

Dented Brick Distillery

Profit & Loss

	<u>Act</u> <u>2016</u>	<u>Act</u> <u>2017</u>	<u>Act</u> <u>2018</u>	<u>Act</u> <u>2019</u>
Revenue				
Cased Goods-Rev	136,630	159,390	392,849	1,160,568
Tours & Tastings-Rev	7,904	10,798	7,970	2,323
Non-Liquor Item-Rev	1,754	8,863	4,318	3,593
Event Fees-Rev	-	-	2,176	4,362
Memberships-Rev	1,245	400	300	-
Resale Items-Rev	-	-	435	145
Miscellaneous Sales-Rev	-	2,757	202	23
Revenue Support-Rev	-	(5,182)	(27,471)	(63,629)
Total Revenue	147,534	177,026	380,779	1,107,385
Cost of Revenue				
Cased Goods-Costs	61,850	78,527	105,237	782,452
Non-Liquor Items-Costs	3,429	(2,375)	33,469	3,482
Event-Costs	-	-	350	-
Shrinkage-Costs	3,206	-	-	-
Other COGS-Costs	-	-	1,875	1,237
Total Cost of Revenue	68,485	76,153	140,931	787,172
	46%	43%	37%	71%
Gross Profit	79,048	100,873	239,848	320,214
	54%	57%	63%	29%
Operating Expense				
Salaries & Wages	104,945	184,412	179,342	291,378
Bad Debt	-	858	347	(10)
Bank & CC Fees	3,434	3,669	6,436	16,439
Computers & Office	11,204	14,362	13,616	19,134
Consulting/Outside Serv.	23,124	62,672	123,856	108,184
Dues & Subscriptions	6,466	6,601	3,113	12,960
Advertising	66,738	105,485	50,330	26,514
Facilities	38,731	60,653	12,824	31,316
Insurance	14,061	10,772	15,520	16,707
Miscellaneous	3,223	6,138	14,393	5,977
Postage & Shipping	7,255	18,558	21,466	9,779
Repairs & Maintenance	9,823	12,835	8,164	9,422
Seminars, Conf. & Training	2,242	128	5,000	-
Taxes & Licenses	17,271	22,293	26,885	36,436
Telecommunications	1,208	1,349	2,439	1,955
Travel & Entertainment	23,591	16,565	45,417	48,749
Warehouse & Shipping	-	1,253	14,102	1,101
Marketing & PR	13,672	44,871	58,269	78,471
Selling Expenses	2,181	14,709	771	1,891
Total Operating Expense	349,168	588,183	602,290	716,403
	237%	332%	158%	65%
EBITDA	(270,120)	(487,310)	(362,443)	(396,189)
	-183%	-275%	-95%	-36%
Other (Income) Expense				
Other Income	(1)	-	-	(0)
Interest Expense	139,743	142,916	200,380	294,391
Factoring Expense	-	-	9,106	-
Depreciation Expense	77,338	248,625	176,557	55,067
Donations	3,337	3,643	2,284	4,378
Misc. Other Expenses	62,791	137	3,406	(0)
Total Other (Income) Expense	283,208	395,322	391,734	392,706
	192%	223%	103%	35%
Net Income (Loss)	(553,328)	(882,632)	(754,177)	(788,895)
	-375%	-499%	-198%	-71%

