

UPSTATE ELEVATOR IS VERMONT'S #1 SELLING BRAND OF CANNABIS INFUSED EDIBLES AND BEVERAGES.

Founded in 2015 and headquartered in the Burlington Arts District, the company is family owned and operated. Upstate offers a full line of beverages infused with CBD, THC and a pile of other potent cannabinoids.

Upstate has maintained its market leading position in Vermont thanks to a relentless passion for product development, and a robust omni-channel marketing architecture encompassing distribution, brick and mortar and D2C ecommerce platforms.

Our secret sauce includes a rapid prototype-to-product release pipeline through our Upstate Flagship Store which doubles as a consumer testing ground, giving us real-time market feedback on all CBD and THC formulations and innovations.





THE UPSTATE DIFFERENCE

Ultra Fast-Acting Nano Formula

Upstate's nano-emulsion allows your body to absorb THC and CBD quickly – up to six times faster than standard micro-emulsified products – so you can feel the effects in as little as 15 minutes.

Naturally-Derived Emulsions

All our CBD is extracted straight from hemp, and our THC emulsion comes direct from cannabis. No exotic synthesis or sketchy chemical conversions here.

Made With Organic, Vegan Ingredients

We know it matters to consumers what they put in their bodies, so we formulate all our beverages to be vegan and gluten free, and sweetened only with organic blue agave.

Absolutely No Preservatives, Artificial Flavors or Colors

Our formulas are clean and concise, we don't muddy them with anything artificial. No preservatives, no artificial flavors or colors.

Natural, Botanical Flavors

We source the purest and most aromatic botanicals from small producers and farms around the world. No animal sources are used; the flavors in each beverage are extracted from 100% natural real fruits, trees, barks, grasses, leaves, buds, herbs, roots, flowers, and vegetables.

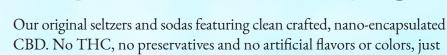
SMALLER IS BETTER. NANO IS BEST.

The benefit of Upstate's nanoencapsulated cannabinoid beverages is their increased bioavailability. Bioavailability refers to how efficiently your body can absorb a substance — how much of it, and how quickly it gets into your bloodstream. Typical beverages in this space are often micro-encapsulated at best. Our nano-encapsulation creates particles 90 times smaller than that for a much faster and more powerful effect.



SPEED

Immediate absorption that bypasses the liver



mixologist-level flavors and pure relaxation in a can.

THC FREE BEVERAGES



POWER

Six times more powerful than regularly-emulsified products



EFFICIENCY

Up to **90 times more** bioavailable than
traditional products









AFRICAN GINGER MEXICAN LIME SODA

CBD

Ingredients: Carbonated Water, Natural Flavors, Hemp Extract, Citric Acid







| Nutrition Facts Serving Size: 1 can (12 fl oz) Servings per Container: 1 | |
|--|----------------|
| Amount Per Serving % Calories | Daily Value 50 |
| Total Fat Og | 0% |
| Sodium 0g | 0% |
| Total Carbohydrate 14g | 5% |
| Total Sugars 14g | 28% |
| Protein 0g | 0% |



CBD

BLACK CHERRY LEMON SELTZER

Ingredients: Carbonated Water, Natural Flavors, Hemp Extract, Citric Acid







Nutrition Facts Serving Size: 1 can (12 fl oz) Servings per Container: 1 Amount Per Serving % Daily Value* **Calories** 0 Total Fat Og 0% Sodium 0g 0% Total Carbohydrate 0g 0% Protein 0g 0%



*Daily values are based on a 2,000 calorie diet.

**Daily Value not established





RASPBERRY HIBISCUS LIME SELTZER

Ingredients: Carbonated Water, Natural Flavors, Hemp Extract, Citric Acid









| Amount Per Serving Calories | % Daily Value |
|-----------------------------|---------------|
| Total Fat Og | 0% |
| Sodium 0g | 0% |
| Total Carbohydrate 0g | 0% |
| Protein 0g | 0% |

^{*}Daily values are based on a 2,000 calorie diet. * * Daily Value not established





CBG+CBD

STRAWBERRY TANGERINE SELTZER

Ingredients: Carbonated Water, Natural Flavors, Hemp Extract, Citric Acid







Nutrition Facts

| Serving Size: 1 can (12 fl oz) Servings per Container: 1 | |
|---|---------------|
| Amount Per Serving Calories | % Daily Value |
| Total Fat Og | 0% |
| Sodium 0g | 0% |
| Total Carbohydrate 0g | 0% |
| Protein 0g | 0% |

^{*}Daily values are based on a 2,000 calorie diet. * * Daily Value not established



HEMP-DERIVED THC BEVERAGES

Lose the booze and lighten your mood with our new line of fast-acting THC beverages. Upstate's hemp-derived emulsion provides the most reliable dosing and consistent absorption on the market. All of our beverages are made with organic ingredients and contain no preservatives, artificial flavors, or colors – so you can feel good about feeling good.





























