

DockDuty

Where autonomous fleets park, charge, and reset.

90-Day Launch Plan · Two Funding Scenarios · Q3 2026

Prepared	May 2, 2026
Founders	2 — operating partners with 3 owner-purchased Cybercabs as seed fleet
Market	Greater Orlando MSA — Orange, Osceola, Seminole counties
Entity	Florida LLC → S-corp election + TNC registration (FS §627.748)
Business model	Per-turnaround depot fees · monthly fleet management · platform take-rate · parcel (M4+)
Capital ask	Bootstrap path \$185K · Seed path \$2.2M (presented as alternatives)
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Executive summary

DockDuty is an autonomous-vehicle **depot and dispatch platform** serving Greater Orlando. We operate a physical lot where Cybercabs and other AV taxis charge, get cleaned, and receive light maintenance between rides — and we are building a multi-modal dispatch platform that lets owners drop their vehicle with us and earn while we run it on the network. The platform is designed from Day 1 to handle passenger rides; parcel delivery activates Month 4–6; hotel shuttle service is the Year-2 expansion play.

We launch with 3 founder-owned Cybercabs as seed inventory and scale by onboarding absentee owners and small Orlando AV operators. Two structurally durable revenue lines compound: depot services (per-turnaround fees from any AV that uses our lot) and dispatch & fleet management (monthly retainers plus platform take-rate on rides). Every car we manage drives depot throughput; every depot customer is a candidate for managed-fleet onboarding.

Bootstrap path	Seed path
\$185K capital required	\$2.2M seed round
Personal capital + small equipment loan. Custom app deferred to Month 6+; phone/text/spreadsheet ops at launch. Conservative Year-1 ARR target: \$310K .	Funded launch with 2 technical hires building the multi-modal platform from Day 1. Full app live by Month 4. Conservative Year-1 ARR target: \$680K .

Why this works in Orlando

Orlando is a top-3 US AV launch market with structural tailwinds. Lake Nona is developing what's been described as the largest single-location AV network in the country. Beep operates Navi shuttles in Jacksonville and Orlando. Waymo is testing in Orlando rain conditions. Tesla has publicly committed to Florida robotaxi expansion. Florida's AV statute (§316.85) is the most permissive in the country: no human operator required, no state operating permit, and local governments are explicitly preempted from imposing for-hire fees on AV operators.

Inside that environment, two structural gaps exist. **First:** Cybercab uses inductive (wireless) charging only — there is no plug. Owners cannot charge at any existing public Supercharger; they need pads. Tesla won't build pads everywhere, and home installation is impractical for fleet operation. **Second:** Tesla's app is built for one car. Anyone with 2+ Cybercabs has an operations problem — cleaning, charging coordination, incident response, monthly P&L — that consumer apps were never designed to solve. We close both gaps locally, with a physical depot and a multi-modal dispatch layer that national platforms can't replicate without local presence.

Competitive context. Robotaxi Depot and Cybercab Owners are pitching national fleet management software. Robotaxi Depot is software-first, OEM-agnostic. Cybercab Owners is launching Phoenix. **Neither has a physical depot in Orlando.** Our edge is local: we own the lot, we know Orlando's theme-park, transit, and hospitality operators by name, and we offer same-day turnaround that a national platform can't match.

1. The three business lines

DockDuty operates three integrated, time-phased revenue lines. Each line uses the same physical lot and software backbone, so unit economics improve as we scale across lines.

Line A — Depot services	Line B — Dispatch & fleet management	Line C — Parcel (M4+) → Shuttle (Y2)
Charging (inductive pads + L2/L3 backup), wash/clean bays, light maintenance (tires, fluids, software updates), secure overnight parking.	Multi-modal dispatch platform. Onboard absentee Cybercab owners and small AV operators; we run their cars on the network and split revenue.	Parcel: same Cybercabs running off-peak delivery routes for local couriers and e-commerce. Shuttle: contract carriage for Orlando hotels, Year 2.
Customer: any AV owner/operator in Orlando.	Customer: AV owners who don't want to operate.	Customer: 3PL couriers, hotels, theme parks.
Revenue: per-turnaround fee + monthly retainer.	Revenue: monthly retainer + 15–20% platform take.	Revenue: per-delivery / per-route contracts.
Year-1 target: 15–25 cars under management → ~6–10 turnarounds/day.	Year-1 target: 8–15 cars actively dispatched on our platform.	Year-1 target: 1–2 parcel pilot contracts by Month 6.

Why these compound

Every car we onboard for fleet management (Line B) drives turnarounds at the depot (Line A). Every depot customer who walks in for charging is a sales lead for fleet management. Once parcel launches (Line C), the same managed Cybercabs that run passenger rides at peak hours run delivery routes during off-peak — improving utilization without adding fleet capex. Hotel shuttle in Year 2 uses the same vehicles, the same depot, and the same dispatch software, with a different contract structure (B2B contract carriage rather than per-trip ride-hail).

2. Market — Orlando AV landscape

Why Orlando, specifically

Orlando is structurally ahead of most US cities on AV deployment. The combination of permissive state law, theme-park transit demand, hospitality fleet density, and the Lake Nona AV development creates a thicker AV operator ecosystem than markets twice its size.

Key AV operators already in or coming to Orlando

Operator	Status in Orlando	Why we matter to them
Beep	Operating Navi shuttles in Lake Nona. Headquartered in Orlando.	Local depot + dispatch overflow capacity. Sensor cleaning and turnaround between routes.
Tesla / Cybercab network	Florida expansion publicly committed. Production began Feb 2026; volume ramp Apr 2026.	Inductive charging pads + cleaning. Tesla won't build pads everywhere; we host private-fleet Cybercabs.

