

Texas Beer Company

PROFIT AND LOSS

January - December 2018

	TOTAL
Income	
Distribution Revenue	
Cases	258,756.07
Kegs	69,734.84
Total Distribution Revenue	328,490.91
Merchandise Revenue	
Merch for Distributors	472.80
Merch Online	4,351.68
Merch Revenue from Events	440.00
Total Merchandise Revenue	5,264.48
Sales of Product Income	0.00
Taproom Revenue	407,738.32
Unapplied Cash Payment Income	746.69
Uncategorized Income	
Sales	0.00
Total Uncategorized Income	0.00
Total Income	\$742,240.40
Cost of Goods Sold	
Cost of Goods	
Brewery COGs	
Chemicals & Cleaning	2,628.56
Ingredients/Canning	223,625.01
Keg Rental	14,236.94
Labor - Warehouse/Distribution	87,962.23
Supplies - Warehouse COGs	376.38
Total Brewery COGs	328,829.12
Taproom COGs	
Bar Glassware	
Pint glasses	3,129.89
Total Bar Glassware	3,129.89
Beer & Wine for Resale	72,284.91
Cost of Merchandise - COM	
Gift Cards - Blank	348.00
Hats	4,579.20
T-Shirts	300.83
Total Cost of Merchandise - COM	5,228.03
Food/Catering	66,551.32
TBC Crawfish Fest	6,489.90
Total Food/Catering	73,041.22
Supplies - Taproom	11,793.11
Total Taproom COGs	165,477.16
Total Cost of Goods	494,306.28

	TOTAL
Total Cost of Goods Sold	\$494,306.28
GROSS PROFIT	\$247,934.12
Expenses	
Business Consulting	6,413.69
Distribution	
Auto Expense & Gas	17,002.32
Labor - Self-Distribution	4,438.39
Off Site Storage	1,393.95
Supplies - Distribution	19,579.92
Tap Handles	3,037.22
Tap Line Cleaning System	23.70
Total Distribution	45,475.50
Dues and Subscriptions	125.00
Craft Brew Guild Dues	1,921.00
Total Dues and Subscriptions	2,046.00
Interest Expense	400.00
Legal & Insurance	219.69
Insurance	20,001.56
Directors & Officers	3,012.69
General Liability - Taproom	4,703.68
Property Damage for Equipment	1,449.88
Self-distribution - Auto	30.00
Self-distribution - Liability	541.25
Workers Comp	3,945.40
Total Insurance	33,684.46
Legal - Securities	47,193.00
Legal - TABC	4,886.00
Legal - Trademarks	15,480.50
Total Legal & Insurance	101,463.65
Marketing	75.00
Banners	313.92
Bar Tabs for Distribution	3,664.12
Crowdfunding	860.59
Investor Appreciation Party	860.59
Total Crowdfunding	1,721.18
Design Consulting	5,566.79
DirectTV	3,197.61
Event Sponsorship	3,162.77
Amplify Wilco Fundraiser	88.00
David Ancira Charity Fundraiser	11.00
Total Event Sponsorship	3,261.77
Events	334.40
Other Events	200.00
Private Party Equipment Rentals	40.00
Trivia	750.00
Total Events	1,324.40
Farm Road Road Signs	88.00
Flyers	670.17

	TOTAL
Koozies	2,598.56
Live Music	26,241.95
Meals and Entertainment	560.75
Misc - Marketing	349.56
Online Ads - Brand building	2,317.24
Online Ads - Crowdfunding	20,743.84
Online ads - Taproom	25,283.65
Outside Services - Sales & Marketing	220.00
Print Ads - Brandbuilding	1,566.00
Print ads - Taproom	3,750.00
Signage	300.25
Stickers	6,526.42
Tastings	299.99
Tax Exempt Donations	3,369.00
Travel	3,756.39
Total Marketing	117,766.56
Payroll	
Contract Services	825.15
Guaranteed Partner Payments	84,000.00
Staff Training & Appreciation	581.63
Taxes	15,231.30
Wages	120,513.93
Total Payroll	221,152.01
Reimbursements	2,174.03
Rent, Taxes & Admin	
Brewery Expenses	559.46
Event Sponsorships - Warehouse	316.01
Meals & Entertainment - Warehouse	1,401.36
Pest Control	270.63
Rent	61,260.00
Repairs and Maintenance	7,615.26
Small Tools and Supplies	4,153.25
Supplies - Warehouse	3,786.13
Yeast Lab Supplies	2,602.67
Total Supplies - Warehouse	6,388.80
Supplies - Warehouse Expenses	3,673.64
Utilities	30,280.63
Total Brewery Expenses	115,919.04
Office Expenses, IT & Fees	97.19
Bank Fees	392.45
Camera & Videocamera	300.00
Merchant Fees	731.07
Office Supplies	1,401.72
Phone	3,900.72
POS Credit Card Processing	8,677.29
Postage & Shipping	930.76
Software	4,680.64
Stationery & Printing	182.62
Web Domains & Server	8,504.11

	TOTAL
Total Office Expenses, IT & Fees	29,798.57
Taproom Expenses	187.46
Cintas	9,011.02
Cleaning crew	144.00
CO2 Supply	3,239.33
Rent	68,585.92
Utilities	4,014.31
Total Taproom Expenses	85,182.04
Taxes & Permits	
ASCAP/BMI Music Fees	2,185.00
Crowdfunding Fees	22,831.20
Excise Taxes	12,036.04
Misc - Taxes/Permits/Fees	569.54
Payroll Taxes	6,738.92
Permit Fees	557.23
Personal Property Taxes	4,351.84
TABC Beer & Wine Permit	2,529.00
TABC Brewing Permit	675.00
TABC Label Approval	103.76
TABC Temporary Events	693.00
UPC Permits	415.00
Total Taxes & Permits	53,685.53
Total Rent, Taxes & Admin	284,585.18
Total Expenses	\$781,476.62
NET OPERATING INCOME	\$ -533,542.50
Other Income	
Interest Earned	40.93
Total Other Income	\$40.93
NET OTHER INCOME	\$40.93
NET INCOME	\$ -533,501.57