

# Hops & Grain Brewing BG1002166

## Profit and Loss by Class

January - December 2017

	G&A	San Marcos	Production	Sales and Marketing
Income				
Misc Income				
Product Sales				118.20
Pint Glass				
Total Product Sales	\$ 0.00	\$ 0.00	\$ 0.00	\$ 118.20
Sales				
15.5 Gallon Kegs				
5.28 Gallon Kegs				
Case of 12 oz Cans				
Retail Sales				
Events				
Tap Room				
Event Tickets				
Tours				
Total Tap Room	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Total Retail Sales	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Total Sales	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Services				
Tips				
Uncategorized Income				
Wholesale Sales				
Distributor POS				
Event Sponsorship				
Total Wholesale Sales	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Total Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 118.20
Cost of Goods Sold				
Brewing Supplies			101.95	
Hops		3,879.15	47,193.51	
Malt & Brewing Aids			110,344.65	187.45
Total Brewing Supplies	\$ 0.00	\$ 3,879.15	\$ 157,640.11	\$ 187.45
Cost of Goods Sold				
Wholesale COGS				
Air & Gas			10,577.67	
Freight Costs		1,787.00	369.66	
Lab Consumables			4,020.51	
Total Wholesale COGS	\$ 0.00	\$ 1,787.00	\$ 14,967.84	\$ 0.00
Total Cost of Goods Sold	\$ 0.00	\$ 1,787.00	\$ 14,967.84	\$ 0.00
Packaging Supplies			8,889.63	
Aluminum Cans			69,450.63	
Cardboard			15,816.88	
Paktech Carriers				
Total Packaging Supplies	\$ 0.00	\$ 0.00	\$ 94,157.14	\$ 0.00
Retail COGS				
Tap Room				
Coffee			184.25	
Glassware				
Merchandise				
Total Tap Room	\$ 0.00	\$ 0.00	\$ 184.25	\$ 0.00
Total Retail COGS	\$ 0.00	\$ 0.00	\$ 184.25	\$ 0.00
Total Cost of Goods Sold	\$ 0.00	\$ 5,666.15	\$ 266,949.34	\$ 187.45

Gross Profit	\$ 0.00	-\$ 5,666.15	-\$ 266,949.34	-\$ 69.25
Expenses				
Advertising and Promotion		8,229.00		4,521.72
Printing and Reproduction	47.97			
Total Advertising and Promotion	\$ 47.97	\$ 8,229.00	\$ 0.00	\$ 4,521.72
Amortization Expense				
Auto and Truck Expenses				
Auto Repairs & Maintenance				
Fuel	1,063.86	2,255.23	17.95	805.95
Lease Payments	7,193.58			
Tolls/Parking	195.67	3.00		
Total Auto and Truck Expenses	\$ 8,453.11	\$ 2,258.23	\$ 17.95	\$ 805.95
Bank Service Charges	764.12	185.00		
Branding & Design	16,551.14	20,922.67		
Interior design		6,116.25		
Total Branding & Design	\$ 16,551.14	\$ 27,038.92	\$ 0.00	\$ 0.00
Business Licenses and Permits	6,637.74	7,996.00		
TABC	50.50			
TTB		1,000.00		
Total Business Licenses and Permits	\$ 6,688.24	\$ 8,996.00	\$ 0.00	\$ 0.00
Charitable Contributions	4,367.55	5,745.00		50.00
Computer and Internet Expenses	2,724.24	3,000.00	524.01	
Alarm	1,109.20			
Total Computer and Internet Expenses	\$ 3,833.44	\$ 3,000.00	\$ 524.01	\$ 0.00
Construction		18,276.19	86.47	
Continuing Education	1,595.00			
Credit Card Fees				
Depreciation Expense				
Dues and Subscriptions	765.99			
Equipment Rental	632.08	36,134.38	17,979.80	
Event Supplies	329.19	1,803.62		105.95
Event Booth Fee				
Live Music				
Total Event Supplies	\$ 329.19	\$ 1,803.62	\$ 0.00	\$ 105.95
Finance Charges				
Insurance Expense	100.00			
Dental/Vision Insurance	974.20			
General Liability Insurance				
Health Insurance	11,989.30			
EE Health Ins Contribution				
Total Health Insurance	\$ 11,989.30	\$ 0.00	\$ 0.00	\$ 0.00
Property Insurance	1,986.00			
Worker's Compensation	2,882.30			
Total Insurance Expense	\$ 17,931.80	\$ 0.00	\$ 0.00	\$ 0.00
Interest Expense	5,033.95			
Janitorial Expense	42.80		487.33	
Cleaning Supplies			2,008.79	
Composting	660.48			
Recycling	2,076.97		1,499.83	
Total Janitorial Expense	\$ 2,780.25	\$ 0.00	\$ 3,995.95	\$ 0.00
Kitchen Rental				
Meals and Entertainment		1,920.77		1,187.74
Miscellaneous Expense (deleted)				
Office Supplies	724.35	51.78		
Payroll Expenses				
401K Admin Fees				
401K Match				
Payroll Processing Fee				

