

Operating Forecast Operating Years 1 Through 5

	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue					
Wholesale Revenue	\$ 408,107	\$ 1,045,717	\$ 2,175,074	\$ 3,575,875	\$ 4,598,570
Taproom Revenue	\$ 883,182	\$ 988,860	\$ 1,067,682	\$ 1,143,168	\$ 1,187,130
Merchandise	\$ 32,844	\$ 32,844	\$ 32,844	\$ 32,844	\$ 32,844
Special Events	\$ 54,000	\$ 108,000	\$ 180,000	\$ 180,000	\$ 180,000
Coffee Revenue	\$ 108,000	\$ 216,000	\$ 216,000	\$ 216,000	\$ 216,000
Total Revenue	\$ 1,486,133	\$ 2,391,421	\$ 3,671,600	\$ 5,147,887	\$ 6,214,544
Cost of Sales					
Production Costs	\$ 97,946	\$ 250,970	\$ 522,016	\$ 858,210	\$ 1,103,657
Taproom Transfer	\$ 70,659	\$ 79,109	\$ 85,417	\$ 91,453	\$ 94,970
Brewery Supplies	\$ 11,484	\$ 11,484	\$ 11,484	\$ 11,484	\$ 11,484
Brewery Expense	\$ 14,400	\$ 14,400	\$ 14,400	\$ 14,400	\$ 14,400
WIP Loss	\$ 19,586	\$ 50,194	\$ 93,964	\$ 154,478	\$ 198,658
Coffee COGS - Loaded	\$ 45,360	\$ 90,720	\$ 90,720	\$ 90,720	\$ 90,720
Total Cost of Sales	\$ 259,435	\$ 496,877	\$ 818,001	\$ 1,220,745	\$ 1,513,889
Gross Profit	\$ 1,226,698	\$ 1,894,544	\$ 2,853,599	\$ 3,927,142	\$ 4,700,655
Payroll Expenses					
Admin	\$ 117,996	\$ 163,400	\$ 158,400	\$ 158,400	\$ 158,400
Production	\$ 173,316	\$ 341,258	\$ 412,622	\$ 433,872	\$ 433,872
Sales	\$ 31,500	\$ 118,000	\$ 235,500	\$ 313,000	\$ 316,000
Taproom	\$ 136,200	\$ 136,200	\$ 136,200	\$ 136,200	\$ 136,200
Events	\$ -	\$ 33,636	\$ 39,396	\$ 39,396	\$ 39,396
Payroll Taxes	\$ 43,031	\$ 72,806	\$ 89,139	\$ 97,302	\$ 97,532
Employee Benefits	\$ 91,800	\$ 151,770	\$ 188,542	\$ 208,294	\$ 208,894
Total Payroll Expenses	\$ 593,843	\$ 1,017,070	\$ 1,259,799	\$ 1,386,464	\$ 1,390,294
Operating Expense					
Federal Excise Tax	\$ 9,870	\$ 19,950	\$ 36,960	\$ 58,590	\$ 74,340
State Excise Tax	\$ 8,832	\$ 9,888	\$ 10,677	\$ 11,432	\$ 11,871
Internet/ Phone/ Software	\$ 4,200	\$ 4,200	\$ 4,200	\$ 4,200	\$ 4,200
Janitorial Expense	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000
Keg Rental	\$ 10,084	\$ 19,052	\$ 39,628	\$ 65,149	\$ 83,781
Liability Insurance	\$ 15,600	\$ 19,200	\$ 22,800	\$ 22,800	\$ 25,200
License and Fees	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000
Marketing	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000
Miscellaneous Expenses	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000
Travel	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000
Education	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000
Office Expense	\$ 3,600	\$ 3,600	\$ 3,600	\$ 3,600	\$ 3,600
Professional Services	\$ 23,400	\$ 23,400	\$ 23,400	\$ 23,400	\$ 23,400
Rent Expense	\$ 130,800	\$ 134,724	\$ 138,756	\$ 142,908	\$ 147,192
Repairs & Maintenance	\$ 9,000	\$ 9,000	\$ 9,000	\$ 9,000	\$ 9,000
Sales Expenses	\$ 24,000	\$ 36,000	\$ 80,000	\$ 114,000	\$ 114,000
Utilities	\$ 17,800	\$ 32,029	\$ 36,093	\$ 36,454	\$ 36,819
Total Operating Expenses	\$ 316,186	\$ 370,043	\$ 464,114	\$ 550,533	\$ 592,403
Income from operations	\$ 316,669	\$ 507,431	\$ 1,129,686	\$ 1,990,145	\$ 2,717,958
Other Income(Expense)					
Amortization	\$ (13,536)	\$ (13,536)	\$ (13,536)	\$ (13,536)	\$ (13,536)
Depreciation	\$ (303,012)	\$ (303,012)	\$ (303,012)	\$ (303,012)	\$ (303,012)
Total Other Income(Expense)	\$ (316,548)	\$ (316,548)	\$ (316,548)	\$ (316,548)	\$ (316,548)
Net Income	\$ 121	\$ 190,883	\$ 813,138	\$ 1,673,597	\$ 2,401,410