

Bats: The Natural Pest Control Solution you'll Go Batty For in 2020

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**SHARK
TANK**

Agenda for the next 20 minutes...

- Rising cost of pesticides and the value of integrated mosquito management
- What value do bats offer our shared ecosystem?
- Why bats need our help now more than ever
- A little more about us and how we got into the world of bats
- How Bat Houses work to reduce backyard pests
- Q&A [5 minutes]



Garden pests and mosquitoes are thriving across much of the U.S. as temperatures rise, representing a greater risk for transmission of mosquito-borne diseases.



Individuals and Communities are responding with an increased use of pesticides both at home and in agricultural settings.

Challenges with Pesticide Addiction

“Pesticide addiction is caused by what entomologists refer to as the pesticide treadmill. Insect pests rapidly evolve resistance, gradually forcing [communities] to increase both the volume and toxicity of [pesticides] to achieve the same results. Simultaneously, because predators of pests have much smaller populations and reproduce slower, they are more effectively poisoned or starved. Remaining pests then flourish in a largely predator-free environment.”

-Merlin Tuttle



How do holistic initiatives help?

- Integrated mosquito management is already addressing initiatives to focus on the various stages of the mosquito life cycle.
- Natural landscapes improve the habitat for mosquito predators, like birds and bats.
- With the rise of pollinator gardens and beehives it is important to consider other aspects of the ecosystem to create more local biodiversity.





The role holistic pest-control can play in the agriculture and public sector makes sense when considering historical spend and macro-trends



US Agriculture spends billions and billions of dollars on pesticides





Average pesticide cost per acre continues to rise to \$70+ in 2019 compared to \$49 in 2012

Organic farming continues to grow in popularity which means farmers will continue to turn towards pesticide alternatives

Agri-tourism is a growing sector as operators look to keep their guests safe from nasty pests and mosquitoes



There are sizable county-level mosquito abatement budgets across the US. Historical budgets:

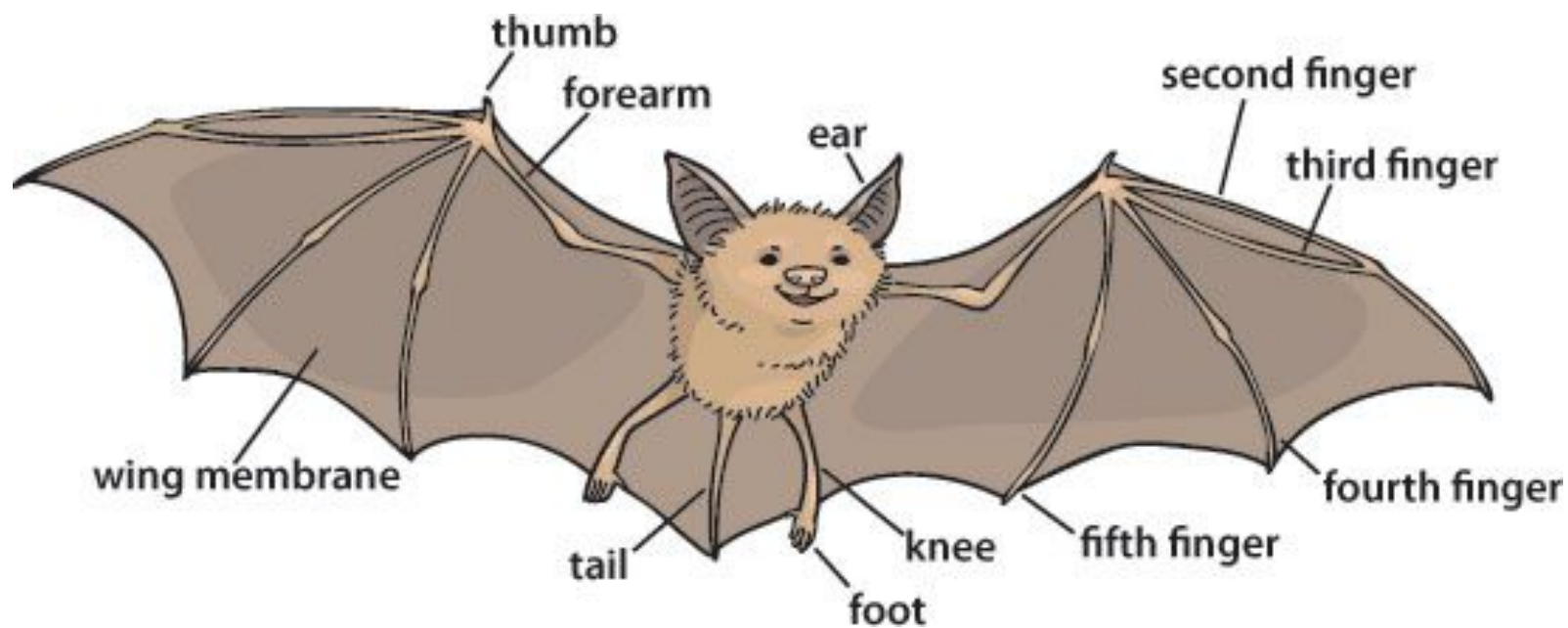
	\$30M	Miami Dade, FL
	\$25M	Lee County, FL
	\$2.3M	New Orleans, LA
	\$2M	Sacramento, CA