Payroll Taxes				
Wages				
Cash Tips				
Wages-Marketing				
Wages-Production				
Wages-Tap Room				
Total Wages	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Total Payroll Expenses	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Postage and Delivery	150.00		736.92	
Professional Fees				
Accounting	630.00	6,336.00		
Architect		5,680.00		
Attorney Fees		9,730.00		
Bookkeeping	1,150.00			
Total Professional Fees	\$ 1,780.00	\$ 21,746.00	\$ 0.00	\$ 0.00
Purchases (deleted)				
Rent Expense				
507 Calles St	74,628.88			
FM 969	8,654.52	29,922.49	4,327.26	
Total Rent Expense	\$ 83,283.40	\$ 29,922.49	\$ 4,327.26	\$ 0.00
Repairs and Maintenance	2,804.43	62.94	3,393.19	
Sales Tax Expense				
Small Machines, Tools & Equipmt	1,743.29	1,615.26	4,653.03	259.78
Tap Room Supplies				
Taxes				
Excise Tax	7,211.73		1,161.00	
Taxes - Property	44.00			
Total Taxes	\$ 7,255.73	\$ 0.00	\$ 1,161.00	\$ 0.00
Travel Expense				
Airfare		3,538.47		1,236.59
Fuel				
Hotel		2,157.56	174.74	427.16
Miscellaneous				
Rental Car/Transportation				751.90
Total Travel Expense	\$ 0.00	\$ 5,696.03	\$ 174.74	\$ 2,415.65
Uncategorized Expense		0.00		
Uniforms for Staff				
Utilities	9,450.91		157.31	
Telephone Expense	2,060.71			
Total Utilities	\$ 11,511.62	\$ 0.00	\$ 157.31	\$ 0.00
Warehouse Equipment Expense			346.92	
Total Expenses	\$ 179,026.65	\$ 172,681.61	\$ 37,554.55	\$ 9,346.79
Net Operating Income	-\$ 179,026.65	-\$ 178,347.76	-\$ 304,503.89	-\$ 9,416.04
Other Income				
Interest Income				
Proceeds from Sale of Assets		0.00		
Total Other Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Net Other Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Net Income	-\$ 179,026.65	-\$ 178,347.76	-\$ 304,503.89	-\$ 9,416.04

Monday, Apr 16, 2018 11:59:01 AM GMT-7 - Accrual Basis

Taproom	Not Specified	TOTAL
	737.00	737.00
17,350.64	418,804.60	436,273.44
	15,537.01	15,537.01
\$ 17,350.64	\$ 434,341.61	\$ 451,810.45
	22,421.51	22,421.51
	450,870.00	450,870.00
	141,305.00	141,305.00
	1,174,828.40	1,174,828.40
7,283.53		7,283.53
	1,794.54	1,794.54
122,221.02	-3,021.64	119,199.38
1,220.00	9,812.40	11,032.40
	1,500.00	1,500.00
\$ 123,441.02	\$ 8,290.76	\$ 131,731.78
\$ 130,724.55	\$ 10,085.30	\$ 140,809.85
\$ 130,724.55	\$ 1,799,510.21	\$ 1,930,234.76
	200.00	200.00
	70,739.50	70,739.50
	0.00	0.00
		0.00
	15,430.00	15,430.00
	28,500.00	28,500.00
\$ 0.00	\$ 43,930.00	\$ 43,930.00
\$ 148,075.19	\$ 2,349,458.32	\$ 2,497,651.71
	9,913.03	10,014.98
	93,138.08	144,210.74
	208,356.46	318,888.56
\$ 0.00	\$ 311,407.57	\$ 473,114.28
		0.00
		0.00
	24,353.39	34,931.06
	1,771.44	3,928.10
	20,838.33	24,858.84
\$ 0.00	\$ 46,963.16	\$ 63,718.00
\$ 0.00	\$ 46,963.16	\$ 63,718.00
	13,150.12	22,039.75
	76,180.60	145,631.23
	12,153.90	27,970.78
	4,330.75	4,330.75
\$ 0.00	\$ 105,815.37	\$ 199,972.51
30.02		30.02
	1,350.16	1,350.16
3,004.31	7,213.66	10,402.22
2,489.82	13,781.15	16,270.97
13,985.19	31,003.51	44,988.70
\$ 19,479.32	\$ 53,348.48	\$ 73,012.05
\$ 19,509.34	\$ 53,348.48	\$ 73,042.07
\$ 19,509.34	\$ 517,534.58	\$ 809,846.86