Waymo	Testing in Orlando rain conditions; Miami launch targeted 2026.	When they expand to Orlando, we are the only depot ready to take third-party AVs.
Mears Transportation	Largest ground transport in Orlando. Partnered with MOIA on AV planning.	Sub for AV charging/cleaning when they begin transitioning fleet to electric/AV.
LYNX RTA	300+ buses; piloting AV shuttle programs.	Light maintenance and dashboard for non-AV fleet today; AV pilot partner tomorrow.
Universal Orlando (Epic Universe)	Operating EV bus fleet; new park drives transit demand.	EV diagnostics, sensor calibration; potential AV shuttle dispatch (Year 2).
I-Ride Trolley / I-Drive hospitality	Tourist transit corridor.	Hotel shuttle dispatch when we launch Line C in Year 2.

Market sizing — addressable revenue lines

Segment	TAM (US, 2026)	Growth rate	Our addressable slice
AV fleet operations software/services	\$760M	36.8% CAGR through 2034	Orlando captures ~2% → ~\$15M/yr local TAM
Last-mile delivery (autonomous slice)	\$20.5B	26.5% CAGR	Orlando 3PL: tens of millions in addressable parcel/yr
Cybercab per-vehicle revenue (analyst est.)	\$25K–\$40K/yr typical	\$200–\$400/day high-utilization	We target 15–25 managed cars by Day 365
Orlando hotel shuttle market (Year 2)	120K+ hotel rooms in MSA	Most properties run shuttles	Contract carriage; multi-property pilot in Year 2

Competitive landscape

Three categories of competitor exist. **National software platforms** (Robotaxi Depot, Cybercab Owners) target the absentee fleet owner with software dashboards but no physical infrastructure. **Existing fleet operators** (Beep, Mears) have local presence but are operating their own AV fleets, not selling depot services to others — they are potential customers for us, not competitors. **Generic auto services** (car washes, mechanic shops) lack AV-specific capability: no inductive charging, no sensor calibration, no fleet-grade dispatch software.

Our defensible moat is the intersection: physical depot + AV-specific tooling + multi-modal dispatch + Orlando local relationships. Each competitor has at most two of those four. None has all four.

3. Regulatory, entity & insurance

Florida AV statute — what it means for us

Florida Statute §316.85 (autonomous vehicles) is the most operator-friendly AV framework in the US. Key provisions that directly affect our business model:

Provision	What it says	Why it matters to us
§316.85(1)	Licensed human operator not required for fully autonomous vehicles.	Our 3 Cybercabs (no steering wheel) operate legally once Tesla certifies FSD-Unsupervised in FL.
§316.85(4)	On-demand AV networks operate as TNCs under §627.748.	We register as a TNC. Same framework as Uber/Lyft. No special AV permit required.
§316.85(6)	Local govts preempted from imposing for-hire fees or requirements on AVs.	Orlando/Orange County cannot tax or license-regulate our depot or dispatch operations.
§627.749	AV insurance: \$1M minimum coverage while logged into an on-demand network.	Our Year-1 insurance budget assumes \$1M+ liability per car under management.
§319.145	Anyone may register an AV in Florida.	We can title the 3 founder Cybercabs in the LLC. AV brand printed on title.

Entity setup

Form a Florida LLC at Sunbiz (\$125 filing fee). Two members — operating partners with equal ownership or whatever split the operating agreement specifies. Elect S-corp tax treatment via IRS Form 2553 in the first 75 days to avoid self-employment tax on distributions above reasonable salaries. Florida has no state income tax and no state-level franchise tax for LLCs, which removes a major friction vs forming in MA, NY, or CA.

Important MA-residency note: if either founder maintains MA residency more than 183 days/yr, MA will tax that founder's share of LLC income. Plan to establish FL domicile (driver's license, voter registration, primary residence) before the LLC begins generating revenue. File a MA part-year return for the year of the move.

Required registrations & filings

Registration	Agency	Cost	Timing
FL LLC formation	FL Sunbiz / Division of Corporations	\$125	Day 1
EIN	IRS (online, free)	\$0	Day 1
S-corp election (Form 2553)	IRS	\$0	Within 75 days of formation
FL DOR sales tax + reemployment	FL Department of Revenue	Free	Day 1–7
TNC registration	FL DHSMV (per FS §627.748)	Variable	Before first dispatched ride
Motor Vehicle Repair Shop (MVR)	FL DACS	\$300/yr	Before first paid maintenance work

Local Business Tax Receipt (BTR)	Orange + Osceola counties (where lot is sited)	~\$130	Before opening lot
Insurance — commercial auto + GL + cyber	Commercial broker	\$8K–\$15K/yr (3 cars)	Before lot opens
AV-specific liability (\$1M+)	Specialty AV insurer (Avinew, Tesla Insurance, etc.)	\$3K–\$8K/yr per AV	Before AVs operate

FSD-Unsupervised regulatory dependency. Our 3 founder Cybercabs cannot legally operate driverless in Florida until Tesla certifies FSD-Unsupervised for FL roads. Tesla has filed FCC waivers for inductive charging and is targeting 2026, but no public timeline exists for FL specifically. **Our launch plan does not depend on Cybercab driverless certification** — depot services and fleet management generate revenue from any AV (Beep Navi, future Waymo, etc.) and from Cybercabs operated as supervised vehicles in the interim.

