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## ANNUAL REPORT

April 2018



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## BAT COUNTRY, LLC

This Annual Report (this “**Disclosure**”) is furnished with respect to the certain securities (“**Securities**”) offered and sold by Bat Country, LLC, a California limited liability company (“**The Payback**” or the “**Issuer**”) through the crowdfunding portal available at [www.nextseed.com](http://www.nextseed.com) and each subdomain thereof (the “**Portal**”) and operated by NextSeed US LLC, a Delaware limited liability company (“**NextSeed**”), in reliance on the exemption from registration pursuant to Section 4(a)(6) (the “**4(a)(6) Exemption**”) of the U.S. Securities Act of 1933 (the “**Securities Act**”) and the regulations promulgated with respect thereto (“**Regulation Crowdfunding**”).

The Securities may not be transferred by any investor during the one-year period beginning when the Securities are issued, unless the Securities are transferred: (i) to the Issuer; (ii) to an “accredited investor” as defined in Rule 501(a) of Regulation D; (iii) as part of an offering registered with the SEC; or (iv) to a member of the family of the investor or the equivalent, to a trust controlled by the investor, to a trust created for the benefit of a member of the family of the investor or the equivalent, or in connection with the death or divorce of the investor or other similar circumstance. In addition, there is no ready market for the sale of the Securities and it may be difficult or impossible for an investor to sell or otherwise dispose of the Securities. Furthermore, the investors are not permitted to assign the Securities without the Issuer’s prior written consent.

No person other than the Issuer has been authorized to provide prospective investors with any information concerning the Issuer or the Offering or to make any representation not contained in this Disclosure.

The Securities have not been recommended or approved by any federal or state securities commission or regulatory authority. Furthermore, these authorities have not passed upon the accuracy or adequacy of this document. The U.S. Securities and Exchange Commission (the “**SEC**”) does not pass upon the merits of any Securities offered or the terms of the Offering, nor does it pass upon the accuracy or completeness of any offering document or literature, including this Disclosure. These Securities are offered under the 4(a)(6) Exemption; however, the SEC has not made an independent determination that the Securities are exempt from registration. Investors should not construe the contents of this Disclosure as legal, business, tax, accounting, regulatory, investment or other advice, and should consult their own advisors concerning the Securities.

Certain information contained in this Disclosure constitute “forward-looking statements” that can be identified by the use of forward-looking terminology such as “may,” “will,” “should,” “expect,” “anticipate,” “estimate,” “intend,” “continue,” or “believe” or the negatives or variations thereof. Furthermore, any forecasts or other estimates in this Disclosure, including estimates of returns or performance, are “forward-looking statements” and are based upon certain assumptions that may change. Due to various risks and uncertainties, actual events or results or the actual performance of the Securities may differ materially from those contemplated in such forward-looking statements. Moreover, actual events are difficult to project and often depend upon factors that are beyond the control of the Issuer or the Portal. Neither the delivery of this Disclosure at any time nor any sale hereunder shall under any circumstances create an implication that the information contained herein is correct as of any time after the earlier of the relevant date specified herein or the date of this Disclosure.

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TABLE OF CONTENTS

---

I. SUMMARY OF BUSINESS.....6

II. DESCRIPTION OF BUSINESS CAPITALIZATION .....8

III. KEY PERSONS .....10

IV. RISK FACTORS .....11

V. CERTAIN LEGAL MATTERS AND TAX CONSIDERATIONS .....22

APPENDIX A FINANCIAL STATEMENTS & OFFICER CERTIFICATION

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## I.SUMMARY OF BUSINESS

### SUMMARY OF ISSUER'S LEGAL STATUS

<b>Name of Issuer</b>	Bat Country, LLC "The Payback"
<b>Legal Status of Issuer</b>	Limited liability company
<b>Jurisdiction of Organization</b>	CA
<b>Date of Incorporation</b>	April 14, 2015
<b>Physical Address of Issuer</b>	4071 Waterhouse Rd Oakland CA 94602
<b>Number of Employees</b>	0

