

# **GolfMine**

**The underwater golf ball collector  
of the future**

# Meet Leo

- ◎ Full-Time **Golf Ball Diver**  
(professional)
- ◎ SW Florida
- ◎ \$75,000 annually



# Leo's Industry



**Collect & Sell Balls to  
Recycling  
Companies**



**Divers Pay Golf  
Courses**



**Refurbish &  
Sell Used  
Balls**







©Peter Verhagen

# Problems with the industry

## Environmental

- Balls take 100-1,000 years to decompose
- Disrupts ecosystem



## Legal

- Individual contracts with divers
- Delays & accidents/emergencies occur



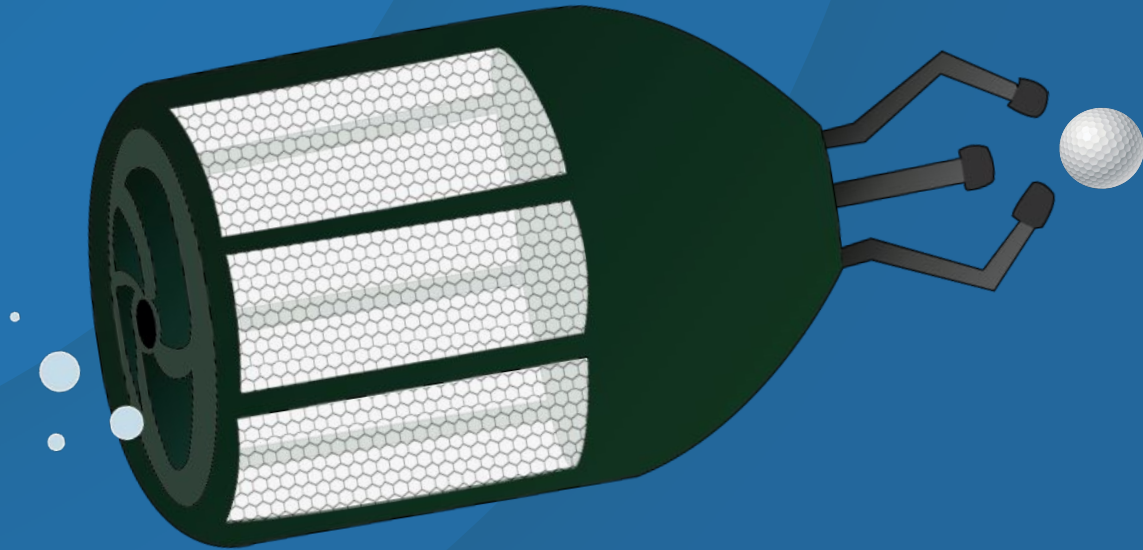
## Social

- Natural hazards & animals in lakes
- Toxic chemicals
- Unsafe for divers!



# Our Solution (MVP)

The **GolfMine™** Robot is a safe, efficient, and lucrative alternative to divers in the golf ball retrieval industry.