4. Site selection — the depot

Depot requirements

The depot is the physical anchor of the business. It must support charging, cleaning, light maintenance, and secure overnight parking for AVs. Hard requirements drive site selection:

Requirement	Spec	Why
Lot size	1.0–2.5 acres minimum	Stage 15–25 AVs, allow circulation, room for charging pads + wash bays + future expansion
Fenced + gated	Mandatory	AVs at \$30K+ each, plus customer vehicles in our custody — insurance and security require it
3-phase 480V power	200–400 amps	Inductive charging pads draw 21+ kW each; need headroom for 6–12 pads
Paved surface	Concrete or asphalt	Inductive pads embed in pavement; gravel won't work
Drainage + wash bay	Stormwater compliant	Cleaning ops generate water; FL stormwater rules apply
Indoor service bay	1,500–3,000 SF	Light maintenance: tires, fluids, software updates, sensor cleaning
Office / dispatch space	300–800 SF	Founders + future ops manager; customer drop-off / pickup
I-G or M-1 zoning	Industrial general	Auto service uses, fleet ops, charging are typically by-right in I-G zones
I-4 / 408 / Beachline access	Within 10 min of major highway	Depot serves theme-park corridor + airport + Lake Nona; access drives utilization

Orlando submarket scorecard

Industrial space in the Orlando MSA averages \$14.32/SF/yr. Class C industrial averages \$14.63. Yards with outdoor storage are 20–40% cheaper than fully built warehouse. Below: ranked submarkets against our requirements.

Submarket	Avg \$/SF/yr	AV-corridor proximity	Why
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Lake Nona / Tradeport	\$15–\$22	Highest — Beep HQ, AV corridor	Premium, but adjacent to densest AV operator cluster. Best for Year-2 hotel + theme-park work.
Kissimmee (Osceola)	\$11–\$14	Strong — close to Disney, MCO	Lowest cost in target zone. Disney/Universal logistics access. Our top recommendation.
Sanford (Seminole)	\$10–\$13	Moderate — north of metro	Cheapest, but 30 min from theme parks. Good fallback.
Airport North / MCO	\$13–\$17	Strong — airport AV operations	Mears + airport fleets; tighter zoning, premium rents.
Princeton / Silver Star	\$11–\$14	Moderate — west Orlando	I-4 access; mid-tier rents. Good if Lake Nona too pricey.
Downtown / Gore St corridor	\$25–\$31	Low — central	Too expensive for yard-based ops. Skip.

Phase 1 site target

Recommendation: Kissimmee (Osceola County), 1.5–2.0 acre fenced industrial yard with 3,000–5,000 SF warehouse component. Target gross monthly rent: \$5,500–\$8,500. This profile balances cost against AV-corridor proximity, gives us room for 6–10 inductive charging pads in the Bootstrap path or 12–20 in the Seed path, and keeps us within 25 minutes of the Lake Nona AV cluster, MCO airport, and the Disney/Universal hospitality belt.

Brokers: Lee & Associates Central FL (industrial focus), Cushman & Wakefield Orlando, Newmark Central FL, and the local Orlando Industrial Real Estate group all have deep yard-space inventory in this corridor. We engage two brokers in parallel during Days 7–21 of the launch plan.

5. Technology — the dispatch platform

The dispatch platform is the long-term defensible asset. Depot services are commoditizable; relationships with AV operators are valuable but transferrable. The proprietary multi-modal dispatch software — passenger + parcel + (eventually) shuttle on the same fleet, with intelligent off-peak utilization — is what justifies platform-style valuations rather than service-business valuations.

Architecture overview

Three core systems plus integrations. The platform is built mobile-first (most ride-hail and depot interactions happen on phone) with a web admin dashboard for fleet operators. Serverless backend on AWS or Vercel; PostgreSQL + Redis for live dispatch state; mapping via Mapbox or Google Maps Platform.

System	What it does	Build complexity
1. Rider/customer app	Hail a ride, track parcel, schedule pickup. iOS + Android + web. Stripe payments.	Medium — well-trodden patterns. 4–6 weeks for v1.
2. Fleet operator dashboard	Vehicle status, earnings, utilization, incident reports, billing. Web app.	Medium — CRUD + dashboards. 4–6 weeks for v1.
3. Multi-modal dispatcher	Routes vehicles between passenger / parcel / shuttle modes. Optimizes for revenue per vehicle-hour. Off-peak rebalancing logic.	Hard. This is the core IP. 12–16 weeks for v1; iterates indefinitely.

4. Depot ops module	Charging queue, wash bay scheduling, maintenance tickets. Tablet-friendly.	Easy — internal tool. 2–3 weeks.
5. Vehicle integrations	Tesla Fleet API (when available), Beep API, generic OBD-II/telematics.	Variable — depends on partner API access. Tesla Fleet API is gated.
6. Hotel shuttle module (Y2)	Contract-based pickup scheduling, recurring routes, white-label customer-facing booking.	Medium — adds in Year 2.

Build vs buy — by scenario

Two scenarios, two answers. The Bootstrap path defers the custom platform; the Seed path builds it from Day 1. We do not recommend a hybrid white-label path — existing dispatch platforms (HopSkipDrive, Routific, Onfleet) are not designed for multi-modal AV ops and would require so much customization that we'd end up rebuilding most of it anyway.

Component	Bootstrap path (M0–M6)	Seed path (M0–M12)
Rider app	Off-the-shelf white label (e.g. RideOS, Onfleet rider app) — limited features but functional.	Custom React Native app, branded, multi-modal from launch.
Operator dashboard	Google Sheets + Airtable + Zapier. Manual reconciliation.	Custom web dashboard with real-time vehicle status.
Multi-modal dispatcher	Not yet built. Manual dispatch via phone/text. Scales to ~5 cars max.	Custom routing engine built by 1–2 senior engineers over Months 1–4.
Depot ops	Whiteboard + spreadsheet.	Internal web tool, tablet at the lot.
Founder time on tech	~10% — managing vendors, building no-code tools.	~30% — product direction, hiring, code review.
Tech hires required	0 in Year 1.	2 senior eng (1 backend, 1 mobile/full-stack) starting Month 1.
Year-1 tech spend	~\$15K (SaaS, no-code tools).	~\$520K (2 eng salaries + benefits + cloud + tooling).

