

# ABC Brewery - Income Statement

YEAR: 2

SUMMARY													
Month	1	2	3	4	5	6	7	8	9	10	11	12	Year 2
<b>SALES</b>	\$2500	\$6000	\$6700	\$7400	\$8100	\$12300	\$13700	\$14800	\$15900	\$17000	\$18100	\$19200	\$141700
<b>COST OF GOODS SOLD</b>	\$625	\$1500	\$1675	\$1860	\$2025	\$3075	\$3425	\$3700	\$3975	\$4250	\$4525	\$4800	\$35435
<b>OPERATING EXPENSES</b>	\$15325	\$9000	\$9035	\$9080	\$9105	\$9815	\$9385	\$9440	\$9495	\$9550	\$9605	\$9660	\$118495
<b>EBITDA</b>	(\$13450)	(\$4500)	(\$4010)	(\$3540)	(\$3030)	(\$590)	\$890	\$1660	\$2430	\$3200	\$3970	\$4740	(\$12230)
<b>NET INCOME</b>	(\$14596)	(\$5729)	(\$5228)	(\$4746)	(\$4224)	(\$1998)	(\$506)	\$276	\$1059	\$1841	\$2623	\$3406	(\$27821)

## SALES

Month	1	2	3	4	5	6	7	8	9	10	11	12	Year 2
Brewery	2500	6000	6700	7400	8100	12300	13700	14800	15900	17000	18100	19200	<b>141700</b>
<b>TOTAL</b>	<b>\$2500</b>	<b>\$6000</b>	<b>\$6700</b>	<b>\$7400</b>	<b>\$8100</b>	<b>\$12300</b>	<b>\$13700</b>	<b>\$14800</b>	<b>\$15900</b>	<b>\$17000</b>	<b>\$18100</b>	<b>\$19200</b>	<b>\$141700</b>

## COST OF GOODS SOLD

Month	1	2	3	4	5	6	7	8	9	10	11	12	Year 2
Ingredients	250	600	670	740	810	1230	1370	1480	1590	1700	1810	1920	<b>14170</b>
Production Labor Wages	250	600	670	740	810	1230	1370	1480	1590	1700	1810	1920	<b>14170</b>
Keg, Growler, Bottle, Can Costs	125	300	335	380	405	615	685	740	795	850	905	960	<b>7095</b>
<b>TOTAL</b>	<b>\$625</b>	<b>\$1500</b>	<b>\$1675</b>	<b>\$1860</b>	<b>\$2025</b>	<b>\$3075</b>	<b>\$3425</b>	<b>\$3700</b>	<b>\$3975</b>	<b>\$4250</b>	<b>\$4525</b>	<b>\$4800</b>	<b>\$35435</b>

## GROSS MARGIN

Month	1	2	3	4	5	6	7	8	9	10	11	12	Year 2
Gross Margin	1875	4500	5025	5540	6075	9225	10275	11100	11925	12750	13575	14400	<b>106265</b>
Percent	75%	75%	75%	75%	75%	75%	75%	75%	75%	75%	75%	75%	<b>900%</b>

## OPERATING EXPENSES

Month	1	2	3	4	5	6	7	8	9	10	11	12	Year 2
Accounting	100	100	100	100	100	100	100	100	100	100	100	100	<b>1200</b>
Advertising	200	200	200	200	200	200	200	200	200	200	200	200	<b>2400</b>

Delivery And Freight	125	300	335	380	405	615	685	740	795	850	905	960	<b>7095</b>
Equipment Rent	500	500	500	500	500	500	500	500	500	500	500	500	<b>6000</b>
Insurance	5000	0	0	0	0	0	0	0	0	0	0	0	<b>5000</b>
Janitorial	300	300	300	300	300	300	300	300	300	300	300	300	<b>3600</b>
Legal And Professional	500	0	0	0	0	500	0	0	0	0	0	0	<b>1000</b>
Meals And Entertainment	0	0	0	0	0	0	0	0	0	0	0	0	<b>0</b>
Office Expense	100	100	100	100	100	100	100	100	100	100	100	100	<b>1200</b>
Permits And Fees	500	0	0	0	0	0	0	0	0	0	0	0	<b>500</b>
Security	100	100	100	100	100	100	100	100	100	100	100	100	<b>1200</b>
Telephone	100	100	100	100	100	100	100	100	100	100	100	100	<b>1200</b>
Tools	500	0	0	0	0	0	0	0	0	0	0	0	<b>500</b>
Travel	200	200	200	200	200	200	200	200	200	200	200	200	<b>2400</b>
Utilities	1100	1100	1100	1100	1100	1100	1100	1100	1100	1100	1100	1100	<b>13200</b>
Wages/Salaries	3000	3000	3000	3000	3000	3000	3000	3000	3000	3000	3000	3000	<b>36000</b>
Rent	3000	3000	3000	3000	3000	3000	3000	3000	3000	3000	3000	3000	<b>36000</b>
<b>TOTAL</b>	<b>\$15325</b>	<b>\$9000</b>	<b>\$9035</b>	<b>\$9080</b>	<b>\$9105</b>	<b>\$9815</b>	<b>\$9385</b>	<b>\$9440</b>	<b>\$9495</b>	<b>\$9550</b>	<b>\$9605</b>	<b>\$9660</b>	<b>\$118495</b>

## EBITDA

Month	1	2	3	4	5	6	7	8	9	10	11	12	Year 2
<b>EBITDA</b>	<b>(\$13450)</b>	<b>(\$4500)</b>	<b>(\$4010)</b>	<b>(\$3540)</b>	<b>(\$3030)</b>	<b>(\$590)</b>	<b>\$890</b>	<b>\$1660</b>	<b>\$2430</b>	<b>\$3200</b>	<b>\$3970</b>	<b>\$4740</b>	<b>(\$12230)</b>

Loan Interest Expense	563	646	634	622	610	598	586	574	562	549	537	524	<b>7007</b>
Income Tax	0	0	0	0	0	0	0	0	0	0	0	0	<b>0</b>
Depreciation Expense	(583)	(583)	(583)	(583)	(583)	(810)	(810)	(810)	(810)	(810)	(810)	(810)	<b>(8583)</b>
<b>NET INCOME</b>													
Month	1	2	3	4	5	6	7	8	9	10	11	12	<b>Year 2</b>
<b>TOTAL</b>	<b>(\$14596)</b>	<b>(\$5729)</b>	<b>(\$5228)</b>	<b>(\$4746)</b>	<b>(\$4224)</b>	<b>(\$1998)</b>	<b>(\$506)</b>	<b>\$276</b>	<b>\$1059</b>	<b>\$1841</b>	<b>\$2623</b>	<b>\$3406</b>	<b>(\$27821)</b>