Much of these budgets go towards pesticides or aerial spraying

While sustainable alternatives are not a comprehensive solution, they are non-toxic, typically affordable, and help protect wildlife

**Ok, ok... so we need some different
solutions ... we get it...**

But why bats?



What kinds of insects do bats love to eat?

- Japanese Beetles
- Cucumber Beetles
- Armyworm Moths
- Leafhoppers
- Stink Bugs
- Mosquitos



**Beyond mosquitos, bats can help
manage other pests in your
community.**

**A common bat cat eat up to 1000
Mosquito-size insects per hour!**



**Bats save US Agriculture over \$23Bn a year
in savings otherwise spent on pesticides**

Bats are really incredible animals.



Bats can find their food in total darkness. They locate insects through echolocation, emitting inaudible high-pitched sounds and listening to echoes. Bats also have excellent vision, so there's no such thing as "blind as a bat."



Most bats have only one pup a year, making them extremely vulnerable to extinction. Bat mothers can find their babies among thousands or millions of other bats by their unique voices and scents.



Bats are vital pollinators and seed dispersers. They ensure the survival of hundreds of species of economically and ecologically important plants, including sources of fruit, nuts, medicines, timber, fibers, and dyes. Oh and agave! If it wasn't for bats, we wouldn't have tequila!

They're also not as scary as some people think.



Bats have a long-standing history of misrepresentation in popular culture. They are portrayed as blood-sucking vampires and serve as spooky mascots of Halloween. In reality, bats are friendly forest critters that just want to be left alone to eat insects.



Rabies transmission from bats to humans is rare, just 1-2 cases per year in the U.S. and Canada combined. Just always remember, bats aren't pets and you should never handle them. Media stories grossly exaggerating risks of disease from bats are promoted by those who profit from public fear.

Why do bats need our help?

Deforestation



White nose syndrome



Wind turbines



How can you leverage bats as a solution?

- Proactively protect their habitats
- Build your own bat house
- Buy a bat house



“I’d say over 80% of the bat houses on the market just don’t meet the needs of the animals”

- Merlin Tuttle *World Renowned Bat Expert*



Mosquitoes

vs.