The Tesla dispatch problem. Cybercabs logged into Tesla's robotaxi network are dispatched by Tesla, not by us. We cannot divert a Cybercab from a Tesla-network ride to one of our parcel deliveries or hotel shuttle runs. Practical implications: (1) our 3 founder Cybercabs run on Tesla's network during high-demand hours and on our network during off-peak; (2) our dispatch platform's primary AV taxi inventory comes from non-Tesla AVs (Beep Navi, future Waymo, future Zoox) and from absentee Cybercab owners who explicitly opt their cars off Tesla's network in favor of our higher revenue split. This is solvable but must be communicated honestly to investors.

6. Revenue model & unit economics

Per-line economics

Each revenue line has distinct unit economics. The depot has high gross margin once the lot is paid for. Fleet management has lower gross margin but higher recurring ARR. Parcel is volume-driven with thin margin but uses idle capacity. We model conservatively across all three.

Service	Pricing	Cost per unit	Gross margin
Charging session (inductive)	\$12–\$18 per session (priced above OUC retail to capture pad capex amortization)	\$3–\$5 in electricity at Orlando OUC commercial rate (~\$0.11/kWh)	65–75%
Wash & interior reset	\$25–\$40 per turnaround	\$8–\$12 (labor + supplies)	60–70%
Light maintenance retainer	\$300–\$500/mo per car	\$80–\$150 in parts/labor avg	65–75%
Overnight parking	\$8–\$15 per night per stall	Marginal (paved lot already)	85–95%
Fleet management retainer	\$400–\$700/mo per managed car	\$100–\$180 in dispatch labor + software	70–80%
Platform take-rate (rides)	15–20% of gross fare	Stripe + cloud + dispatch labor	55–65%
Parcel delivery (Y1 pilot)	\$3.50–\$6.50 per drop	\$1.20–\$2.00 in vehicle wear + electricity + dispatch	50–60%
Hotel shuttle contract (Y2)	\$3,500–\$8,500/mo per property contract	Variable — depends on route density	40–55%

Cost per mile — autonomy vs. ride-hail vs. personal car

The economic case for our platform — and for the depot that supports it — rests on the cost-per-mile advantage of autonomous fleets. AV operating cost per mile is a fraction of human-driven alternatives. Our platform take-rate captures a share of that delta; our depot is what makes the low operating cost physically achievable at scale (charging, cleaning, maintenance turnaround).

Mode	Customer-facing \$/mi	Operator cost \$/mi	Source / notes
Personal car (avg new vehicle, AAA 2025)	\$0.77	—	AAA Your Driving Costs 2025: avg \$11,577/yr, ~15K mi/yr
Personal car — small sedan	\$0.56	—	AAA 2025 — least expensive segment
Personal car — pickup truck	\$0.84	—	AAA 2025 — most expensive segment
Personal car — EV (operating only)	~\$0.04	—	16.7¢/kWh × 0.25 kWh/mi (EV electricity only, excludes depreciation/insurance)
Gas — fuel cost only (AAA 2025)	\$0.13	—	\$3.15/gal avg, typical fuel economy
Uber / Lyft (typical urban)	\$1.50–\$2.00	—	Industry standard; Bay Area Jan 2026: Uber \$17.47 / Lyft \$15.47 avg

Uber Comfort / XL	\$2.50–\$3.50	—	Premium tier
Waymo robotaxi (Bay Area, Jan 2026)	~\$2.00	\$1.20–\$1.50	Obi data: avg ride \$19.69; gap with Uber narrowing
Tesla Robotaxi (Austin, current)	~\$1.25	\$0.40–\$0.60	Notateslaapp Jan 2026: 11mi ride for \$13.71
Cybercab (Tesla target at scale)	\$0.30–\$0.50	\$0.20	Musk public target; ARK projection \$0.25/mi
DockDuty fleet (modeled)	\$0.85–\$1.25	\$0.45–\$0.55	Our take-rate 15–20% on platform rides; Year 1 actual TBD

The strategic implication. Cybercab's \$0.20/mi target operating cost is roughly **74% cheaper than personal car ownership** (excluding depreciation, which AVs also amortize over more miles), **84% cheaper than Uber/Lyft**, and **90% cheaper than Waymo** at customer-facing prices. Even if Tesla captures most of that delta as platform fee, an operations partner like DockDuty still captures meaningful margin on depot services, fleet management retainers, and parcel delivery — none of which Tesla has shown interest in operating directly. The bigger the gap between AV cost and human-driven alternatives, the more valuable our depot footprint becomes.

Year-1 revenue — Bootstrap path (\$310K conservative)

Customer / line	Service	Annual revenue
Founder Cybercabs (3)	Operator earnings (assumes ~\$70K/yr each, conservative end of \$25–\$40K range × 3 cars + supervised hours)	\$140K
Depot — walk-in AV operators	Charging + cleaning for 5–8 non-managed AVs (Beep, individual owners)	\$48K
Fleet management retainers	5–8 cars under management at \$400/mo avg	\$36K
Light maintenance	Retainers + per-job for 10–15 vehicles	\$42K
Parcel pilot (M6+ ramp)	1 small 3PL contract, ramping in H2	\$28K
Misc / other	Overnight parking, one-off cleanings	\$16K
TOTAL — Bootstrap Year 1 (conservative)		\$310K

Year-1 revenue — Seed path (\$680K conservative)