4 PACK | 12 oz Cans



ZESTY LIME GINGER ALE

Ingredients: Carbonated Water, Organic Agave, Citric Acid, Natural Flavors, Hemp Extract

| 1 serving per container Serving size | 12oz(355m |
|--------------------------------------|---------------|
| Amount per serving Calories | 50 |
| | % Daily Value |
| Total Fat 0g | 09 |
| Sodium 0g | 09 |
| Total Carbohydrate 14g | 5% |
| Total Sugars 14g | |
| Includes 14g Added Sugars | 289 |
| Protein Og | 09 |





15mg CBD + 1mg THC

ORANGE POP SODA

Ingredients: Carbonated Water, Organic Agave, Citric Acid, Natural Flavors, Natural Colors, Hemp Extract

| 1 serving per container Serving size | 12oz(355m |
|---|---------------|
| Amount per serving Calories | 100 |
| | % Daily Value |
| Total Fat Og | 0' |
| Sodium 0g | 0 |
| Total Carbohydrate 27g | 10 |
| Total Sugars 27g | |
| Includes 27g Added Sugars | 54 |
| Protein 0g | 0 |





15mg CBD + 1mg THC

GREEN MANGO SELTZER

Ingredients: Carbonated Water, Organic Agave, Citric Acid, Natural Flavors, Hemp Extract

| Nutrition Fac | ts |
|---|------------------------------|
| 1 serving per container Serving size | 12oz(355ml) |
| Amount per serving Calories | 0 |
| | % Daily Value* |
| Total Fat Og | 0% |
| Sodium 0g | 0% |
| Total Carbohydrate 1g | <1% |
| Total Sugars 1g | |
| Protein 0g | 0% |
| *The % Daily Value (DV) tells you how of food contributes to a daily diet. 2,00 general nutrition advice. **Daily Value | O calories a day is used for |





3mg CBD + 3mg THC

BLACKBERRY ZINGER SODA

Ingredients: Carbonated Water, Organic Agave, Citric Acid, Natural Flavors, Hemp Extract

| 1 servings per container Serving size | 12oz(355ml |
|--|----------------|
| Amount per serving Calories | 90 |
| | % Daily Value* |
| Total Fat Og | 0% |
| Sodium 0g | 0% |
| Total Carbohydrate 26g | 10% |
| Total Sugars 26g | |
| Includes 26g Added Sugars | 50% |
| Protein 0g | 0% |





3mg CBD + 3mg THC

ZESTY LIME GINGER ALE

Ingredients: Carbonated Water, Organic Agave, Citric Acid, Natural Flavors, Hemp Extract

| 1 serving per container Serving size | 12oz(355m |
|---|---------------|
| Amount per serving Calories | 50 |
| | % Daily Value |
| Total Fat Og | 0 |
| Sodium 0g | 0' |
| Total Carbohydrate 14g | 5 |
| Total Sugars 14g | |
| Includes 14g Added Sugars | 28 |
| Protein 0g | 0' |





3mg CBD + 3mg THC

GREEN MANGO SELTZER

Ingredients: Carbonated Water, Organic Agave, Citric Acid, Natural Flavors, Hemp Extract

| 1 serving per container Serving size | 12oz(355m |
|--------------------------------------|---------------|
| Amount per serving Calories | C |
| | % Daily Value |
| Total Fat Og | 01 |
| Sodium 0g | 01 |
| Total Carbohydrate 1g | <1' |
| Total Sugars 1g | |
| Protein 0g | 0 |





3mg CBD + 3mg THC

RASPBERRY HIBISCUS SELTZER

Ingredients: Carbonated Water, Organic Agave, Citric Acid, Natural Flavors, Hemp Extract

| Nutrition Facts | |
|--------------------------------------|----------------|
| l serving per container Serving size | 12oz(355ml) |
| Amount per serving Calories | 0 |
| | % Daily Value* |
| Total Fat Og | 0% |
| Sodium 0g | 0% |
| Total Carbohydrate 0g | 0% |
| Total Sugars Og | |
| Protein 0g | 0% |