Bat Houses

BatBnB's Origin Story





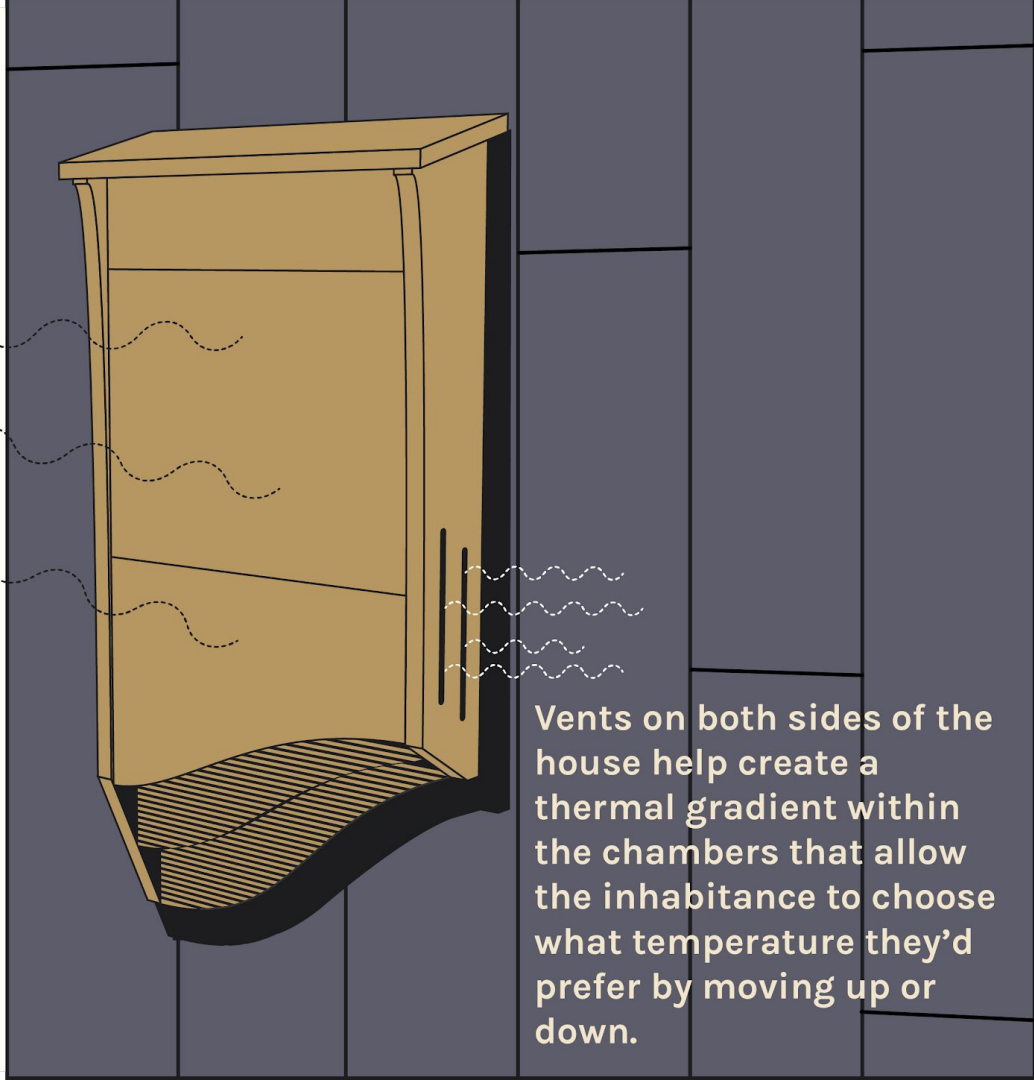
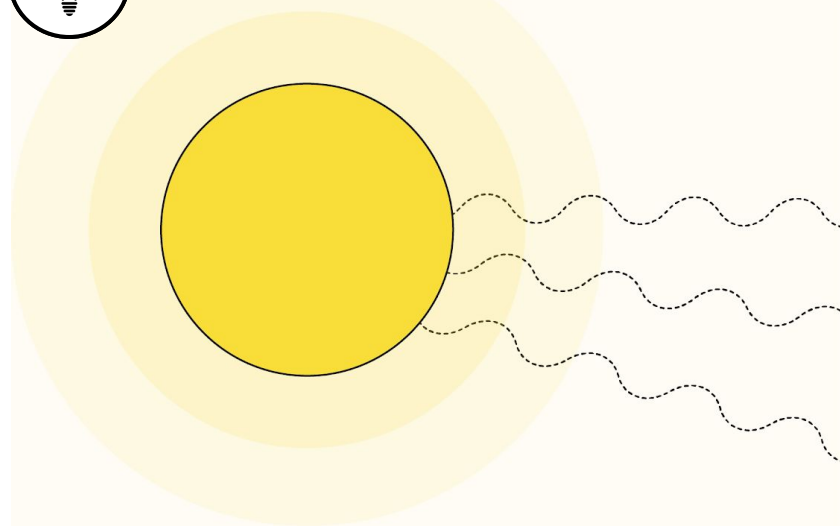
**Just two
guys in a
small town
with an idea**

Product Overview





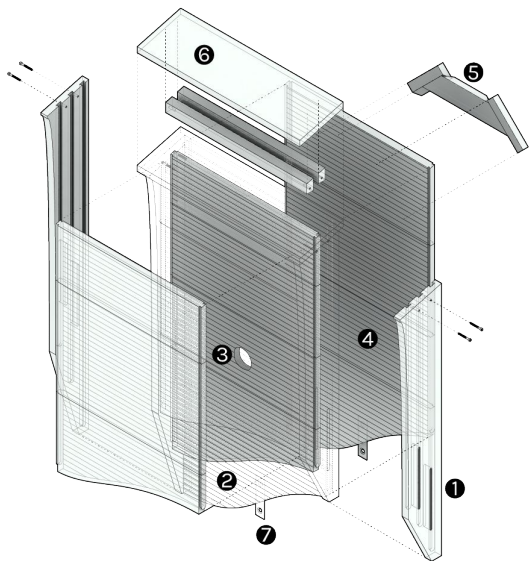
How BatBnB works.



