

CocoNoirWine	Sep-Dec'21	2022	2023	2024	2025	2026
	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5
Total Revenue	\$ 167,003	\$ 1,319,857	\$ 2,497,285	\$ 3,497,211	\$ 4,264,204	\$ 4,850,629
Wine Retail Shop & Bar	\$ 144,495	\$ 1,066,274	\$ 1,871,248	\$ 2,305,943	\$ 2,649,140	\$ 2,985,117
Retail Wine Shop	\$ 26,875	\$ 112,290	\$ 170,617	\$ 207,861	\$ 234,223	\$ 263,928
On-Premise Tasting Room & Restaurant	\$ 117,620	\$ 953,983	\$ 1,700,631	\$ 2,098,083	\$ 2,414,917	\$ 2,721,189
Online Revenue	\$ 6,625	\$ 133,652	\$ 402,503	\$ 830,465	\$ 1,093,485	\$ 1,232,167
Online Sales - Coco Noir Website	\$ 5,500	\$ 106,921	\$ 335,565	\$ 699,637	\$ 918,181	\$ 1,034,629
3rd Party Sales	\$ 1,125	\$ 26,730	\$ 66,938	\$ 130,828	\$ 175,304	\$ 197,537
Additional Revenue Channels	\$ 15,883	\$ 119,931	\$ 223,533	\$ 360,802	\$ 521,579	\$ 633,345
Wine Club	\$ 2,000	\$ 39,581	\$ 124,179	\$ 255,401	\$ 411,119	\$ 521,398
Events	\$ 13,200	\$ 74,763	\$ 91,683	\$ 95,761	\$ 98,400	\$ 98,400
Technology Subscriptions	\$ 683	\$ 5,587	\$ 7,672	\$ 9,641	\$ 12,061	\$ 13,547
Start Up Costs	\$ (254,368)					
Total Cost of Goods Sold (COGS)	\$ (66,116)	\$ (601,542)	\$ (1,337,826)	\$ (2,235,458)	\$ (2,849,359)	\$ (3,240,647)
Gross Margin (GM)	\$ 100,887	\$ 718,315	\$ 1,159,459	\$ 1,261,752	\$ 1,414,845	\$ 1,609,982
Gross Margin %	60.4%	54.4%	46.4%	36.1%	33.2%	33.2%
Operating Expenses	\$ (208,687)	\$ (540,202)	\$ (619,656)	\$ (655,739)	\$ (673,428)	\$ (718,951)
Operating Income	\$ (107,799)	\$ 178,113	\$ 539,803	\$ 606,013	\$ 741,417	\$ 891,030
Operating Margin %		13.5%	21.6%	17.3%	17.4%	18.4%
Other Income & Expenses	\$ -	\$ -	\$ (99,891)	\$ (139,888)	\$ (170,568)	\$ (194,025)
Wefunder Revenue Payment	\$ -	\$ -	\$ (99,891)	\$ (139,888)	\$ (170,568)	\$ (194,025)
Income Before Tax	\$ (107,799)	\$ 178,113	\$ 439,912	\$ 466,125	\$ 570,849	\$ 697,005
Income Tax (at 8.84%)	\$ (14,028)	\$ (110,868)	\$ (209,772)	\$ (293,766)	\$ (358,193)	\$ (407,453)
Net Income	\$ (121,828)	\$ 67,245	\$ 230,140	\$ 172,359	\$ 212,656	\$ 289,552
Profit Margin %		5.1%	9.2%	4.9%	5.0%	6.0%