

Municipal Winemakers / Potek Winery

Profit and Loss

January - December 2022

	TOTAL
Income	
4100 Muni Wine Sales	802,476.17
4200 Potek Wine Sales	409,795.10
4250 Nowadays Wine Sales	171,806.76
4260 January Drink Sales	9,127.89
4300 Non Wine Sales	95,541.17
4400 Events Income	35,254.81
4500 Grapes Crush Processing Income	23,455.57
4510 Bottling Income	1,276.80
4600 Samples & Billbacks	-1,882.71
4994 Sales Discounts	-50.81
Total Income	\$1,546,800.75
Cost of Goods Sold	
5000 Cost of Goods Sold	294,017.28
Total Cost of Goods Sold	\$294,017.28
GROSS PROFIT	\$1,252,783.47
Expenses	
6000 General and Administrative	24,924.81
6050 Automobile Expense	42,576.09
6080 Insurance	21,438.02
6100 Banking and Interest Expenses	114,790.12
6200 Professional Fees	19,421.06
6240 Repairs and Maintenance	3,492.96
6270 Occupancy	235,346.02
6300 Taxes	13,564.04
6400 Payroll Expenses*OE	610,381.34
6510 Muni SB Expenses	8,406.15
6520 Potek Expenses	53,073.72
6600 Production Expenses	134,598.68
6700 Sales and Marketing	272,575.88
6800 Professional Development	4,560.15
Total Expenses	\$1,559,149.04
NET OPERATING INCOME	\$ -306,365.57
Other Income	
7001 Gain on sale	6,000.05
7015 Interest Income	19.72
7035 Other Income	243.80
Employee Retention Tax Credit	63,924.81
Total Other Income	\$70,188.38
Other Expenses	
6416 Tips Payable Other Expense	0.00
Total Other Expenses	\$0.00
NET OTHER INCOME	\$70,188.38

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Profit and Loss

January - December 2022

	TOTAL
NET INCOME	\$ -236,177.19

Municipal Winemakers / Potek Winery

Balance Sheet

As of December 31, 2022

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1004 MM Montecito Bank & Trust	1.41
1005 Montecito Bank Checking	-36,638.06
1006 MBT Money Market 1822	0.00
1007 Banner Checking (1916)	234.07
1017 Muni Cash Drawer	1,002.88
1018 Potek Cash Drawer	1,297.82
1019 Barter Bank Account	0.00
1022 Gift Certificate Receiving Account	0.00
1033 Credit Card Holding Account Shopify	10,021.29
1034 PayPal Bank	231.74
1035 Paypal Holding	0.00
1036 Bloom Holding Account Stripe	-262.51
Charles Schwab High Interest Savings	174,985.00
Journal Entry	0.00
Total Bank Accounts	\$150,873.64
Accounts Receivable	
1100 Accounts Receivable	10,867.70
Total Accounts Receivable	\$10,867.70
Other Current Assets	
1120 Inventory Asset	541,649.56
12000 Undeposited Funds	0.00
Total Other Current Assets	\$541,649.56
Total Current Assets	\$703,390.90
Fixed Assets	
1500 Fixed Assets & Leasehold Imp	871,422.53
Accumulated Depre & Amort	-503,918.00
Total Fixed Assets	\$367,504.53
Other Assets	
1650 Loan Fees	6,341.79
1800 Sales Tax Deposit	1,000.00
1820 Security Deposits	19,652.35
Total Other Assets	\$26,994.14
TOTAL ASSETS	\$1,097,889.57
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Accounts Payable	120,339.62
Total Accounts Payable	\$120,339.62
Credit Cards	

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Balance Sheet

As of December 31, 2022

	TOTAL
2003 Mileage Plus Visa 8347	50,500.03
2004 Amex 4-81004	0.00
2005 Amex Delta Reserve Credit Card	12,841.13
2006 Amex Bus Platinum Credit card (51002)	32,214.21
2054 Chase Ink 8652	0.00
EE CC Foehl (2507)	129.83
EE CC Garrity (1714)	14.99
EE CC Puttmann (6806)	208.21
EE CC Stolzechner (0072)	0.00
Total Credit Cards	\$95,908.40
Other Current Liabilities	
2015 Gift Cards	12,932.03
2022 Tips Payable	2,041.02
2070 Event Deposits	2,349.00
2082 Direct Deposit Payable	0.00
2083 Accrued Other	240.86
2084 Accrued Workers Comp	0.00
2114 Kabbage Loan	0.00
24000 Payroll Liabilities	7,015.89
25500 Sales Tax Payable	21,749.42
25501 State Board of Equalization Payable	0.00
De Lage Financing	7,513.76
Illinois Dept of Revenue Payable	0.00
Line of Credit MBT	0.00
Oklahoma Department of Revenue Payable	0.00
Out Of Scope Agency Payable	0.00
Total Other Current Liabilities	\$53,841.98
Total Current Liabilities	\$270,090.00
Long-Term Liabilities	
2061 MBT Loan	0.00
2100*OE Startup Loan to DP	35,000.00
2112 Shopify Capital	62,137.13
2113 Notes Payable Ford F150	56,509.28
Banner Loan 9.14.2022	352,116.54
Meridian Financing	58,531.32
Other Long Term Liabilities	0.00
SBA Loan	500,000.00
Total Long-Term Liabilities	\$1,064,294.27
Total Liabilities	\$1,334,384.27
Equity	
30000 Opening Balance Equity	0.00
3001 Owner's Capital	15,299.96
3005 Owner's Draw	-224,037.40
3050 Paid in Capital	19,121.00

