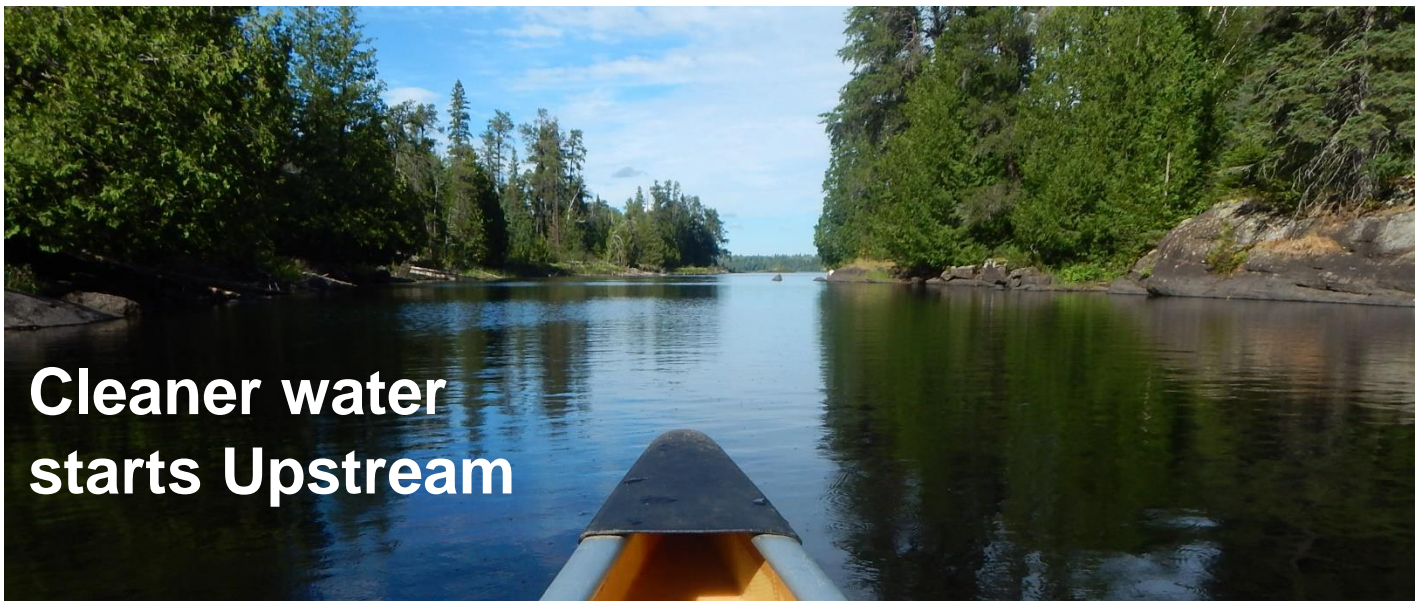


Upstream Technologies



Upstream Technologies is committed to product solutions that restore our natural water resource environments



Upstream Technologies resides in the “**Clean Tech**” space, offering technological advances to the Stormwater Industry for achieving a cleaner environment with profitable and sustainable product solutions.

Contact: Rick Kuntz, CEO
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Please call or email if you would like to visit our facility and/or meet in person to discuss Upstream Technologies.

www.upstreamtechnologies.us

Understanding Stormwater

Upstream offers 3 short videos to help define today's challenges at: www.upstreamtechnologies.us/videos



The problem starts at the curb...

... and is untreatable once sediment enters our natural waterways.



Social Impact of Company

Upstream Technologies is delivering new technology for dramatically improving our natural water resources, lowering tax-payer burden and helping construction projects meet their federally mandated stormwater permit requirements.

- Minnesota Department of Transportation reports in 2017 a savings of \$8.5 Million over a 3 year period with the use of Upstream Technologies SAFL Baffle and expects another \$26 million in savings over the next 10 years. See: <http://dot.state.mn.us/research/reports/2017/201713.pdf> (Pages 41-43 - Appendix A1)
- Minnesota Department of Transportation mandates in 2016 that all construction projects perform 5 infiltration tests per acre of construction. Currently employed methods will cost tax payers \$1,000 per test or \$5,000 per acre. Upstream's MPD Infiltrometer will reduce this cost to \$100 per test or \$500 per acre, saving millions over the next 5 years.

Upstream Technologies is positioned to expand these savings across the United States and Canada. The goal in the next 5 years is to duplicate the success in Minnesota in 15 other states. This will save U.S. Taxpayers over \$500 million dollars in the next 10 years and bring cleaner waterways to America.

Environmental Impact of Company

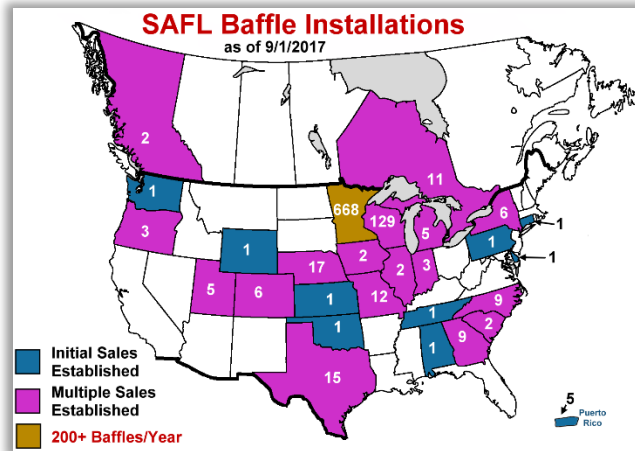
Cities are made of tar, concrete and buildings, which prevent rain from penetrating the surface and infiltrating into the ground. This becomes "Stormwater Runoff" and is carried away through storm drainage systems. The streets are washed clean of harmful chemicals, debris and sediment, which keeps this problem "out of site and out of mind". But every day, 400 million pounds of sediment are suspended in the Mississippi river alone, which is the result of storm water runoff. Phosphorous, Nitrates and other chemicals cling to sediment. When this sediment is washed away, it ends up in our natural watersheds, causing 2 problems:

1. Sediment plumes are created in water and block the sun, killing marine plant and animal life.
2. Phosphorous and other chemicals slowly release from the sediment and into the water for decades, causing algae to proliferate, depleting oxygen levels and again, killing marine life.

