

Black Hammer Brewing, LLC

PROFIT AND LOSS

January - December 2018

	TOTAL
Income	
4000. Gross Sales	
4100. Brewery Sales	
4106. Discounts and Comps	-2,429.00
Total 4100. Brewery Sales	-2,429.00
4200. Wholesale Sales	-160.00
4210. Sales - Bottled	9,737.38
4215. Sales - Kegged	130,579.83
Sales - Merchandise	90.00
Total 4200. Wholesale Sales	140,247.21
Total 4000. Gross Sales	137,818.21
Brewery Income	855,159.59
Sales	-920.00
Services	-6,570.00
Total Income	\$985,487.80
Cost of Goods Sold	
5000. Cost of Goods Sold	58,353.44
5010. Food COG	300.00
5020. Beer COG	
Beer Kegged	21,580.35
Beer Packaged	1,646.34
Equipment	6,589.76
Equipment Rental - COS	5,028.40
Inventory Adjustment	-17.83
Shipping, Freight & Delivery - COS	0.00
Supplies	23,603.99
Taproom Transfer	33,373.33
Work in Progress Loss	2,498.51
Total 5020. Beer COG	94,302.85
5030. Merchandise	757.94
5040. Wine COG	910.00
Total 5000. Cost of Goods Sold	154,624.23
Other Costs of Services - Catering	500.00
Retail - COGS	7,602.97
Total Cost of Goods Sold	\$162,727.20
GROSS PROFIT	\$822,760.60
Expenses	
6000. Payroll	
6030. Payroll Taxes	35,074.69
6035. Guaranteed Payments	14,833.99
6040. Payroll/HR Expenses	2,832.00
6045. Health Insurance	25,812.64
Gross Wages	400,458.29

	TOTAL
Total 6000. Payroll	479,011.61
7000. Controllable Expenses	
7100. Advertising and Marketing	20,025.88
7110. Charitable Contribution	99.82
Total 7100. Advertising and Marketing	20,125.70
7200. General & Administrative Exp.	
7210. Auto Expense	16,845.63
7215. Bank Charge	396.28
7220. Credit Card Processing Fee	2,389.61
7225. Dues and Subscriptions	1,669.90
7230. Meals and Entertainment	6,856.02
7235. Parking and Toll	1,699.43
7240. Office Expense	2,335.95
7245. Postage	430.09
7255. Cable & Internet	972.54
7256. Telephone Expense	5,256.20
7260. Interest Expense	2,636.16
7265. Technology/Software	6,539.17
7270. Travel	1,568.56
7290. Miscellaneous	695.88
Total 7200. General & Administrative Exp.	50,291.42
7300. Outside Services	190.00
7310. Accounting	5,182.15
7315. Cleaning	7,133.96
7320. Security	104.00
7325. Legal & Consulting	840.00
Total 7300. Outside Services	13,450.11
7400. Repairs and Maintenance	6,109.33
7410. Tools	572.88
Total 7400. Repairs and Maintenance	6,682.21
Total 7000. Controllable Expenses	90,549.44
8000. Non-Controllable Expenses	
8100. Occupancy	
8110. Business Insurance	23,228.90
8115. Licenses & Permits	1,783.10
8120. Rent or Lease of Buildings	127,735.66
Total 8100. Occupancy	152,747.66
8200. Taxes	6,729.65
8210. Excise Taxes	17,137.47
Total 8200. Taxes	23,867.12
8300. Utilities	32,236.91
8310. Trash	8,296.83
Total 8300. Utilities	40,533.74
Total 8000. Non-Controllable Expenses	217,148.52
Keg Deposit Refund	160.00
Purchases	659.63
Website	31.16
Total Expenses	\$787,560.36

	TOTAL
NET OPERATING INCOME	\$35,200.24
Other Income	
8500. Other Income	
8510. Interest Income	8.14
Total 8500. Other Income	8.14
Total Other Income	\$8.14
Other Expenses	
9000. Other Expenses	
9010. Depreciation Expense	129,731.14
9015. Amortization Expense	123.00
9020. Investor Interest Expense	14,409.00
9021. Eugenio Jarosiewicz	3,202.00
9022. Gabriel Schine	3,202.00
Total 9020. Investor Interest Expense	20,813.00
Total 9000. Other Expenses	150,667.14
Penalty	537.31
Total Other Expenses	\$151,204.45
NET OTHER INCOME	\$ -151,196.31
NET INCOME	\$ -115,996.07