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Balance Sheet

As of December 31, 2022

	TOTAL
32000 Retained Earnings	189,298.93
Net Income	-236,177.19
Total Equity	\$ -236,494.70
TOTAL LIABILITIES AND EQUITY	\$1,097,889.57

Municipal Winemakers / Potek Winery

Statement of Cash Flows

January - December 2022

	TOTAL
OPERATING ACTIVITIES	
Net Income	-236,177.19
Adjustments to reconcile Net Income to Net Cash provided by operations:	
1100 Accounts Receivable	11,921.12
1350 Inventory Asset:Logo T Shirts & Other Merch	-373.56
FJ1000 Inventory Asset:Finished Goods:FG January Bottled	-1,324.86
FM1000 Inventory Asset:Finished Goods:FG Muni Bottled Wine	-8,640.13
FN1000 Inventory Asset:Finished Goods:FG Nowadays Bottled Wine	-23,370.20
FP1000 Inventory Asset:Finished Goods:FG Potek Bottled Wine	-15,705.67
FP18DMGN Inventory Asset:Finished Goods:SHINERS Potek 2018 Demetria Grenache (deleted)	4,715.13
FP18KMSY Inventory Asset:Finished Goods:SHINERS Potek 2018 Kimsey Syrah (deleted)	3,098.17
FP19BNSY Inventory Asset:Finished Goods:SHINERS Potek 2019 Bien Nacido Syrah (deleted)	7,347.72
FP19CVPN Inventory Asset:Finished Goods:SHINERS Potek 2019 Chene Pinot Noir (deleted)	4,452.84
FP19DMGN Inventory Asset:Finished Goods:SHINERS Potek 2019 Demetria Grenache (deleted)	5,644.98
FP19RLVPN Inventory Asset:Finished Goods:SHINERS Potek 2019 RLV Pinot Noir (deleted)	4,077.93
FP19TAGN Inventory Asset:Finished Goods:SHINERS Potek 2019 Tierra Alta Grenache (deleted)	2,470.81
FP20KOWR Inventory Asset:Finished Goods:SHINERS Potek 2020 Kick On Reisling (deleted)	1,441.71
Inventory Asset:WIP:2022 Grapes:2022 Chene Vineyard Pinot Noir	-4,855.50
W1330 Inventory Asset:WIP:Glass	-20,655.45
W1335 Inventory Asset:WIP:Labels	-3,037.52
W1340 Inventory Asset:WIP:Corks & Screwcaps	-4,728.85
W17HBPN Inventory Asset:WIP:2017 Grapes:2017 Hilliard Bruce Pinot Noir	427.29
W17KOPN Inventory Asset:WIP:2017 Grapes:2017 Kick On Pinot Noir	229.01
W17RVPN Inventory Asset:WIP:2017 Grapes:2017 Rancho La Vina Pinot Noir	653.46
W17SBPN Inventory Asset:WIP:2017 Grapes:2017 Sanford Pinot Noir	577.02
W19TAGN Inventory Asset:WIP:2019 Grapes:2019 Tierra Alta Grenache (deleted)	783.93
W20BNSY Inventory Asset:WIP:2020 Grapes:2020 Bien Nacido Syrah	1,398.26
W20DMGN Inventory Asset:WIP:2020 Grapes:2020 Demetria Grenache	5,323.62
W20KOWR Inventory Asset:WIP:2020 Grapes:2020 Kick On Riesling	1,326.79
W20SBPN Inventory Asset:WIP:2020 Grapes:2020 S&B Pinot Noir	2,371.85
W20TASY Inventory Asset:WIP:2020 Grapes:2020 Tierra Alta Syrah	779.30
W21BNCH Inventory Asset:WIP:2021 Grapes:2021 Bien Nacido Chardonnay	7,598.67
W21BNSY Inventory Asset:WIP:2021 Grapes:2021 Bien Nacido Syrah	1,859.51
W21CHPN Inventory Asset:WIP:2021 Grapes:2021 Chene Vineyard Pinot Noir	1,433.25
W21DMCN Inventory Asset:WIP:2021 Grapes:2021 Demetria Vineyard Cinsault	1,262.50
W21DMGN Inventory Asset:WIP:2021 Grapes:2021 Demetria Grenache	945.28
W21DMSY Inventory Asset:WIP:2021 Grapes:2021 Demetria Syrah	8,336.44
W21FCGM Inventory Asset:WIP:2021 Grapes:2021 French Camp Gamay	3,629.63
W21FPCO Inventory Asset:WIP:2021 Grapes:2021 Fess Parker Counoise	4,525.50
W21FPSG Inventory Asset:WIP:2021 Grapes:2021 Fess Parker Sangiovese	489.60
W21FPVR Inventory Asset:WIP:2021 Grapes:2021 Fess Parker Vermentino	3,255.75
W21GA Inventory Asset:WIP:2021 Grapes:2021 Galleano Alicante	3,964.28
W21GP Inventory Asset:WIP:2021 Grapes:2021 Galleano Palomino	825.00
W21GZ Inventory Asset:WIP:2021 Grapes:2021 Galleano Zinfandel	6,775.00
W21KOPN Inventory Asset:WIP:2021 Grapes:2021 Kick On Pinot Noir	4,102.88

