

**Charron Favreau**  
**2019 P&L by Month**

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19	TOTAL
<b>Ordinary Income/Expense</b>													
<b>Income</b>													
Sales of Product Income	6,883	45,886	94,323	67,001	125,767	114,137	102,962	133,687	46,838	81,927	164,821	109,389	1,093,621
Returns & Allowances													
Chargebacks	-3,470	-13,713	5,407	-8,770	-15,889	-7,308	-17,110	-12,671	-9,310	-15,654	-14,305	-6,701	-119,495
Total Returns & Allowances	-3,470	-13,713	5,407	-8,770	-15,889	-7,308	-17,110	-12,671	-9,310	-15,654	-14,305	-6,701	-119,495
Total Income	3,412	32,173	99,730	58,231	109,878	106,829	85,852	121,016	37,528	66,273	150,516	102,688	974,126
<b>Cost of Goods Sold</b>													
Inventory Adjustment	112,198	12,516	-19,381	-21,914	6,217	-5,182	-14,104	52,058	-39,268	-30,759	-24,729	10,400	38,053
Cost of Goods Sold													
Total Cost of Goods Sold	6,711	25,021	28,045	30,656	45,780	40,823	50,885	37,645	32,247	39,443	67,000	38,064	442,321
Total COGS	118,910	37,537	8,664	8,742	51,998	35,641	36,781	89,703	-7,021	8,683	42,272	48,464	480,374
Gross Profit	-115,497	-5,364	91,066	49,489	57,880	71,188	49,072	31,312	44,548	57,590	108,244	54,225	493,752
<b>Expense</b>													
<b>Warehouse &amp; Logistics</b>													
Freight Out	802	584	720	2,078	0	753	918	3,570	1,765	993	2,325	850	15,358
Total Warehouse & Logistics	802	584	720	2,078	0	753	918	3,570	1,765	993	2,325	850	15,358
<b>General &amp; Administrative</b>													
Total General & Administrative	16,448	15,548	8,706	11,687	10,845	8,567	12,580	6,135	9,812	11,009	14,118	5,257	130,712
Equipment Leases	6,347	3,745	5,682	998	3,737	2,938	5,244	2,938	2,938	2,938	2,938	2,938	43,382
<b>Marketing &amp; Advertising</b>													
Total Marketing & Advertising	18,357	8,840	5,138	417	5,059	2,174	2,174	603	832	17	1,758	2,167	47,537
Meals and Entertainment	119	134	577	208	270	698	229	975	390	376	213	912	5,101
<b>Payroll Expenses</b>													
Total Payroll Expenses	60,228	44,458	30,786	46,345	45,289	31,832	28,725	44,055	52,364	30,126	25,687	47,060	486,955
<b>Professional Services</b>													
Total Professional Services	9,088	3,390	12,863	16,945	18,645	15,264	27,939	15,726	14,142	16,977	22,278	14,295	187,551
Distillery Rent	4,764	4,537	4,764	4,764	4,764	4,764	4,537	4,537	4,537	4,537	4,764	4,537	55,807
<b>Research &amp; Development</b>													
Total Research & Development	1,777	489	284	1,717	963	235	673	458	604	1,361	666	41	9,267
Security System	0	112	56	56	56	56	56	56	56	56	56	56	672
Taxes & Licenses	4,381	9,175	1,619	3,312	370	959	112	363	1,055	1,217	5,037	296	27,895
<b>Travel</b>													
Total Travel	30	3,123	1,174	120	3,572	502	597	1,867	1,810	1,605	593	2,825	17,819
Total Expense	122,340	94,135	72,370	88,647	93,569	68,742	63,784	81,282	90,304	71,213	80,434	81,234	1,028,055
Net Ordinary Income	-237,837	-99,499	18,696	-39,158	-35,689	2,446	-34,712	-49,970	-45,756	-13,623	27,810	-27,010	-534,302
<b>Other Income/Expense</b>													
<b>Other Income</b>													
Other Income	6,787	36	6	0	0	0	0	0	0	0	0	0	6,830
Total Other Income	6,787	36	6	0	0	0	0	0	0	0	0	0	6,830
<b>Other Expense</b>													
Other Expense	0	1,874	0	686	0	0	0	0	0	0	0	0	2,560
Amortization	461	459	459	459	459	459	459	459	459	459	459	459	5,506
Depreciation	27,417	3,837	3,837	3,837	3,889	3,889	4,410	4,410	4,410	4,410	4,410	4,410	73,164
Interest Expense													
Total Interest Expense	4,282	10,160	13,102	8,633	9,316	8,489	5,334	15,330	5,027	9,243	8,604	60,066	157,585
SUSPENDED	-471	0	0	0	0	0	0	0	-154	0	250	375	0
Total Other Expense	31,689	16,330	17,398	13,615	13,664	12,837	10,202	20,198	9,741	14,111	13,722	65,309	238,815
Net Other Income	-24,902	-16,293	-17,392	-13,615	-13,664	-12,837	-10,202	-20,198	-9,741	-14,111	-13,722	-65,309	-231,985
Net Income	-262,738	-115,792	1,304	-52,773	-49,353	-10,391	-44,914	-70,168	-55,496	-27,734	14,088	-92,319	-766,287