Customer / line	Service	Annual revenue
Founder Cybercabs (3)	Operator earnings (full year, both networks via custom dispatch)	\$165K
Depot — walk-in + onboarded AVs	Charging + cleaning for 12–18 non-managed AVs	\$95K
Fleet management retainers	12–18 cars under management at \$500/mo avg	\$96K
Platform take-rate on dispatched rides	15% of \$1.2M gross fare run through our app	\$180K
Light maintenance	Higher volume — depot scale	\$78K
Parcel — full launch by Month 4	2–3 3PL contracts active, multi-route	\$52K
Misc / overnight parking	Higher overnight density	\$14K

TOTAL — Seed Year 1 (conservative)

\$680K

Year 2–3 revenue projection (both paths converge)

By end of Year 2, both paths converge on a similar shape: ~25–40 cars under management, hotel shuttle service active, parcel scaled. Bootstrap path raises a Series Seed mid-Year 2 to fund app + tech hires; Seed path uses Year 2 to expand to a second Orlando depot site or open a Tampa branch.

Line	Year 1 (avg of paths)	Year 2	Year 3
Depot services	\$120K	\$340K	\$640K
Fleet management + platform take	\$220K	\$680K	\$1.4M
Founder fleet earnings	\$150K	\$190K	\$220K
Parcel	\$40K	\$210K	\$520K
Hotel shuttle (Y2 launch)	\$0	\$140K	\$580K
Light maintenance	\$60K	\$130K	\$240K
	TOTAL — Conservative	\$590K avg	\$1.69M
			\$3.6M

Upside scenarios (not in conservative). Disney AV transport contract = +\$300–800K. Tesla full Cybercab fleet rollout in Orlando = +\$400K+. Waymo expansion to Orlando creates significant depot demand = +\$200K+. Multi-property hotel shuttle network (Year 2 ramp) = +\$500K+. These are probability-weighted, not committed.

7. The 90-day launch plan

The 90-day plan covers what both paths must accomplish to be operationally live. Tasks are essentially the same; the Seed path adds parallel tech hiring and platform build that the Bootstrap path defers.

Phase 1 — Days 0–30: Foundation

Day	Action	Cost (Bootstrap / Seed)
1–3	Form FL LLC at Sunbiz; get EIN; open business bank account	\$125 / \$125
1–7	File Form 2553 for S-corp election; register with FL DOR (sales tax + reemployment)	Free / Free
3–10	Founders establish FL domicile (license, voter reg, primary residence)	\$50 / \$50
7–14	Engage 2 commercial brokers in parallel — target Kissimmee 1.5–2.0 acre fenced industrial yards	Free / Free
7–21	Sign LOIs on 2 site finalists; due diligence on power, zoning, drainage	\$2K legal / \$2K legal
10–14	Place deposit on 3 Cybercabs (or confirm existing pre-orders); confirm FL delivery timeline with Tesla	\$3K / \$3K (depo only)
14–21	Hire AV-specialty insurance broker; bind GL + commercial auto + AV liability (\$1M min)	\$8K / \$12K

14–25	Seed path only: begin recruiting 2 senior engineers (1 backend, 1 mobile/full-stack)	— / \$0 (sourcing)
21–30	Sign lot lease (winner of LOI process); pay first/last/security	\$22K–\$28K / \$22K–\$28K
21–30	Get DACS Motor Vehicle Repair Shop registration; apply for Orange + Osceola BTRs	\$430 / \$430
28–30	Build basic website + landing page (Bootstrap: no-code; Seed: branded React)	\$200 / \$4K

Phase 2 — Days 31–60: Build out the lot

Day	Action	Cost (Bootstrap / Seed)
31–45	Lot improvements: fencing repair, gate automation, basic security cameras, paint stalls	\$8K / \$14K
31–50	Install 3-phase 480V electrical service if not already present (utility upgrade + permits)	\$15K / \$25K
35–55	Install 2 inductive charging pads (Bootstrap) or 6 (Seed). InductEV / Plugless / Tesla pad TBD by availability.	\$30K / \$90K
35–55	Build wash bay: pressure washer, water reclamation, vacuum stations, supply storage	\$8K / \$14K
40–60	Service bay setup: lift (1 unit Bootstrap; 2 Seed), tire equipment, basic diagnostic tools	\$18K / \$32K
45–60	Hire first technician (Valencia College Automotive Service Tech program partnership)	\$14K (2mo) / \$14K
45–60	Seed path: 2 engineers onboarded; platform v0.1 (operator dashboard) targeted by Day 60	— / \$80K (2mo salaries)
50–60	Begin cold outreach to Phase 1 prospects: Beep, Mears, LYNX, individual Cybercab owners on Orlando waitlists	\$0 / \$0
55–60	Confirm IAAPA Expo presence (Nov 16–20, 2026) — meeting slots booked, not booth	\$1K / \$3K

Phase 3 — Days 61–90: Open + first revenue

Day	Action	Cost (Bootstrap / Seed)
61–70	Soft launch: founder Cybercabs operating from depot; 2–3 invited beta customers	\$0 / \$0
65–75	Close first 3 paid fleet management contracts (target: individual Cybercab owners + 1 small Beep contract)	\$0 / \$0
65–80	Apply for Quick Response Training (QRT) grant via CareerSource Florida for technician training	Free / Free
70–85	Apply for FL High Tech Corridor MGRP grant with UCF or Valencia partnership (matches up to \$150K)	Free / Free
70–85	Seed path: rider app v0.1 + dispatcher v0.1 in private beta with founder cars	— / \$0 (sunk cost)
75–85	Submit DBE registration with LYNX (3% goal FY26–28); subcontractor conversation with ABM (MCO)	Free / Free
80–90	Public launch: open depot to walk-in AV operators; press outreach (Orlando Business Journal, theme-park trade)	\$2K PR / \$8K PR
85–90	Year-2 planning: parcel partner shortlist (target M4–M6 launch); hotel shuttle prospect list (Y2)	\$0 / \$0