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January - December 2022

	TOTAL
W21KOWR Inventory Asset:WIP:2021 Grapes:2021 Kick On White Reisling	15,923.30
W21RIOPN Inventory Asset:WIP:2021 Grapes:2021 Rio Vista Pinot Noir	5,505.50
W21RLVPN Inventory Asset:WIP:2021 Grapes:2021 Rancho La Vina Pinot Noir	9,168.21
W21SBCH Inventory Asset:WIP:2021 Grapes:2021 S&B Chardonnay	3,772.72
W21SBPN Inventory Asset:WIP:2021 Grapes:2021 S&B Pinot Noir	7,488.00
W21SGAR Inventory Asset:WIP:2021 Grapes:2021 Sanger Vineyard Arneis	3,264.30
W21SGPS Inventory Asset:WIP:2021 Grapes:2021 Sanger Vineyard Petit Syrah	5,779.35
W21SGSG Inventory Asset:WIP:2021 Grapes:2021 Sanger Vineyard Sangiovese	2,731.05
W21TAGG Inventory Asset:WIP:2021 Grapes:2021 Tierra Alta Grenache Gris	3,479.18
W21TASY Inventory Asset:WIP:2021 Grapes:2021 Tierra Alta Syrah	4,949.97
W22BNCH Inventory Asset:WIP:2022 Grapes:2022 Bien Nacido Chardonnay	-4,810.50
W22BNSY Inventory Asset:WIP:2022 Grapes:2022 Bien Nacido Syrah	-13,028.94
W22DMGN Inventory Asset:WIP:2022 Grapes:2022 Demetria Grenach	-2,970.00
W22DMSY Inventory Asset:WIP:2022 Grapes:2022 Demetria Syrah	-3,120.00
W22FCV Inventory Asset:WIP:2022 Grapes:2022 French Camp Valdigue	-8,401.05
W22FPAL Inventory Asset:WIP:2022 Grapes:2022 Fess Parker Alvarahao	-3,837.50
W22FPCO Inventory Asset:WIP:2022 Grapes:2022 Fess Parker Counoise	-4,728.00
W22FPGN Inventory Asset:WIP:2022 Grapes:2022 Fess Parker Grenache	-9,276.00
W22FPSG Inventory Asset:WIP:2022 Grapes:2022 Fess Parker Sangiovese	-4,647.00
W22FPVER Inventory Asset:WIP:2022 Grapes:2022 Fess Parker Vermentino	-5,208.30
W22GAB Inventory Asset:WIP:2022 Grapes:2022 Galleano Alicante Bouschet	-4,000.00
W22GP Inventory Asset:WIP:2022 Grapes:Galleano 2022 Palomino	-3,700.00
W22GZ Inventory Asset:WIP:2022 Grapes:Galleano 2022 Zinfandel	-7,878.79
W22KOPN Inventory Asset:WIP:2022 Grapes:2022 Kick On Pinot Noir	-16,387.50
W22KOWR Inventory Asset:WIP:2022 Grapes:2022 Kick On Riesling	-19,811.80
W22RACH Inventory Asset:WIP:2022 Grapes:2022 La Rinconada Chardonnay	-3,573.49
W22RLVPN Inventory Asset:WIP:2022 Grapes:2022 Rancho La Vina Pinot Noir	-7,792.66
W22SBPN Inventory Asset:WIP:2022 Grapes:2022 Sanford and Benedict Pinot Noir	-7,896.40
W22SGSG Inventory Asset:WIP:2022 Grapes:2022 Sanger Sangiovese	-4,555.50
W22TACB Inventory Asset:WIP:2022 Grapes:2022 Tierra Alta Chenin Blanc	-4,172.50
W22TACN Inventory Asset:WIP:2022 Grapes:2022 Tierra Alta Cinsault	-672.00
W22TACO Inventory Asset:WIP:2022 Grapes:2022 Tierra Alta Counoise	-1,635.20
W22TAGG Inventory Asset:WIP:2022 Grapes:2022 Tierra Alta Grenache Gris	-3,120.00
W22TAGN Inventory Asset:WIP:2022 Grapes:2022 Tierra Alta Grenache	-4,706.80
W22TAMV Inventory Asset:WIP:2022 Grapes:2022 Tierra Alta Mourvedre	-487.20
W22TAPS Inventory Asset:WIP:2022 Grapes:2022 Tierra Alta Petit Syrah	-3,502.80
W22TASY Inventory Asset:WIP:2022 Grapes:2022 Tierra Alta Syrah	-8,244.60
W3000 Inventory Asset:WIP:Bulk Wine Purchased	-1,200.00
WTOP Inventory Asset:WIP:Topping Blend	8.86
2000 Accounts Payable	59,145.63
2003 Mileage Plus Visa 8347	50,111.93
2004 Amex 4-81004	0.00
2005 Amex Delta Reserve Credit Card	-5,079.00
2006 Amex Bus Platinum Credit card (51002)	32,214.21
2054 Chase Ink 8652	-338.84