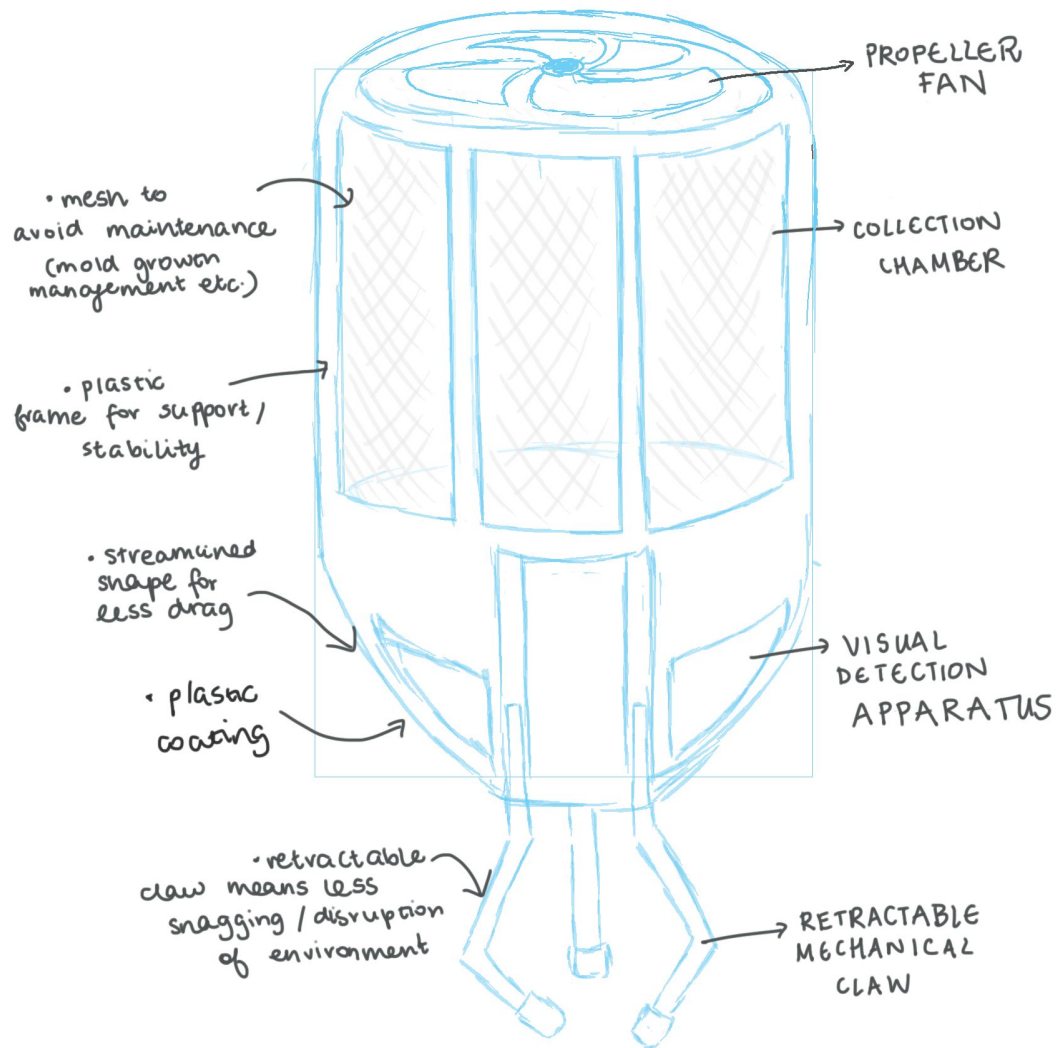
# In-House Technology

The design maximizes:

- ⦿ Ocean mobility
- ⦿ Arm mobility: grabbing, rummaging
- ⦿ Volume  
(no. of balls stored)

Future design features:

**Visual recognition software  
and autonomy + other  
upgrades from MVP!**



# CORE

## Safety

- ⦿ With GolfMine™, divers can stay away from the most dangerous ponds.

## Service








- ⦿ GolfMine™ employees can thoroughly search the lake bed, navigating their robot from firm ground fresh air.

## Supply

- ⦿ GolfMine™'s goal is not to put divers out of business. We will help the ~200 golf ball divers by taking the market portion that is dangerous for them.



