the choice so shared links always look the same to clients.

**Auto calendar invite on awarded**, **Reset calculator on save**, and **Show helper text** are workflow toggles worth revisiting after your first week — they shape how quickly you can move through repeat work.

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# Upload-time auto fine-tuning

**Available on paid plans.** Rotor Rate quietly learns from the actuals you record on completed missions and uses that history to fine-tune future bids — no manual rate editing required.

How it works:

- Every completed mission records the **actual** hours on site, drive time, miles, and post-processing hours you log in the Debrief dialog.
- Rotor Rate maintains a **rolling 30-job average** per platform/network and per deliverable sub-type (e.g. real-estate photo vs. real-estate video).
- When you start a new job on the same network and sub-type, the calculator pre-fills those averages so your suggested bid reflects what these jobs actually cost you — not a guess.

**Important:** the **Post-processing hours** field is mandatory on every completed mission. Skipping it breaks the rolling average for that deliverable and weakens the recommendation. Treat the Debrief dialog as a 30-second habit at the end of every job.

You can always override any pre-filled value before saving — the average is a starting point, not a lock.

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# Quarterly tax estimator

Rotor Rate aggregates your **completed** jobs by IRS quarter and estimates what to set aside.

The widget on the Workspace page shows year-to-date earnings, deductible mileage, and an estimated federal liability per quarter. Click through to the Income Breakdown sheet for a per-job ledger you can export.

Set your **income tax rate** and **self-employment tax rate** in Settings — the defaults (12% federal, 15.3% SE) work for most solo Part 107 operators but you can override them.

**Important:** awarded-but-not-completed work doesn't count yet — only finished missions feed the totals. This keeps your estimate conservative and aligned with cash actually earned.

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# Mileage log & exports

When you mark a mission **completed**, Rotor Rate auto-creates a mileage entry using the IRS standard rate (or your custom rate).

Edit actual miles after the trip, add manual entries for ad-hoc trips like scouting or equipment runs, and export the full log as CSV for your tax software or accountant.

Chained-day trips split miles fairly across the stops, and the export reflects that split so you don't double-count the drive.

Mileage rows linked to a job only count toward your totals while that job remains completed — reverting status removes the auto-logged miles, so the log always reflects work that actually happened.

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# Airspace, weather & local gas

For any job address, Rotor Rate runs the pre-bid research for you so you can size up a gig without leaving the page:

- **Airspace check** — classification (B/C/D/E/G) with a one-tap LAANC deep-link if authorization is needed.
- **Google Maps + Street View** — site preview to spot obstructions, parking, and visual landmarks.
- **Weather forecast** — wind, precipitation, and visibility for the mission window with a plain-English summary.
- **Local gas price** — refines your fuel-cost estimate using nearby station data via the EIA.

All four run from the address you enter in the calculator — no extra tabs, no extra accounts.

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# Industry benchmarks

See low/average/high pricing for your industry and region, sourced from real market data and refreshed periodically.

The benchmark card appears alongside your verdict so you can see whether your bid is competitive — under, in-range, or above market.

Benchmarks cover real-estate photo, real-estate video, roof inspection, agricultural spraying, mapping, infrastructure inspection, and more.

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## Part 107 currency

Rotor Rate tracks your Part 107 24-month recurrent training window and warns you in-app and by email when you're approaching the deadline.

Update your last training date in **Settings** whenever you complete a recurrent course — Rotor Rate will then count down to the next required training cycle.

Reminders are sent at 60, 30, and 7 days before expiration so you have plenty of time to complete the FAA online recurrent course.

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# Account & subscription

Manage your plan, payment method, and billing history from **Settings > Subscription**.

Annual billing is roughly 58% off monthly — a good fit if you're committing to Rotor Rate for a full season.

You can pause, switch plans, or cancel anytime — cancellations take effect at the end of the current period, so you keep access through what you've already paid for.

If a payment fails, you'll see an in-app banner and receive an email with a one-click link to update your card before service is interrupted.

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# Tips & troubleshooting

- **Drive distance not auto-filling?** Make sure your home base coordinates are set in Settings.
- **Auto fine-tuning not pre-filling?** Confirm you're on a paid plan and that you've completed at least a few jobs on the same platform and sub-type — the rolling average needs data to roll.
- **Calendar invite missing details?** Re-download — invites regenerate from current job data each time.
- **Recurring series acting odd?** Open Missions > Recurring tab and check the series inspector. You can pause, skip an occurrence, or end the series there.
- **Industry benchmark looks stale?** Benchmarks refresh on a regional cadence; if your market is missing, send feedback and we'll prioritize it.
- **Theme not following you across pages?** Marketing and public pages are intentionally locked to light. Inside Workspace, Missions, Quote, and the User Guide your preference applies.
- **Need a feature or hit a bug?** Use the **Feedback** button in the bottom corner — it goes straight to the team.

*Thanks for flying with Rotor Rate. Fly safe, charge fair.*