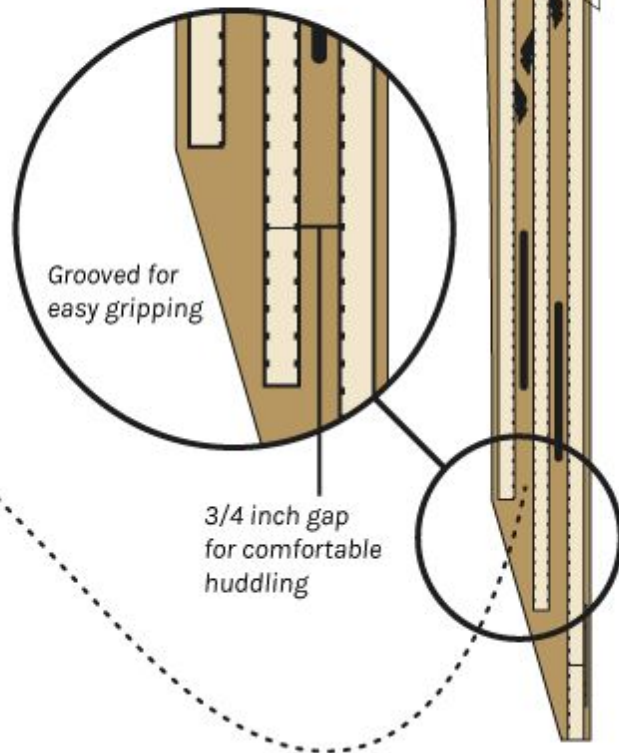
Vents on both sides of the house help create a thermal gradient within the chambers that allow the inhabitants to choose what temperature they'd prefer by moving up or down.



How BatBnB works.