# OUR COMPETITION

The Products	Human Safety	Animal Safety	Thorough	Degree of Profit
Our Robot Collection Service				
				
				

**75¢-\$2**

per ball

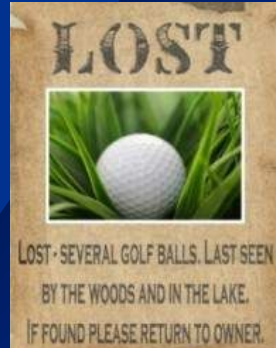


**\$100,000**

annually

**300m**

balls lost every year



**200-300**

balls (per pond every day)



**~15k**

golf courses in the US

**\$200m Industry!**

## **Beachhead Market: Refurbishing Companies in FL, LA, SC, etc.**

- Established Companies that clean, process, and package millions of golf balls for reselling



## **Adjacent Market: Used Balls Retails**

- Option in the future: Good condition balls sold directly to consumers (individuals, golf courses)
  - Retains profits usually shared by refurbishing companies
- 

## **Adjacent Market: NGO's**

- Submersible technology
- Ocean trash-collecting
- More advanced technology needed

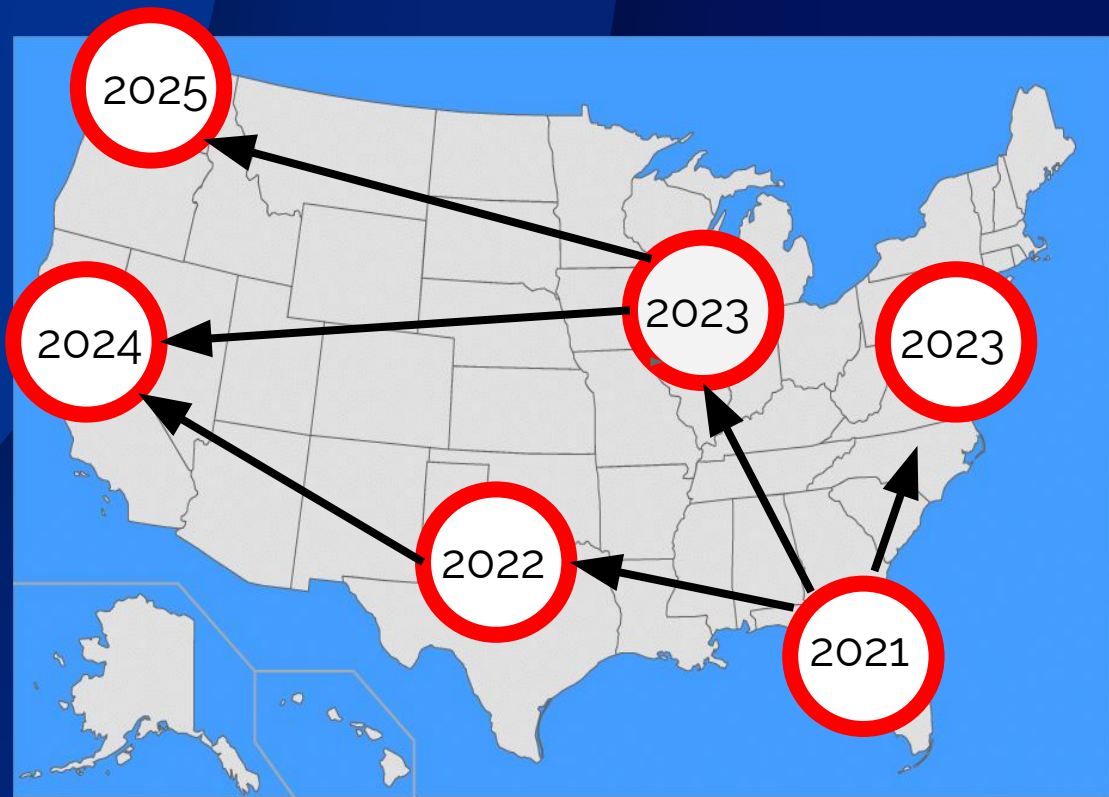
# Expansion Model

Months 1-6: R&D, Begin advertisement and hiring, employ 5 robot trainers

Months 7-9: R&D, Train 20 employees, complete 40 working robots, initial contract with ~10 golf courses

Months 10-12: R&D, 20 more employees, release mark II of robots at end of first year.