### SUMMARY OF ISSUER'S BUSINESS PLAN

The Payback will feature a unique business model that allows it to capitalize both on daytime and evening foot-traffic. During the weekdays, The Payback will be open during lunch hours, featuring a select lunch menu to provide refreshing and convenient options for working professionals in the downtown area. Evenings and weekends will feature a full kitchen along with a best-in-class bar, providing patrons with an upscale yet relaxing way to catch up with friends and colleagues. Additionally, game tables (with minimal maintenance cost) utilized by patrons will give The Payback another revenue stream beyond food and beverage sales. Lastly, due to the large size of The Payback and uniquely central location to various corporations, additional revenue streams will be available via opportunities to rent out the space for private events.

With the heavy increase in companies and employees moving into Oakland over the past decade, there's a tremendous demand for lunch options. The Payback will be open from noon to 3pm to serve lunch to the local professional workforce. Every restaurant and cafe in the immediate vicinity has heavy traffic during the traditional peak lunch break hours.

Frequently, take-out lunches are a fact of life for many of these individuals and therefore an added component of The Payback's midday service. A quality take-away program will allow The Payback to increase sales far beyond the physical capacity of tables and chairs in the space. Many nearby restaurants succeed with limited hours that exclusively support lunch, but The Payback's overall concept extends far beyond this.

The bar program will carry weekday business from post-business hours through the end of the night. The Payback expects the first happy hour push to take place at 5pm as many workers flow from local buildings looking for a social environment or a nice cocktail with which to wind down. The Payback is located one block from a major transportation BART hub at 19th street, so a secondary busy happy hour period will be seen as local residents who work across the bay in San Francisco climb the stairs exiting the station. Weekend evening business is expected to be strong in this bar-hopping neighborhood, and in addition to a customary weekend party crowd, the draw of major national and international bands performing at the nearby Fox Theater and attendees of the monthly First Friday street fair celebration will add to the business's numbers. The kitchen is expected to shift focus away from a full meal service concept at this time, moving to a creative shared plate and small bite concept. Leaning on items with bigger margins, the goal here is to keep patrons satiated and promote an extended stay at the bar, while limiting the expense of an over-staffed kitchen on payroll.

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Finally, game tables give The Payback another big revenue source in various capacities. Most obvious is the \$12 to \$16 per hour charged for table rental. Aside from annual table maintenance at approximately \$400, little needs to be spent by The Payback to support this revenue stream. The soft revenue brought in from this direction is driven by the increased customer draw the tables provide as well as the reflected bump in liquor revenue.

The Payback intends to establish a house-bottled cocktail program with an eye toward serving the mezzanine pool tables. The benefits of pre-batched and aged house cocktails are two-fold. Aging can soften a cocktail's sharpness adding layers of flavor, but also provide a more streamlined effect on labor. If customers can purchase a large cocktail bottle for all the players at a table then time spent mixing cocktails can be reduced, allowing a greater number of patrons to be served quickly and efficiently.

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## II.DESCRPTION OF BUSINESS CAPITALIZATION

### OVERVIEW

The Payback was formed on April 14, 2015. Sky Wegman, as the managing member of the Issuer, controls the business affairs of the Issuer and owns 60% of the economic interests of the Issuer.

Originally, the Issuer anticipated the total cost of the project to be approximately \$1,200,000. The Issuer raised \$169,700 from the Regulation Crowdfunding offering in Summer of 2017, and the Issuer raised a total of \$1,077,250 in equity through a private offering that closed in February of 2018. The Issuer also received tenant improvement of \$150,000 and for a grant from the city of Oakland of \$50,000.

As of February 2018, the Issuer has completed the financing and is in the midst of final construction, including installment of kitchen and bar equipment, wrapping up bathroom fixtures, installment of new flooring, purchasing furniture and completing the sound system. The Issuer is conservatively targeting an opening date in May.