5mg CBD + 5mg THC

ORANGE POP SODA

Ingredients: Carbonated Water, Organic Agave, Citric Acid, Natural Flavors, Natural Colors, Hemp Extract

| l serving per container Serving size | 12oz(355ml) |
|---|----------------|
| Amount per serving Calories | 100 |
| | % Daily Value* |
| Total Fat Og | 0% |
| Sodium 0g | 0% |
| Total Carbohydrate 27g | 10% |
| Total Sugars 27g | |
| Includes 27g Added Sugars | 54% |
| Protein 0g | 0% |





5mg CBD + 5mg THC

ZESTY LIME GINGER ALE

Ingredients: Carbonated Water, Organic Agave, Citric Acid, Natural Flavors, Hemp Extract

| 1 serving per container Serving size | 12oz(355m |
|---|---------------|
| Amount per serving Calories | 50 |
| | % Daily Value |
| Total Fat 0g | 0 |
| Sodium Og | 0 |
| Total Carbohydrate 14g | 5 |
| Total Sugars 14g | |
| Includes 14g Added Sugars | 28 |
| Protein Og | 0 |





5mg CBD + 5mg THC

GREEN MANGO SELTZER

Ingredients: Carbonated Water, Organic Agave, Citric Acid, Natural Flavors, Hemp Extract

| 1 serving per container Serving size | 12oz(355m |
|--------------------------------------|---------------|
| Amount per serving Calories | C |
| | % Daily Value |
| Total Fat Og | 0' |
| Sodium 0g | 0' |
| Total Carbohydrate 1g | <1' |
| Total Sugars 1g | |
| Protein Og | 0' |





5mg CBD + 5mg THC

PASSION FRUIT SELTZER

Ingredients: Carbonated Water, Organic Agave, Citric Acid, Natural Flavors, Hemp Extract

| Nutrition Facts | |
|--------------------------------------|----------------|
| 1 serving per container Serving size | 12oz(355ml) |
| Amount per serving Calories | 0 |
| | % Daily Value* |
| Total Fat Og | 0% |
| Sodium 0g | 0% |
| Total Carbohydrate 1g | <1% |
| Total Sugars 1g | |
| Protein Og | 0% |





10mg THC

PASSION FRUIT SELTZER

Ingredients: Carbonated Water, Organic Agave, Citric Acid, Natural Flavors, Hemp Extract

| Nutrition Facts | | |
|---------------------------------------|----------------|--|
| 2 servings per container Serving size | 6oz(178ml) | |
| Amount per serving Calories | 0 | |
| | % Daily Value* | |
| Total Fat Og | 0% | |
| Sodium 0g | 0% | |
| Total Carbohydrate 1g | <1% | |
| Total Sugars 1g | | |
| Protein Og | 0% | |





4 PACK | 12oz Cans

10mg THC

BLACKBERRY ZINGER SODA

Ingredients: Carbonated Water, Organic Agave, Citric Acid, Natural Flavors, Hemp Extract

| 2 servings per container Serving size | 6oz(178m |
|--|---------------|
| Amount per serving Calories | 45 |
| | % Daily Value |
| Total Fat Og | 0 |
| Sodium 0g | 0 |
| Total Carbohydrate 13g | 5 |
| Total Sugars 13g | |
| Includes 13g Added Sugars | 25 |
| Protein Og | 0 |





10mg THC

ORANGE POP SODA

Ingredients: Carbonated Water, Organic Agave, Citric Acid, Natural Flavors, Natural Colors, Hemp Extract

| 2 servings per container Serving size | 6oz(1 <i>7</i> 8m |
|--|-------------------|
| Amount per serving Calories | 50 |
| | % Daily Value |
| Total Fat 0g | 0' |
| Sodium Og | 0' |
| Total Carbohydrate 14g | 5 |
| Total Sugars 14g | |
| Includes 14g Added Sugars | 27 |
| Protein Og | 0 |





CANNABIS-DERIVED

THE BEVERAGES

For our most potent lift, look to beverages from our sister company, Upstate Elevator Operators. Pure cannabis extract, organic blue agave and big juicy flavors are all that go into these THC-fueled liquid skyrockets.