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Balance Sheets

	Act 2016	Act 2017	Act 2018	Act 2019
Current Assets				
Cash	46,717	40,175	2,296	10,811
Accounts Receivable	26,572	6,632	69,940	90,082
Undeposited Funds	-	260	-	-
Inventory	108,988	169,890	260,740	182,782
Factoring Settlements	-	-	2,917	10,754
Employee Advances	42	-	-	-
Total Current Assets	182,319	216,957	335,893	294,430
Property, Plant & Equipment				
Land	165,000	165,000	165,000	165,000
Buildings	1,565,522	1,565,522	1,565,522	1,565,522
Building Improvements	18,042	18,042	18,042	18,042
Distillery Equipment	821,303	823,852	827,274	852,067
Barrels	4,600	11,900	25,208	25,208
Computer & Software	6,118	6,118	6,118	8,525
Furniture & Fixtures	4,477	4,477	4,477	4,477
Accumulated Depreciation	(78,257)	(326,882)	(503,440)	(683,501)
Total Property, Plant & Equipment	2,506,805	2,268,029	2,108,201	1,955,339
Other Assets				
Security Deposits	848	848	848	1,392
Other Assets	-	-	180,000	180,000
Total Other Assets	848	848	180,848	181,392
Total Assets	\$ 2,689,971	\$ 2,485,834	\$ 2,624,942	\$ 2,431,161
Current Liabilities				
Accounts Payable	50,823	87,913	187,347	178,526
Credit Cards	-	291	-	-
Sales Tax Payable	-	151	2,645	2,643
Short-Term Debt	-	-	199,065	374,723
Short-Term Debt-RP	-	-	721	3,848
Due to Factoring	-	-	3,826	77,784
Total Current Liabilities	50,823	88,355	393,604	775,714
Long-Term Liabilities				
Long-Term Note Payable	2,150,039	2,163,563	2,146,934	2,146,008
Deferred Revenue-Barrels	-	-	43,200	59,200
Long-Term Equipment Leases	-	-	-	12,702
Total Long-Term Liabilities	2,150,039	2,163,563	2,190,134	2,217,910
Total Liabilities	2,200,862	2,251,918	2,583,739	2,993,625
Shareholders' Equity				
Member Contributions	1,297,890	1,925,458	2,486,922	2,672,150
Retained Earnings (Deficit)	(255,453)	(808,910)	(1,691,542)	(2,445,719)
Current Year Income (Loss)	(553,328)	(882,632)	(754,177)	(788,895)
Total Shareholders' Equity	489,109	233,916	41,203	(562,464)
Total Liabilities & Equity	\$ 2,689,971	\$ 2,485,834	\$ 2,624,942	\$ 2,431,161

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Statements of Cash Flow

	Act <u>2016</u>	Act <u>2017</u>	Act <u>2018</u>	Act <u>2019</u>
Profit (Loss)	(553,328)	(882,632)	(754,177)	(788,895)
Add Non-cash Items:				
Depreciation	77,338	248,625	176,557	55,067
Decrease (Increase) in:				
Accounts Receivable	(26,572)	19,939	(63,308)	(20,142)
Inventory	(99,991)	(60,903)	(90,850)	77,958
Factoring Settlements	-	-	(2,917)	(7,837)
Accounts Payable	42,046	37,090	99,434	(8,821)
Credit Cards	-	291	(291)	-
Sales Tax Payable	-	151	2,493	(2)
Payroll Liabilities	(4,747)	-	-	-
Short-Term Debt	-	-	199,065	175,658
Short-Term Debt-RP	-	-	721	3,127
Cash Flow From (Used) in Operations	(565,296)	(637,656)	(433,011)	(513,887)
Financing Activities:				
Contingent Liabilities	-	-	-	138,190
Due to Factoring	-	-	3,826	73,958
Long-Term Note Payable	85,603	13,524	(16,628)	(926)
Deferred Revenue-Barrels	-	-	43,200	16,000
Long-Term Equipment Leases	-	-	-	12,702
Equity	413,008	627,439	561,463	185,229
Cash Flow From (Used) in Financing Activities	498,612	640,963	591,861	425,153
Discretionary Items:				
Fixed Assets	(338,636)	(9,850)	(16,729)	97,794
Security Deposits	258,503	-	(180,000)	(544)
Total Cash Flow Used on Discretionary Items	(80,133)	(9,850)	(196,729)	97,250
Net Cash Flow	(146,818)	(6,543)	(37,879)	8,515
Beginning Cash	193,535	46,717	40,174	2,296
Ending Cash	46,717	40,174	2,296	10,811