\$ 128,565.85	\$ 1,831,923.74	\$ 1,687,804.85
63.04	14,690.28	27,504.04
	159.90	207.87
\$ 63.04	\$ 14,850.18	\$ 27,711.91
	15,628.00	15,628.00
	1,217.21	1,217.21
	374.17	374.17
	1,523.10	5,666.09
	14,474.66	21,668.24
	294.75	493.42
\$ 0.00	\$ 17,883.89	\$ 29,419.13
	1,491.25	2,440.37
	22,610.26	60,084.07
1,350.00	-2,565.00	4,901.25
\$ 1,350.00	\$ 20,045.26	\$ 64,985.32
615.77	5,174.53	20,424.04
	5,090.40	5,140.90
		1,000.00
\$ 615.77	\$ 10,264.93	\$ 26,564.94
145.00	1,774.03	12,081.58
1,419.13	3,740.94	11,408.32
	1,284.20	2,393.40
\$ 1,419.13	\$ 5,025.14	\$ 13,801.72
2,085.00	-20,447.66	0.00
	465.02	2,060.02
4,619.56	13,119.19	17,738.75
	80,189.00	80,189.00
39.69	3,381.24	4,186.92
	56,089.63	110,835.89
5,138.10	23,596.64	30,973.50
	1,446.27	1,446.27
1,000.00	150.00	1,150.00
\$ 6,138.10	\$ 25,192.91	\$ 33,569.77
	1,771.12	1,771.12
	170.00	270.00
	5,704.27	6,678.47
	903.00	903.00
	43,681.05	55,670.35
	-6,680.21	-6,680.21
\$ 0.00	\$ 37,000.84	\$ 48,990.14
	796.00	2,782.00
	10,477.50	13,359.80
\$ 0.00	\$ 55,051.61	\$ 72,983.41
	38,039.48	43,073.43
423.13		953.26
700.59	10,446.84	13,156.22
		660.48
	6,258.56	9,835.36
\$ 1,123.72	\$ 16,705.40	\$ 24,605.32
	126.00	126.00
	15,418.92	18,527.43
	36.00	36.00
	2,803.72	3,579.85
		0.00
	3,305.00	3,305.00
	5,828.63	5,828.63
	8,995.19	8,995.19

	52,518.32	52,518.32
		0.00
	70,739.50	70,739.50
	160,813.65	160,813.65
	369,902.46	369,902.46
	105,325.09	105,325.09
\$ 0.00	\$ 706,780.70	\$ 706,780.70
\$ 0.00	\$ 777,427.84	\$ 777,427.84
	4,382.95	5,269.87
		0.00
		6,966.00
		5,680.00
	1,530.00	11,260.00
	1,500.00	2,650.00
\$ 0.00	\$ 3,030.00	\$ 26,556.00
	542.31	542.31
		0.00
	133,584.75	208,213.63
	8,654.52	51,558.79
\$ 0.00	\$ 142,239.27	\$ 259,772.42
	12,873.15	19,133.71
9,934.14	34,362.74	44,296.88
	25,094.55	33,365.91
18.75	3,447.94	3,466.69
	4,737.00	4,737.00
	42,820.41	51,193.14
	9,085.66	9,129.66
\$ 0.00	\$ 56,643.07	\$ 65,059.80
		0.00
	6,111.26	10,886.32
	10.00	10.00
	6,057.20	8,816.66
	116.03	116.03
	1,713.06	2,464.96
\$ 0.00	\$ 14,007.55	\$ 22,293.97
	0.00	0.00
	801.36	801.36
	31,431.13	41,039.35
	5,400.94	7,461.65
\$ 0.00	\$ 36,832.07	\$ 48,501.00
		346.92
\$ 27,551.90	\$ 1,486,589.06	\$ 1,912,750.56
\$ 101,013.95	\$ 345,334.68	-\$ 224,945.71
	6.77	6.77
		0.00
\$ 0.00	\$ 6.77	\$ 6.77
\$ 0.00	\$ 6.77	\$ 6.77
\$ 101,013.95	\$ 345,341.45	-\$ 224,938.94