

Texas Beer Company

PROFIT AND LOSS

January - December 2017

	TOTAL
Income	
Distribution Revenue	
Cases	29,194.55
Kegs	1,655.00
Total Distribution Revenue	30,849.55
Merchandise Revenue	
Merch Online	5,314.47
Total Merchandise Revenue	5,314.47
Taproom Revenue	386,747.40
Unapplied Cash Payment Income	0.00
Uncategorized Income	
Sales	0.00
Total Uncategorized Income	0.00
Total Income	\$422,911.42
Cost of Goods Sold	
Cost of Goods	
Brewery COGs	24,200.00
Chemicals & Cleaning	5,521.39
Keg Rental	0.00
Lab results	140.00
Labor - Assistant Brewers	32,502.00
Water Filters	215.65
Total Brewery COGs	62,579.04
Taproom COGs	
Bar Glassware	2,828.75
Growlers	2,870.30
Snifter glasses	543.85
Total Bar Glassware	6,242.90
Beer & Wine for Resale	93,602.10
Cost of Merchandise - COM	
Gift Cards - Blank	470.90
Hats	4,634.20
T-Shirts	10,664.08
Total Cost of Merchandise - COM	15,769.18
Food/Catering	75,904.39
Supplies - Taproom	13,060.27
Decorations & Lighting	377.79
Total Supplies - Taproom	13,438.06
Total Taproom COGs	204,956.63
Total Cost of Goods	267,535.67
Pilot Brewhouse COGs	
Chemicals & Cleaning	103.38

	TOTAL
Ingredients	2,618.56
Hops	1,859.44
Malt - Base	2,841.77
Yeast	3,542.80
Total Ingredients	10,862.57
Total Pilot Brewhouse COGs	10,965.95
Total Cost of Goods Sold	\$278,501.62
GROSS PROFIT	\$144,409.80
Expenses	
Amortization	9,157.00
Business Consulting	7,635.96
Depreciation	50,107.00
Distribution	
Auto Expense & Gas	1,976.78
Supplies - Distribution	2,478.18
Total Distribution	4,454.96
Dues and Subscriptions	
Chamber Dues	225.00
Craft Brew Guild Dues	880.00
Total Dues and Subscriptions	1,105.00
Interest Expense	14,688.51
Legal & Insurance	
Accounting & K1's	2,500.00
Insurance	2,050.70
Directors & Officers	12,214.68
Property Damage for Equipment	13,489.19
Workers Comp	1,619.10
Total Insurance	29,373.67
Legal - Securities	14,380.50
Legal - TABC	680.00
Legal - Trademarks	10,000.00
TTB Consulting	5,000.00
Total Legal & Insurance	61,934.17
Marketing	231.00
Banners	409.19
Bar Tabs for Distribution	472.46
Brick Engraving	5,284.39
Design Consulting	928.25
DirectTV	3,052.94
Event Sponsorship	1,352.05
Amplify Wilco Fundraiser	216.00
David Ancira Charity Fundraiser	500.00
Taylor Little League Sponsorship	400.00
Wilco Cobras Football	185.00
Total Event Sponsorship	2,653.05
Events	300.00
Brewery Grand Opening	834.02
Car Show	180.00

	TOTAL
Private Party Equipment Rentals	1,816.54
Trivia	1,030.00
TX Independence	500.00
Total Events	4,660.56
Flyers	368.05
Free Beer for Tastings	32,050.24
Live Music	37,500.00
Meals and Entertainment	1,681.24
Online Ads - Brand building	2,645.20
Online Ads - Crowdfunding	3,614.76
Online ads - Taproom	1,686.83
Outside Services - Sales & Marketing	5,991.00
Print Ads - Brandbuilding	1,819.50
Print ads - Taproom	2,714.50
Stickers	3,100.88
Tax Exempt Donations	3,250.00
Travel	300.13
Videography	1,000.00
Total Marketing	115,414.17
Misc. - Umbrella	88.51
Payroll	
Contract Services	618.25
Guaranteed Partner Payments	84,000.48
Labor - Taproom Wages	0.00
Staff Training & Appreciation	5,823.46
Taxes	9,014.37
Wages	61,858.66
Total Payroll	161,315.22
Reimbursements	4,892.92
Rent, Taxes & Admin	
Brewery Expenses	
Dumpster	1,244.88
Fans/Humidifiers for Warehouse	216.48
Meals & Entertainment - Warehouse	713.87
Rent	60,467.54
Repairs and Maintenance	23.32
Small Tools and Supplies	7,926.01
Supplies - Warehouse Expenses	17,711.77
Utilities	10,695.48
Total Brewery Expenses	98,999.35
Office Expenses, IT & Fees	
Bank Fees	465.39
Camera & Videocamera	3,348.82
Internet Service	847.34
Merchant Fees	5,696.58
Office Supplies	1,349.87
Phone	2,525.98
POS Credit Card Processing	3,621.80
Postage & Shipping	1,882.10

	TOTAL
Software	2,979.13
Stationery & Printing	229.70
Web Domains & Server	4,696.78
Total Office Expenses, IT & Fees	27,643.49
Taproom Expenses	
Cintas	7,479.14
Cleaning crew	335.48
CO2 Supply	2,898.24
Rent	65,255.74
Utilities	1,972.89
Total Taproom Expenses	77,941.49
Taxes & Permits	55.01
ASCAP/BMI Music Fees	414.00
Crowdfunding Fees	300.00
Excise Taxes	716.76
Payroll Taxes	5,798.42
Permit Fees	1,471.10
TABC Brewing Permit	2,641.00
TABC Label Approval	181.58
TABC Temporary Events	231.00
TX Secretary of State	15.00
UPC Permits	1,490.00
Warehouse Utilities City Permits	0.00
Total Taxes & Permits	13,313.87
Total Rent, Taxes & Admin	217,898.20
Transfer between accounts	0.00
Total Expenses	\$648,691.62
NET OPERATING INCOME	\$ -504,281.82
Other Income	
Interest Earned	137.07
Total Other Income	\$137.07
NET OTHER INCOME	\$137.07
NET INCOME	\$ -504,144.75