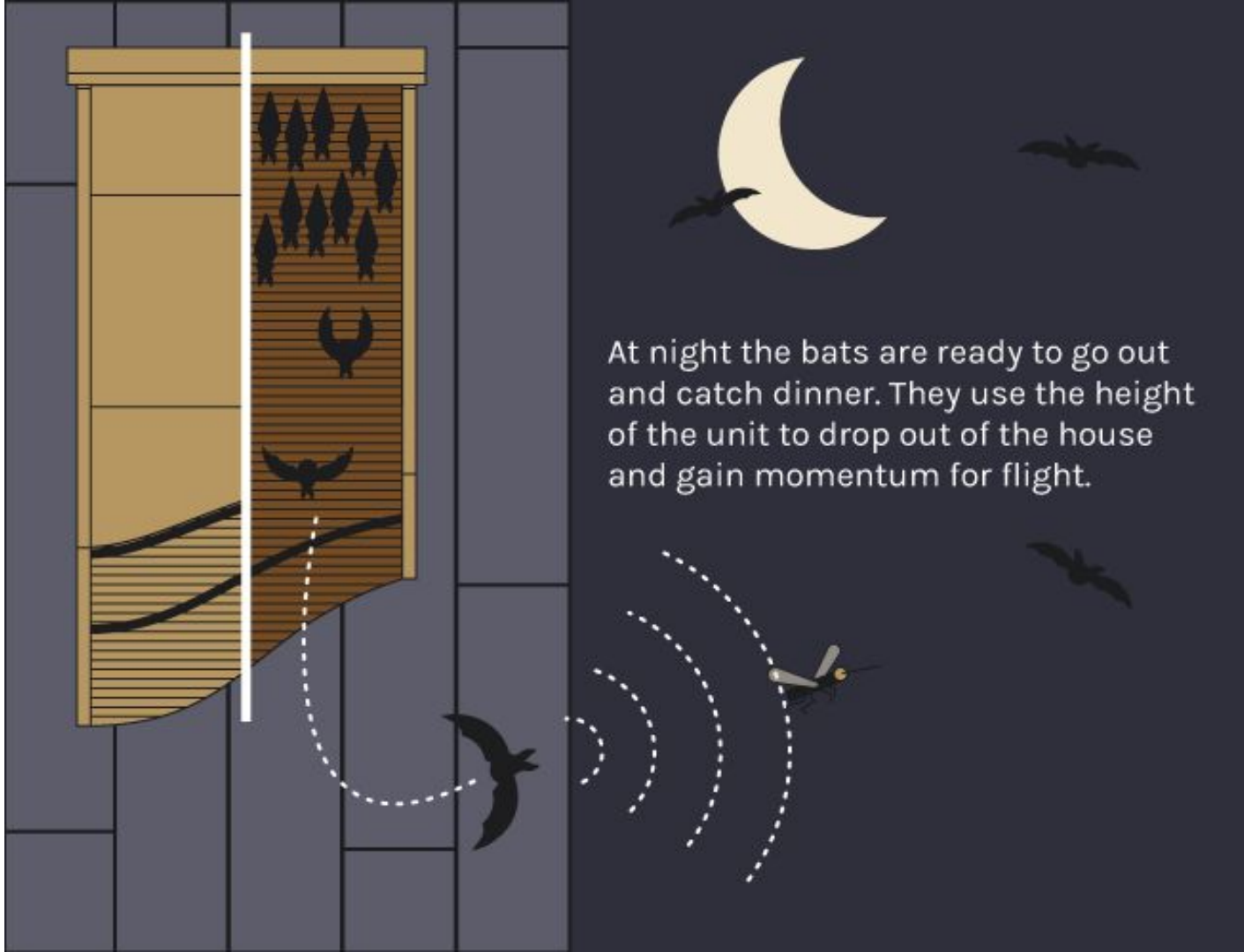


- ① CHAMBER AIR VENTS
- ② LANDING PAD/CHAMBER ENTRANCE
- ③ CHAMBER PASSAGE
- ④ GROOVED INTERIOR SURFACES @ EVERY 1/2"
- ⑤ CLEAT HANGING SYSTEM
- ⑥ SLOPED ROOF WITH 1/2" OVERHANG ON ALL SIDES
- ⑦ SAFETY BRACKET





How BatBnB works.