Federal law now mandates all construction projects obtain a stormwater permit, that demonstrates a solution to this problem, before construction may begin. Upstream Technologies products are the solution for meeting the stormwater permit requirements. We have penetrated the Minnesota market and are now installing over 200 devices per year. The current methods (competition) to achieve sediment reduction are not cost-effective and therefore are not being implemented across America at a level that will clean our waters. Upstream Technologies is profitably growing this business and saving North America's natural watersheds.

Company Overview:

Since inception in 2011, Upstream Technologies has built a solid market foundation and eliminated traditional start-up risks by proving the technology, protecting intellectual property, enhancing products, understanding the market & competition, developing the sales message, approach and value propositions. Upstream has developed sales strategies in the Minnesota market and has proven their feasibility across North America and has now sold over 1000 devices with annual revenue of \$900,000 in 2017. Future growth will come from expanding across America and Canada. Upstream has now established product acceptance in 15 states and 2 provinces.



Business Description: Upstream Technologies has 'productized' University of Minnesota technology to revolutionize the Stormwater Industry with patented devices, IoT platforms and Software as a Service (SaaS) offerings to help Municipalities & Private entities meet their mandated stormwater permit requirements and lower their costs.

Market: The Stormwater Industry is founded on the clean water act of 1972 and is funded through stormwater taxes and federally mandated permitting requirements. This total available market is growing exponentially across the United States. Stormwater infrastructure spending over the next 10 years will exceed \$600 billion. (prospect.org 2015) The obtainable market is growing at an equivalent rate, creating a conservative, serviceable market in 2016 over \$100 million for Upstream products.

Business Model: All product manufacturing is performed by sub-contractors with 70%+ gross margins. Software as a Service revenue is at 90%+ gross margins. Quality Assurance, Product Support, Sales & Marketing remain in-house at Upstream Technologies.

Intellectual Property Portfolio:

- 2 SAFL Baffle patents in the USA expiring in 2034 and 2036.
- Canadian SAFL Baffle Patent expiring in 2031
- An exclusive SAFL Baffle Patent license from the University of Minnesota, expiring in 2034.
- SAFL Baffle Patent pending in Europe
- MPD Infiltrometer (Methods of Use) Patent Pending in USA.
- Several product patent applications in research

Management:



Rick Kuntz, CEO & Chairman

3rd Startup – 30 years Sales & Marketing, Product Development, Engineer, Software Development & Internet Sales



AJ Schwidder, Founder & CTO

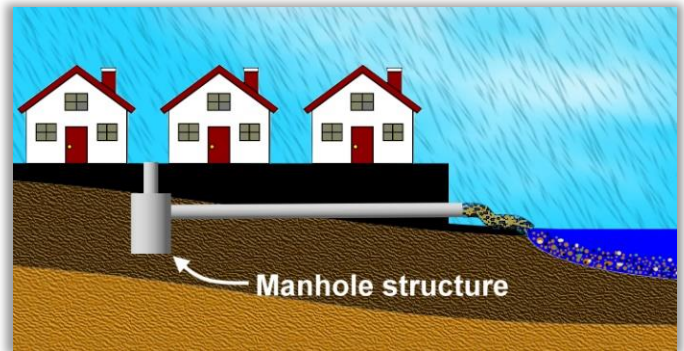
Licensed Professional Civil Engineer – 20 years managing Civil Engineering Projects with Federal, State and Local Entities

Upstream Solutions:

SAFL Baffle

Manhole structures currently exist in storm drain systems. Upstream Technologies SAFL Baffle (~\$4,000 each) installs in these manhole structures and captures / retains sediment, requires no maintenance and will last more than 20 years without clogging.

Incumbant competition (hydro-dynamic separators) cost \$15,000 to \$50,000 to achieve similar results, requires frequent maintenance and filter replacement parts. Due to our market penetration in Minnesota, these units have not sold in Minnesota since 2015.



MPD Infiltrometer (Official Product Launch in 2018)

Rain gardens are being installed in cities across the country to allow natural infiltration of stormwater, which purifies the water, removing harmful chemicals and replenishing our watertables.

If rain gardens infiltrate too fast, the water will not purify and contaminated water will enter our watertable. If they plug with sediment, they will infiltrate too slow and overflow.

Engineers need to measure the exact "Field Hydraulic Conductivity of Soil" before they can calculate the size and design for a functional rain garden. Without this information, they run the risk of law suits for contaminating the watertable. Once a rain garden is built, they must be tested twice per year to ensure their Hydraulic Conductivity is correct.

Upstream Technologies has developed the Automated MPD Infiltrometer and has recently received ASTM certification with this device. These instruments are being sold to municipalities, engineering firms, watershed districts, counties and pollution control offices to ensure the 100,000 plus, and growing, number of rain gardens across North America are working safely.

Software as a Service

The MPD incorporates a Cloud Based Software Service to perform the complex math calculations for Hydraulic Conductivity of Soil for each test and instantly provides a downloadable infiltration report at a rate of \$25 per test.

For every 1000 MPD's sold, Upstream will generate \$1,000,000 in annual Software Service revenue as well as the \$5,000 initial revenue for the MPD kit.