90	Day-90 board update + KPI review; cash runway check; decide on Bootstrap → Seed transition if needed	\$0 / \$0
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8. Day-90 KPI dashboard & risk register

Day-90 KPI targets — what good looks like

KPI	Day 30	Day 60	Day 90
Lot operational (yes / no)	—	Soft	Yes
Charging pads installed	0	2 (Boot) / 6 (Seed)	Same
Founder Cybercabs operating from depot	0	0–1	3
Cars under fleet management (paying)	0	0	3+
Depot walk-in customers (per week)	0	1–2	5–10
Booked recurring revenue (signed)	\$0	\$3K/mo	\$8K–\$15K/mo
Pipeline value (qualified)	\$15K	\$60K	\$150K
Outreach contacts touched	20	60	120+
Team headcount	2	3 (Boot) / 5 (Seed)	Same
Insurance + DACS + BTR all live	Partial	Partial	Yes
Platform v0.1 (Seed only)	—	Operator dashboard	Rider beta

Risk register

Risk	Likelihood	Impact	Mitigation
Cybercab delivery slips past Q4 2026	High	Loss of founder fleet revenue (~\$140K/yr)	Plan does not depend on Cybercabs for 90-day milestones; depot revenue is OEM-agnostic
FSD-Unsupervised not certified for FL	High initially	Founder Cybercabs run supervised; lower revenue per car	Operate supervised in Year 1; restructure when FL certifies; Beep / Waymo contracts independent of this
Tesla blocks third-party dispatch on Cybercabs	Medium-High	Cuts off path to managing absentee Cybercab owners	Platform serves Beep, Waymo, future Zoox; Cybercab support is upside, not base case
Robotaxi Depot expands to Orlando first	Medium	Software competitor with brand	We are physical-depot-led; their software-only model can't replicate our local moat
Inductive charging pad supply constraints	Medium	Bottleneck on depot capacity	Phase rollout; 2 pads at launch enough for founder fleet; expand as Tesla/InductEV ship
Custom platform overruns (Seed)	Medium-High	Cash runway at risk	12–16 week target for v0.1 dispatcher; cut features ruthlessly; manual ops as fallback

Parcel customer acquisition slow	Medium	Line C launch slips to Y2	Park parcel as M4–M6 stretch goal; not in conservative Y1 ARR for Bootstrap
FL hurricanes Sep–Oct disrupt ops	Annual	1–2 wk shutdown of lot	Cloud-first dispatch; cars can shelter in service bay; insurance covers business interruption
MA refuses split-time residency	Medium	Personal tax surprise	Establish FL domicile fully before LLC revenue; document <183 days in MA
Funding gap (Bootstrap → Seed transition)	Medium	Growth stall mid-Year 1	Day-90 review explicitly tests for this; Seed raise can begin Month 4 if metrics support it

9. Funding scenarios

Two paths. Both are real businesses; the choice depends on appetite for outside capital, founder dilution tolerance, and how aggressively we want to defend the platform thesis against Robotaxi Depot and Cybercab Owners. We recommend starting Bootstrap, hitting Day-90 milestones, and using those metrics to raise a Seed in Month 4–6 if the platform thesis is the priority. Investors prefer this sequence — capital is deployed with proof points, not promises.

Bootstrap path — \$185K total capital

Use	Amount	Source
3 founder Cybercabs (personal capex; not on company books)	\$90K	Personal — founders directly own; LLC reimburses operating costs
Lot deposit + 3 mo rent + improvements	\$50K	Founder personal capital + small SBA microloan
2 inductive charging pads + electrical service upgrade	\$45K	Equipment loan (SBA 7(a) or local credit union)
Wash bay + service bay equipment	\$26K	Equipment loan
Insurance Year 1 (GL + auto + AV liability)	\$18K	Operating cash
Working capital (3 mo runway)	\$28K	Founder personal capital
Legal, registrations, broker fees	\$8K	Operating cash
First technician (3 mo)	\$20K	Operating cash + Quick Response Training grant if approved
	TOTAL — Bootstrap path	\$185K

Seed path — \$2.2M Seed round

Use	Amount	Justification
3 founder Cybercabs (folded into round as in-kind contribution)	\$90K	Founders contribute cars at cost; receive equity credit

Lot deposit + 12 mo rent + full build-out (paving, fencing, drainage, security)	\$165K	Year of runway on lot covered
6 inductive charging pads + 400A electrical service + L3 backup	\$220K	Capacity for 12+ AVs cycling daily
Wash bay + 2-bay service shop + lifts + diagnostic equipment	\$95K	Full maintenance capability from launch
2 senior engineers × 12 mo (fully loaded)	\$520K	\$220K base + benefits + equity grants per engineer
Cloud + tooling + dispatch SaaS + design	\$60K	AWS/Vercel, Mapbox, Stripe, Figma, error tracking, etc.
Branding + design + marketing site + customer-facing apps (design partner)	\$45K	One-time investment in proper brand and UX
Insurance Year 1 (higher AV liability with platform exposure)	\$32K	Platform risk drives higher coverage requirements
Founders + 1 ops manager + 1 technician (12 mo salaries)	\$340K	Founders draw modest salaries; ops + tech full-time
Working capital + reserve (6 mo runway buffer)	\$220K	Buffer for delays + acquisition opportunities
Legal, registrations, fundraise costs, broker fees	\$28K	Includes fund formation legal + Reg D filings
Marketing + sales (Y1 budget)	\$95K	Targeted: theme-park & transit ops B2B; investor PR
Contingency (~13%)	\$290K	Standard seed buffer for unforeseen
	TOTAL — Seed round	\$2.2M

Seed round — investor profile and valuation

We target a Seed round at \$8–12M post-money valuation. AV-sector seed rounds in 2025–2026 have seen round sizes of \$500K–\$5M from specialist funds, with median latest-round size for active AV startups at \$170M (skewed by Waymo's \$16B Q1 2026 raise). Our Seed targets the lower end of the range — appropriate for a regional, infrastructure-led platform with clear unit economics rather than a moonshot self-driving stack play.