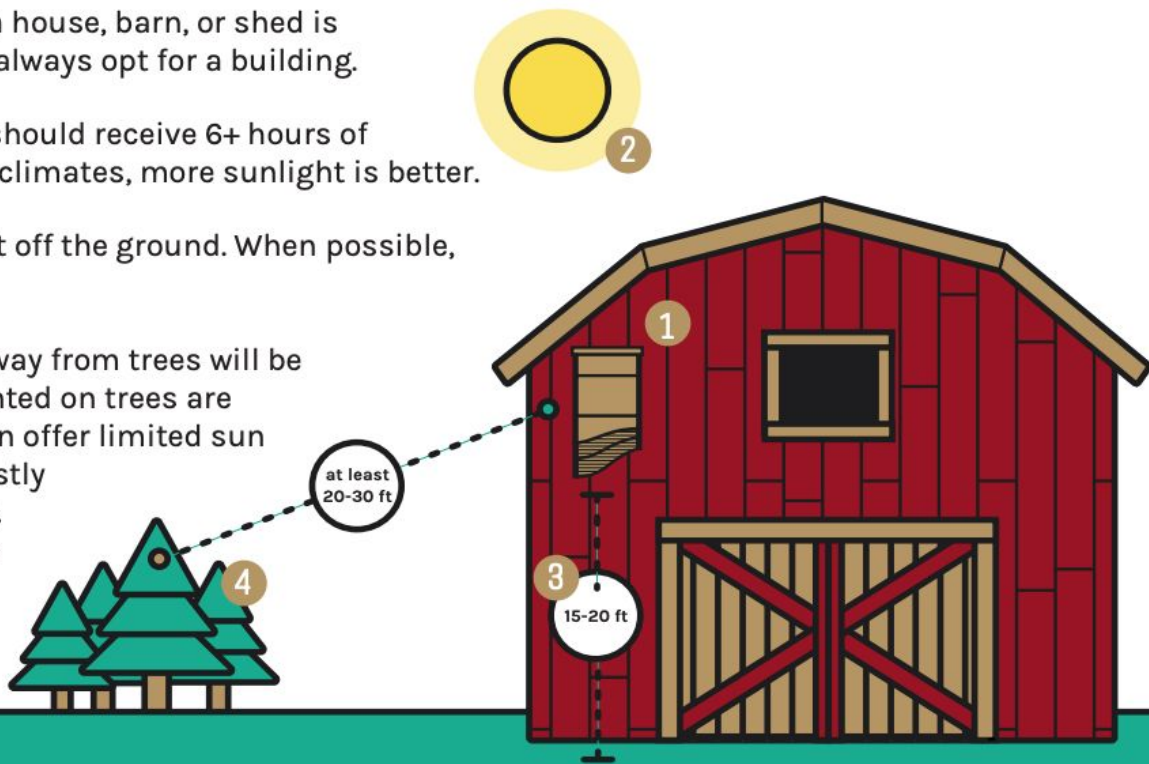




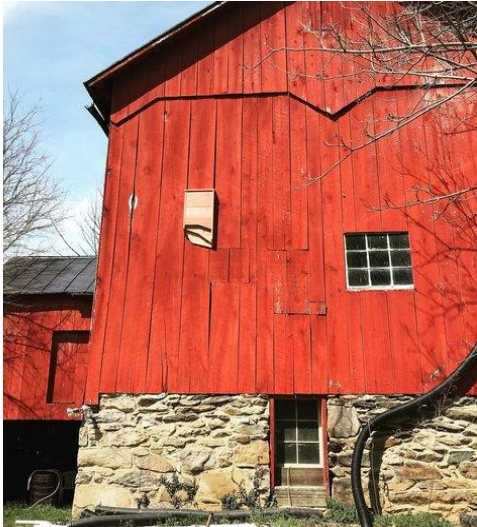
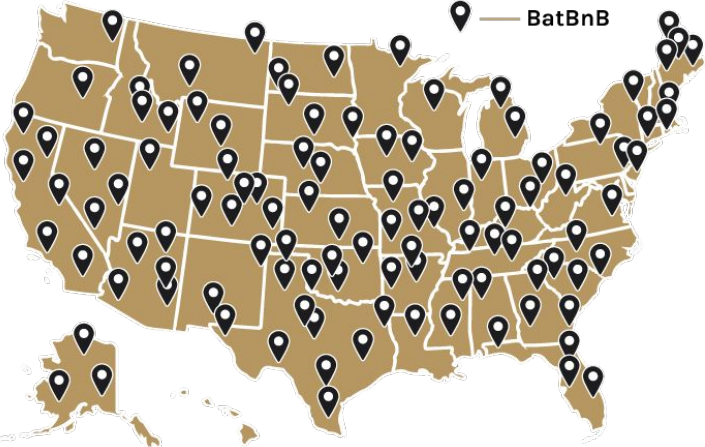
Choosing the Right Location

The following expert recommendations will maximize your chances for early BatBnB occupancy. The most important consideration is location. Do your best to stick to the following:

- 1 A location on a post or the side of a house, barn, or shed is best. In particularly cool climates, always opt for a building.
- 2 Even in hot climates your BatBnB should receive 6+ hours of direct sunlight daily, and in cooler climates, more sunlight is better.
- 3 Place the BatBnB at least 10-12 feet off the ground. When possible, 15-20 feet is better.
- 4 BatBnBs located at least 20 feet away from trees will be most successful. Bat houses mounted on trees are least successful because they often offer limited sun exposure and allow predators (mostly owls) to perch on nearby branches. If a tree is your only option, choose a sunny spot that is far from potential predator perches.



Happy customers in 49 states and 11 countries



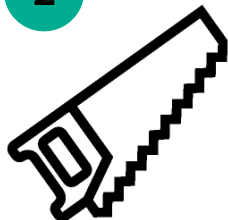


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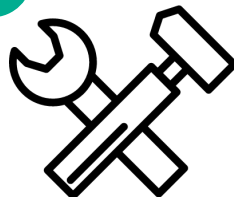
Raw Lumber

2



Cutting Parts

3



Assembly

4



Packaging

5



Warehouse

6



Drop-shipping

To date we've educated millions on the value of bats and provided safe homes to over 400,000 of these amazing animals





Our mission is to cultivate symbiotic relationships with nature through sustainable, and ecologically based products.

Questions?

If you're interested, unique code
VMCA for 15% off any BatBnB at checkout

For partnerships or B2B deals contact us at
batbnb.com/contact-us or christopher@batbnb.com