



## **Earth Scout GBC, General Benefit Corporation 2023 Annual Benefit Report**

As we enter 2023, Earth Scout, GBC continues to grow and expand. We continue to sell the EarthScout® units in a number of markets to growers looking to enhance their real-time data capture and collection capabilities. This year we are launching a new product, WeatherScout, which will provide growers with real-time, granular weather data that greatly exceeds what is currently available to them.

We retain the same Mission, Vision and Values.

**Our Mission:** We are growers helping growers develop smart, industrial grade tools for gathering useful, grower-owned data. We help growers optimize growth, reduce inputs, conserve resources and build living soils for a stronger, healthier future.

**Our Vision:** To create the world's premier community of science-minded growers dedicated to advancing living soils and sustainable agriculture via the most elegant and robust Internet of Things (IoT) platform that promotes collaboration, education and applied data analytics.

**Our Values:** With respect for our people, our community, or our standards, we take the long view in everything we do, always thinking about well-being and sustainability.

### **Our History:**

- Design Ready Controls (DRC) is a manufacturer of electrical control panels and wire harnesses with 500 employees; DRC builds over 50,000 panels and harnesses per year at locations in MN, OR, OK, and VA; DRC employs 50+ electrical, mechanical and computer engineers.
- In 2015 while looking for a new product brand, DRC started developing an Internet Of Things (IOT) device for the precision Ag market and Earth Scout® was born - a revolutionary technology for measuring real-time growing conditions, 24/7—above *and* below the ground. Sensors capture multiple data points – in the soil and within the local growing environment – giving up-to-the minute field information between zones. Data is wirelessly communicated back to the grower's smartphone or desktop computer through an intuitive interface.
- In 2017 DRC spun off Earth Scout as a new company and deployed the first 15 Earth Scout beta units.
- Earth Scout, GBC was incorporated on December 19, 2019.

### **Earth Scout continues its success in achieving its goals as a General Benefit Corporation in the following manner:**

- We provide data to growers in real time - educating them on ways they can more effectively manage and reduce costly inputs including insecticides, fertilizer and water, while maintaining soils that produce healthier plants, higher yields and a better environment.
- Earth Scout's board has completed the B Impact Assessment (as its third-party standard) and remains in compliance with it.
- Earth Scout can be configured for any grower, any crop, and any environment – including grains (corn, soybean, wheat, etc.), orchards, vineyards, fruits, vegetables, turf & landscape, nurseries, greenhouses, and specialty growers (hemp, hops, etc.).
- 300+ Earth Scout units have been deployed across the USA and 30+ deployed outside US. The units are gathering real time data for our researchers and growers to analyze. Earth Scout is working with the growers to continually enhance our products for mass production.
- Earth Scout has assembled a sales team providing proactive technical, agronomic, and sales support to help hand hold new customers and retain them long term.
- Earth Scout has assembled a team of leading Ag experts including: an irrigation specialist; a soil scientist and precision Ag expert; a plant pathologist; and an entomologist to further develop the suite of Earth Scout tools available to our customers.
- We continue to expand our operations and grow in line with our mission.



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