Investor type	Why a fit	Examples to approach
AV-specialty VCs (early stage)	Sector focus; understand the regulatory and tech moat	Trucks VC, AV.VC, others on the active AV-investor list
Mobility-focused funds (multi-stage)	Ride-hail / fleet operations expertise from past portfolio	Maniv Mobility, Fontinalis, others with mobility theses
FL regional / Orlando angel groups	Local knowledge, theme-park network, Lake Nona connections	Florida Funders, vTRex, Orlando angel groups
Strategic — theme parks / hospitality	Future customer + investor; aligned on shuttle Y2 thesis	Disney CVC, Universal corporate dev, large hotel groups
Strategic — fleet operators	Adjacent value-chain integration (e.g. Beep, Mears)	Direct relationships built during 90-day outreach phase
High-net-worth Tesla / Cybercab early adopters	Aligned on Cybercab thesis; small check sizes (\$25–\$100K)	Network from Cybercab waitlist communities, Florida Tesla forums

Recommended sequence

Months 0–3: Execute Bootstrap path. Build the depot, get the founder Cybercabs operating, sign 3+ fleet management contracts. Use this period to compile metrics that de-risk a Seed pitch: utilization data, customer LOIs, depot throughput.

Month 4 decision point: If Day-90 milestones hit and a clear platform thesis is supported by early traction (e.g., 5+ cars under management, 2+ paying depot customers, qualified parcel pilot), open a Seed raise. If not, continue Bootstrap and revisit in Month 6.

Months 4–9 (if Seed): Close \$2.2M, hire 2 engineers, accelerate platform build, expand depot capacity, formalize parcel partner. Target rider/operator app v1.0 by Month 9.

Year 2: Hotel shuttle launch (Line C activates fully). Parcel scaled. Begin scouting a second Orlando location or Tampa/Jacksonville expansion.

10. Outreach templates

Template A — to Beep (depot + dispatch overflow partner)

Subject: Orlando depot capacity + sensor-cleaning turnaround for Navi fleet

Hi [Beep ops lead] —

DockDuty is opening an AV depot in Kissimmee in Q3 2026: charging, cleaning, sensor calibration, and light maintenance for autonomous vehicles. We're founder-operated with 3 Cybercabs of our own, but the depot is OEM-agnostic and we're targeting Beep Navi as a flagship local customer.

We can offer overflow capacity during peak demand at Lake Nona, post-incident sensor cleaning with documented turnaround SLAs, and a backup dispatch layer if any of your Navi shuttles need to run outside the geofenced route. 30-min intro call this month?

[Founder name]

Template B — to individual Cybercab owners (managed-fleet onboarding)

Subject: Earn from your Cybercab without operating it — Orlando local fleet

Hi [Cybercab pre-order owner] —

We saw you're on the Cybercab waitlist in the Orlando area. When your car arrives, you'll have a choice: run it yourself on Tesla's network (good revenue, but you handle charging, cleaning, incidents) or hand it to a local fleet operator who handles all of it.

DockDuty is the local option. We charge (\$12–18/session at our depot pads), clean, maintain, monitor, and dispatch your car on multiple networks — passenger rides during peak hours, parcel runs during off-peak (starting Month 4–6). Owner net: estimated \$1,800–\$2,800/month after our share, depending on utilization.

We're booking founding-customer slots for Q3 2026 launch. Reply if you'd like a one-pager.

[Founder name]

Template C — to local 3PL / parcel partners (Month 3+ outreach)

Subject: AV last-mile pilot — Orlando, off-peak EV capacity

Hi [3PL / e-comm logistics lead] —

DockDuty operates a small EV/AV fleet out of Kissimmee. We have idle vehicle capacity during off-peak hours (mid-day, late evening) when our cars aren't running passenger rides. Our cost per delivery mile is materially lower than gig-driver couriers because we own the vehicles and operate them autonomously where regulation allows.

Looking for one or two local 3PL pilots: 30–60 deliveries per day, defined geography, simple drop-off (not inside-residence). Pricing is per-drop with volume tiers. We provide tracking, POD, and a customer-facing parcel page for your shippers.

Pilot kickoff possible by Month 4. Worth a 20-min conversation?

[Founder name]

Template D — to Orlando hotel groups (Year-2 shuttle outreach)

Subject: AV airport & theme-park shuttle pilot for [Hotel name]

Hi [Hotel transportation manager / GM] —

DockDuty operates an AV depot and dispatch platform in Kissimmee. We're expanding into hotel shuttle service in 2027 — autonomous shuttles running scheduled and on-demand routes between properties, MCO airport, and theme parks.

What we're piloting: contract carriage (your hotel pays us a monthly retainer; guests use our branded mobile app to request rides), white-label vehicle decals, fixed-route options for high-volume corridors plus on-demand for peak-period overflow. Lower cost per ride than your current shuttle ops once we hit scale.

Booking exploratory conversations now to design Year-1 contracts. Could we talk in [month]?