Continue Expansion:  
Advertisement. Decent job with good pay and minimal training for unemployed from pandemic.

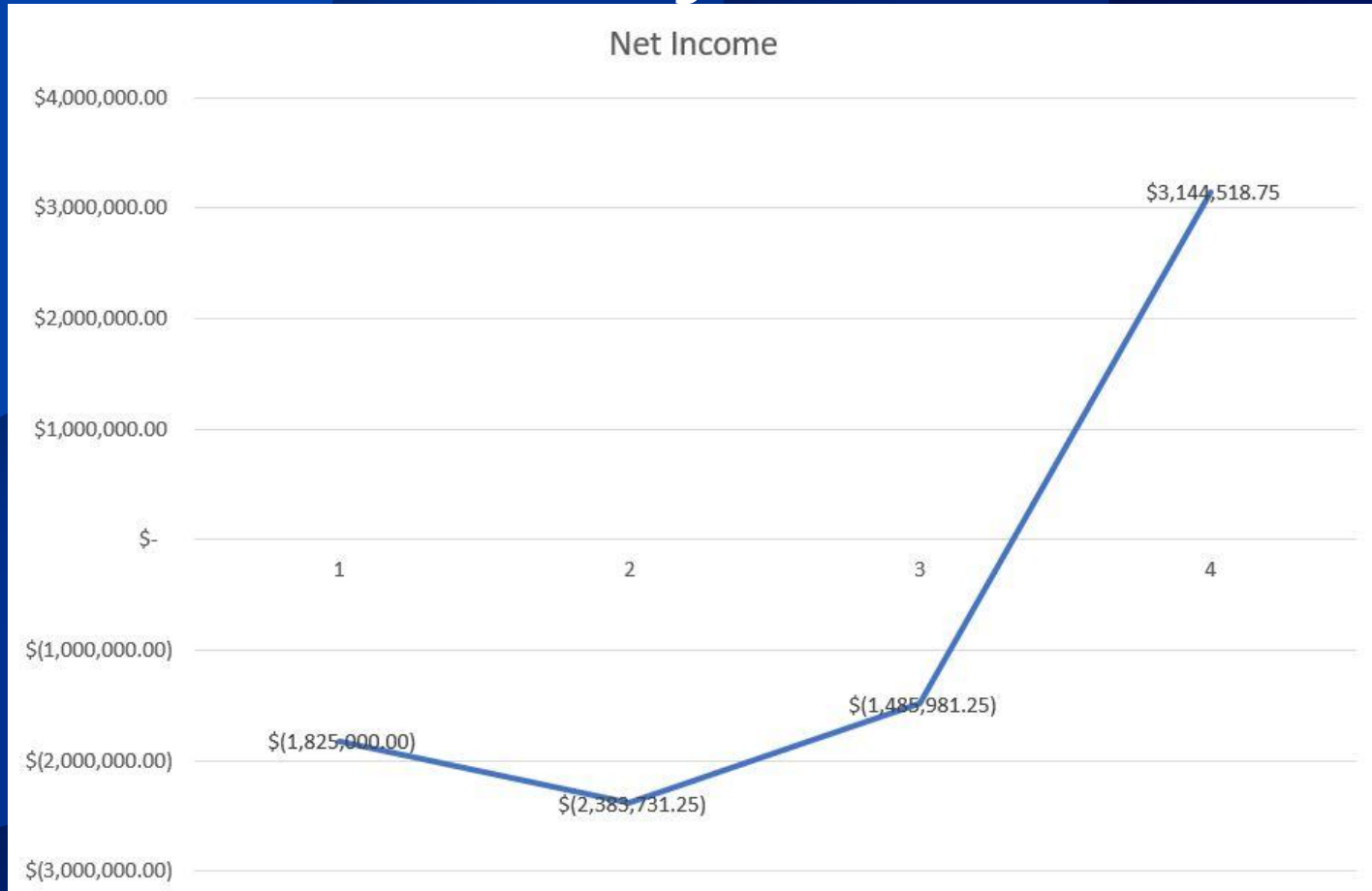




# Financial Projections, 2021-2025

	Year 1	Year 2	Year 3	Year 4
Total Revenue	\$ 650,000.00	\$ 4,125,000.00	\$ 9,000,000.00	\$ 20,000,000.00
COGS (Cost of Robots Produced)	\$ 450,000.00	\$ 490,000.00	\$ 700,000.00	\$ 700,000.00
Gross Margin (\$)	\$ 200,000.00	\$ 3,635,000.00	\$ 8,300,000.00	\$ 19,300,000.00
Gross Margin (%)	\$ -	\$ 11.88	\$ 7.78	\$ 3.50
<b>Expenses</b>				
R & D Engineering	\$ 900,000.00	\$ 900,000.00	\$ 1,000,000.00	\$ 1,000,000.00
Marketing	\$ 20,000.00	\$ 206,250.00	\$ 450,000.00	\$ 200,000.00
Employee Wages, Management team of 5	\$ 300,000.00	\$ 300,000.00	\$ 300,000.00	\$ 300,000.00
Employee Wages, R & D team	\$ 300,000.00	\$ 420,000.00	\$ 900,000.00	\$ 900,000.00
Employee Wages, Collectors	\$ 400,000.00	\$ 2,000,000.00	\$ 4,000,000.00	\$ 8,000,000.00
Golf Course Payments	\$ 105,000.00	\$ 400,000.00	\$ 700,000.00	\$ 4,000,000.00
Total Operating Expenses	\$ 2,025,000.00	\$ 4,226,250.00	\$ 7,350,000.00	\$ 14,400,000.00
<b>Operating Profit</b>				
EBIT	\$ (1,825,000.00)	\$ (591,250.00)	\$ 950,000.00	\$ 4,900,000.00
<b>Tax</b>				
Corporate Tax	\$ -	\$ (32,518.750)	\$ 52,250.000	\$ 269,500.000
<b>Net Income</b>				
	\$ (1,825,000.00)	\$ (558,731.25)	\$ 897,750.00	\$ 4,630,500.00

# More Financial Projections



# WHAT'S IN IT FOR THE GOLF COURSES?



**No liabilities**



**More Money**



**Company contracts, not  
individual**

# Long Term Tech Applications

The technology we'll develop won't be limited to golf courses.