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Statement of Cash Flows

January - December 2022

	TOTAL
EE CC Foehl (2507)	129.83
EE CC Garrity (1714)	14.99
EE CC Puttmann (6806)	208.21
EE CC Stolzlechner (0072)	0.00
2015 Gift Cards	4,384.77
2017 Gift Cards:Gift Cards Sold	0.00
2022 Tips Payable	43.76
2072 Event Deposits:MSB Event Deposit	-1,531.62
2073 Event Deposits:PK Event Deposit	-1,571.31
2082 Direct Deposit Payable	0.00
2083 Accrued Other	240.86
2084 Accrued Workers Comp	772.93
2114 Kabbage Loan	0.00
25500 Sales Tax Payable	6,838.15
25501 State Board of Equalization Payable	0.00
De Lage Financing	-6,275.36
Line of Credit MBT	-95,000.00
Payroll Liabilities:Anthem	0.00
Payroll Liabilities:CA PIT / SDI	-119.24
Payroll Liabilities:CA SUI / ETT	57.97
Payroll Liabilities:Federal Taxes (941/944)	-292.95
Payroll Liabilities:Federal Unemployment (940)	119.67
Payroll Liabilities:FTB 2018	0.00
Payroll Liabilities:Lively HSA	0.00
Payroll Liabilities:Retirement	0.00
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	-31,867.01
Net cash provided by operating activities	\$ -268,044.20
INVESTING ACTIVITIES	
1375 Accumulated Depre & Amort:Accumulated Depreciation	-33,359.00
1400 Fixed Assets & Leasehold Imp:Ventura Building	-31,171.57
1613 Fixed Assets & Leasehold Imp:Leasehold Improvements - Haley:Building Fixture	-3,103.73
1630 Fixed Assets & Leasehold Imp:Logo Glassware	-1,256.60
1635 Fixed Assets & Leasehold Imp:Winery Equipment	-5,213.42
1640 Fixed Assets & Leasehold Imp:Winery Equipment:Wine Testing Laboratory	-29,366.12
1680 Fixed Assets & Leasehold Imp:Software	-19.99
1681 Fixed Assets & Leasehold Imp:Vehicles - Chev Silverado	33,358.95
1684 Fixed Assets & Leasehold Imp:Vehicle - 2021 Ford F150	-81,111.18
Net cash provided by investing activities	\$ -151,242.66
FINANCING ACTIVITIES	
2112 Shopify Capital	62,137.13
2113 Notes Payable Ford F150	56,509.28
Banner Loan 9.14.2022	352,116.54
Meridian Financing	26,281.88
30000 Opening Balance Equity	0.00

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Statement of Cash Flows

January - December 2022

	TOTAL
3001 Owner's Capital	15,300.00
3005 Owner's Draw	-71,254.43
Net cash provided by financing activities	\$441,090.40
NET CASH INCREASE FOR PERIOD	\$21,803.54
Cash at beginning of period	129,070.10
CASH AT END OF PERIOD	\$150,873.64