5mg/10mg THC

Dosage varies by state

GOOD GUAVA SELTZER

Ingredients: Carbonated Water, Organic Agave, Natural Flavors, Citric Acid, Cannabis Extract

8 50045 47214 6

| 2 Servings Per Container Serving Size: 6 oz (178mL) | |
|--|-----------|
| Amount Per Serving Calories | 0 |
| % Dai | ily Value |
| Total Fat 0g | 0% |
| Sodium 0g | 0% |
| Total Carbohydrate <1g | 0% |
| Total Sugars <1 g | |
| Includes <1g Added Sugars | 1% |
| | |

*Daily Value not established



5mg/10mg THC

Dosage varies by state

BLACKBERRY ZINGER SODA

Ingredients: Carbonated Water, Organic Agave, Natural Flavors, Citric Acid, Cannabis Extract



| Nutrition Facts | |
|---|----------|
| 2 Serving Per Container Serving Size: 6 oz (178mL) | |
| Amount Per Serving Calories | 45 |
| % Dai | ly Value |
| Total Fat 0g | 0% |
| Sodium 0g | 0% |
| Total Carbohydrate 13g | 5% |
| Total Sugars 13g | |
| Includes 13g Added Sugars | 25% |
| Protein 0g | |



5mg/10mg THC

Dosage varies by state

CLEMENTINE SHINE SELTZER

Ingredients: Carbonated Water, Natural Flavors, Citric Acid, Cannabis Extract



*Naily Value not established



GO-TO-MARKET SUPPORT

Upstate's internal sales and marketing team is primed to support expansion into new markets. We provide the following go-to-market support to ensure a successful launch:

- Aggressive new placement deals
- Demo and sampling support
- Buyer and sales team training
- POP displays
- Regional sales team support
- Localized marketing campaigns via paid media and digital channels.

BUYER AND SALES TEAM TRAININGS

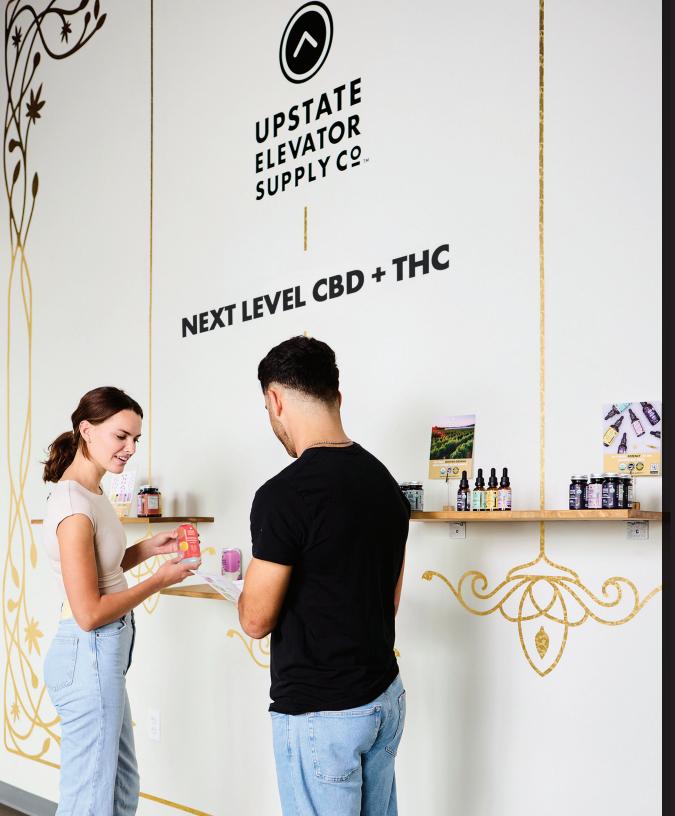
There's a lot to learn about Upstate products, so we offer personalized sales training for our retail partners via Zoom or in person. Kelsy Raap, Director of Education and Outreach, can educate your team on the Upstate product line, unique selling points, and common usage. We encourage all new partners to take advantage of this onboarding resource.

LEARN MORE AT:

wholesale.upstateelevator.com/consultations



Kelsy
Director of
Education & Outreach



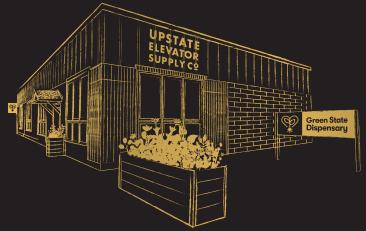


UPSTATE ELEVATOR SUPPLY CO.

VISIT THE UPSTATE FLAGSHIP STORE

699 Pine Street, Burlington, Vermont 05401

The Upstate Flagship Store in Burlington, VT acts as a consumer testing ground, giving us real-time feedback on all CBD, Delta 9 and THC formulations.



CONTACT: Brooke Raap, J.D.

Chief Operations Officer

607.279.1805 | brooke@upstateelevator.com upstateelevator.com