## Where can we go next?

- ⊙ Ocean trash collection/cleanup
- ⊙ Hobbyists
- ⊙ Ocean exploration and sample collection



# What we're asking for

- 3 ~~billion~~ million dollars for .1% of our equity
- Alligator repellent
- Tom Brady advertisements
- "Apple Campus" of the East

**THANK YOU**

# Our Team

Young Dippi - expert 3d modeler and graphic designer. Business Model concept developer. Stayed up really late to work on these slides

Dan the Man - Found a face for Leo. EPIC animation skills. Also stayed up late to work on these slides. Identified points of market penetration like a boss.

Billy - Put numbers in a number machine. Learned what EBITDA is!! Found transparent golf ball PNGs, was very proud. Stayed up late working on these slides

# Problems and Limitations

- How do we deal with the geographic location of workers? We'll have trainers that are hired to travel and teach people
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- One source we reviewed stated there weren't many divers, but another said the business is in bust as there are too many.
- "Dive by feel" - on many occasions more than visuals to find these balls (especially in murky lakes). The claw would have to dig around the bottom of the lake.



# Core

<b>Today</b>	<b>GolfMine</b>
One diver killed every other year by an alligator	No loss in human lives
Divers injured with broken glasses	Invulnerable materials
Divers nearly drowned tangled in fishnets	Detect and avoid obstacles
Excruciating heat and cold	Fully functional regardless of temperature
Only ~200 golf ball divers	Unlimited supply in robots