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**Office of the Minnesota Secretary of State**  
**Minnesota Public Benefit Corporation / Annual Benefit Report**  
*Minnesota Statutes, Chapter 304A*



Read the instructions before completing this form  
 Must be filed by March 31  
 Filing Fee: \$55 for expedited service in-person, \$35 if submitted by mail

The Annual Benefit Report covers the 12 month period ending on December 31 of the previous year.  
 Notice: Failure to file this form by March 31 of this year will result in the revocation of the corporation's public benefit status without further notice from the Secretary of State, pursuant to Minnesota Statutes, Section 304A.301

1. Corporate Name: (Required) Earth Scout, Inc.

2. The public benefit corporation's board of directors has reviewed and approved this report.

3. In the field below, enter the information required by section 304A.301 subd. 2 or 3 for the period covered by this report, (see instructions for further information): Note: Use additional sheets if needed. (Required)

See Attached.

4. I, the undersigned, certify that I am the chief executive officer of this public benefit corporation. I further certify that I have signed this document no more than 30 days before the document is delivered to the secretary of state for filing, and that this document is current when signed. I further certify that I have completed all required fields, and that the information in this document is true and correct and in compliance with the applicable chapter of Minnesota Statutes. I understand that by signing this document I am subject to the penalties of perjury as set forth in Section 609.48 as if I had signed this document under oath.

T.S.

Signature of Public Benefit Corporation's Chief Executive Officer

3/26/20

Date (Must be dated within 30 days before the report is delivered to the Secretary of State for Filing)

**Email Address for Official Notices**

Enter an email address to which the Secretary of State can forward official notices required by law and other notices:

troy.schmidtk@earthscout.com

Check here to have your email address excluded from requests for bulk data, to the extent allowed by Minnesota law.

List a name and daytime phone number of a person who can be contacted about this form:

Troy Schmidtk

651-308-7702

Contact Name

Phone Number

Entities that own, lease, or have any financial interest in agricultural land or land capable of being farmed must register with the MN Dept. of Agriculture's Corporate Farm Program.

Does this entity own, lease, or have any financial interest in agricultural land or land capable of being farmed?

No



## EarthScout® Specific Benefit Corporation (SBC) Annual Benefit Report

Growers are receiving continual pressure from various forces to streamline operations, protect the environment, and do more with less. As a result, Growers are trending toward more data-driven practices that give them better visibility to their growing environments to manage costly crop inputs more effectively. EarthScout® is a global company with Minnesota roots in the heartland of agriculture and our products are proudly manufactured in the USA. Our company is comprised of international experts who share a passion for helping growers to innovate through the use of timely data.

**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 EarthScout® 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 EarthScout as a new company and deployed the first 15 EarthScout beta units.
- EarthScout was incorporated on December 19, 2019.

### We believe EarthScout was successful in achieving the goals as a Specific Benefit Corporation in the following ways:

- EarthScout is providing invaluable data to growers' real time - educating them on ways they can more effectively manage and reduce costly inputs including insecticides, fertilizer, water, while maintaining soils that produce healthier plants, higher yields and a better environment.
- EarthScout 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.).
- Over 180 EarthScout units have been deployed in MN, ND, SD, IA, WI and VT and 20 deployed outside US. The units are gathering real time data for our researchers and growers to analyze. EarthScout is working with the growers to continually enhance our products for mass production.
- EarthScout has over 20 sensors for measuring conditions above and below the ground, and additional sensors are currently under development in our lab.
- EarthScout has assembled a team of leading precision Ag experts to further develop analytical and predictive tools



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**Original File Number 1126873900032**

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*Steve Simon*

Steve Simon  
Secretary of State