[Founder name]

Template E — to Seed investors (when raising)

Subject: DockDuty — Seed deck (Orlando AV depot + multi-modal dispatch)

Hi [Partner name] —

DockDuty is the operations layer for autonomous vehicles in Orlando. We run a physical depot (charging, cleaning, light maintenance) and we're building a multi-modal dispatch platform — passenger + parcel today, hotel shuttle Year 2 — on the same fleet.

We launched in Q3 2026, are operating 3 founder-owned Cybercabs, have [X] cars under management, and signed [Y] fleet operator contracts in our first 90 days. We're raising a \$2.2M Seed at \$[8–12]M post to hire 2 senior engineers, expand pad capacity, and accelerate the platform build before Robotaxi Depot or Cybercab Owners enter the Orlando market physically.

Deck attached. 30-min intro this month or next?

[Founder name]

Template F — to senior engineering candidates (Seed path only)

Subject: Founding engineer — multi-modal AV dispatch platform (Orlando, FL)

Hi [Candidate name] —

DockDuty is building the operations and dispatch layer for autonomous vehicles in Orlando — physical depot already operating, multi-modal platform under construction. We're hiring a founding engineer to build the dispatcher: a routing system that moves AVs between passenger rides, parcel deliveries, and hotel shuttle runs based on real-time demand and revenue per vehicle-hour.

What we offer: meaningful equity (1.0–3.0% range depending on experience), real ownership of the core IP, a launched business with revenue and cars on the road from Day 1 (not a paper company), and a path to a Series A in 12–18 months. Base salary calibrated to senior-engineer band; cloud + tooling fully covered.

Stack: Python or Go backend, PostgreSQL + Redis, React Native mobile, AWS or Vercel. Open to your preferences for greenfield build.

Worth a conversation? I can do a 45-min architecture deep-dive whenever you're free.

[Founder name]

Appendix A — Sample site comparables

Illustrative comparables based on current Orlando MSA industrial listings. These are not bound — actual site selection happens during Phase 1 of the launch plan (Days 7–30).

Address	Submarket	Lot size	Building	Asking	Notes
Sample — Tradeport corridor	Lake Nona	1.8 ac	3,800 SF	\$11–14K/mo	Premium location, near Beep HQ; consider for Seed path
Sample — Hwy 192 / Kissimmee	Osceola	1.5 ac fenced	3,200 SF	\$6–8K/mo	Top recommendation. Yard + warehouse + office; I-G zoned
Sample — Sanford industrial	Seminole	2.0 ac	4,500 SF	\$5.5–7K/mo	Cheapest; 30 min from theme parks; backup option
Sample — Airport North / Tradeport Dr	Airport / MCO	1.2 ac	3,500 SF	\$8–10K/mo	Tight zoning; airport-adjacent good for fleet ops
Sample — Princeton / Silver Star	West Orlando	1.6 ac	4,000 SF	\$6–8K/mo	Mid-tier rents, I-4 access; solid alternative to Kissimmee

Brokers to engage

Broker / firm	Coverage	Why
Lee & Associates Central FL	Industrial focus across Orange + Osceola	Deep yard inventory specialist
Cushman & Wakefield Orlando	Full Orlando MSA industrial	Strong Q3 2025 MarketBeat data; institutional
Newmark Central FL	Industrial + flex	Q4 2025 Orlando Industrial Market Report data; established

Orlando Industrial Real Estate (boutique)

Yard + flex specialist

Local listings the big brokerages miss

Appendix B — Source citations

Florida AV regulatory

- FS §316.85 — Autonomous vehicles operation
- FS §319.145 — Autonomous vehicle registration
- FL DHSMV TL-68 — AV titling procedure
- FS §627.748 — TNC framework (referenced)
- FS §627.749 — AV insurance requirements (\$1M minimum)

Cybercab & Tesla AV ecosystem

- Tesla Cybercab — Wikipedia overview
- Tesla Robotaxi product page
- FCC waiver for Cybercab inductive charging
- Cybercab pricing confirmation — Fox Business
- Cybercab per-vehicle revenue analysis

Competitive landscape — fleet platforms

- Robotaxi Depot — fleet management platform
- Cybercab Owners — Phoenix launch
- Robotaxi Tracker — Tesla & Waymo dashboard

Orlando AV operators & ecosystem

- Self-driving cars in Florida — laws and operator status
- Beep Inc. — Lake Nona Navi shuttle deployments
- LYNX Central Florida RTA — transit fleet pilots
- Greater Orlando Aviation Authority (GOAA) — MCO procurement

Market sizing — last-mile and AV fleet ops

- Autonomous last-mile delivery — Fortune Business Insights (\$20.5B → \$134.9B)
- AV fleet operations market — GMI (\$760M → \$12.8B)
- AV funding Q1 2026 — Crunchbase (\$21.4B raised)
- AV startup fundraising — New Market Pitch

Cost per mile data

- AAA 2025 — Your Driving Costs (\$11,577/yr; per-segment \$/mi)
- Waymo vs Uber pricing — TechCrunch Jan 2026 (Obi data)
- Tesla Robotaxi pricing — Notateslaapp 2025 (\$1.25/mi Austin)
- ARK Invest — autonomous ridehailing economics (\$0.25/mi at scale)

Inductive charging infrastructure

- InductEV — wireless charging deployments (US/Europe, up to 450kW)
- Rocsys robotic charger — robotaxi depot use case

Orlando industrial real estate

- Cushman & Wakefield — Orlando industrial
- CommercialCafe — Orlando averages (\$14.32/SF/yr)
- LoopNet — Orlando industrial listings
- Orlando Industrial Real Estate — yard properties

FL incentives

- CareerSource Florida — Quick Response Training
- FL High Tech Corridor Matching Grants Research Program
- Orlando Economic Partnership
- Lake Nona — Living Lab AV testbed