### EXISTING SECURITIES AS OF END OF 2017

Class of Security	Securities (or Amount) Authorized	Securities (or Amount) Outstanding	Voting Rights	Other Rights
Preferred Interests	30% of the total membership interests	1310000	In limited circumstances as set forth in the Operating Agreement, based on percentage interests of each member's membership interest	As set forth in the governing operation agreement of the Issuer (" <b>Operating Agreement</b> ")
Common Interests	70%	0	In limited circumstances as set forth in the Operating Agreement, based on percentage interests of each member's membership interest	As set forth in the Operating Agreement
NextSeed Notes	\$400,000	\$169,700	None	Set forth in the note purchase agreement among the Issuer and the Investors

### Previous Exempt Offerings



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Date of Offering	Exemption Relied Upon	Securities Offered	Amount Sold	Use of Proceeds
March ~ June 2017	Section 4(a)(6)	\$150,000 ~ \$400,000	\$169,700	Buildout of the new bar and eatery, working capital and additional décor.
April 2015 ~ February 2018	Regulation D	Preferred Interests	\$1,077,250	Buildout of the business

#### **MATERIAL TERMS OF ANY INDEBTEDNESS AS OF END OF 2017**

The Issuer does not have any long-term indebtedness other than the NextSeed Notes and the loans from the managing member as described in Section VII.

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### III.KEY PERSONS

Sky Wegman

Founder & Principal Owner, April 2015 ~ Present

Sky has 19 years' of experience in the local bar & restaurant industry. His experience starting and managing restaurants in this space has given him insight on how to create unique, profitable, and sustainable establishments. Since 2007 he has been a principal partner at 83 Proof, followed by The Dogpatch Saloon (November 2012) and Hopwater Distribution (early 2013).

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## IV. RISK FACTORS

### *Business Risks*

The Issuer's success depends on its brand perception, in part, upon the popularity of their establishment and the customer's experience. The Issuer intends to reinforce and extend positive brand perception, including by providing a training program for its employees to ensure a high quality of customer service. Any shortcomings in the Issuer's brand building initiatives or business incidents that diminish customer perceptions of the Issuer's brand could negatively impact revenues. If the Issuer overestimates the demand for its business or underestimates the popularity of its competition, the Issuer may not fully realize its anticipated revenue. The Issuer's business, financial condition and results of operations depends in part on the Issuer's ability to anticipate, identify and respond to changing consumer preferences. Any failure by the Issuer to anticipate and respond to changing customer preferences could make the Issuer's business less appealing and adversely affect business. If the Issuer does not achieve a certain level of revenue, the financial performance will be seriously and negatively impacted, in which case there may be serious adverse financial consequences for the Investors.

### *Reputational Risks*

Adverse publicity concerning restaurants & bars and the business could damage the Issuer's brand and negatively affect the future success of the business. This can take different forms, such as word-of-mouth criticisms, web blogs, social media websites, and other Internet-based communications that allow individuals access to a broad audience of consumers and other interested persons. Many social media platforms immediately publish the content their subscribers and participants can post, often without filters or checks on accuracy of the content posted. There is significant opportunity for dissemination of information, including inaccurate information. Information about the Issuer's business may be posted on such platforms at any time, and may be adverse or inaccurate, either of which may harm the business and the Issuer's financial performance. The harm may be immediate without affording the Issuer an opportunity for redress or correction.

### *Competition Risks*

The market for restaurants & bars is competitive and the Issuer may need to compete with other established competitors. The Issuer competes with these other businesses on the basis of quality and price of products and/or services offered, atmosphere, location and overall customer experience. While the Issuer is unaware of a business operation similar to The Payback in the San Francisco Bay Area, the aggressive resurgence of fast casual type operations in recent months due to their national popularity will likely result in competition arising shortly after the commencement of the Issuer's operations. The entrance of new competitors into the Issuer's markets could reduce revenue and operating margins. Some competitors may have greater financial and other resources, greater name recognition, more experience in the business and/or better presence in the planned markets. Any inability to compete successfully with competitors, shifts in consumer preferences away from restaurants & bars or the Issuer's inability to develop new products or services that appeal to consumers may negatively affect revenues.

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### ***Management Risks***

Any operational growth experienced by the Issuer will place additional demands on the Issuer's administrative, management and financial resources. If the Issuer's management does not effectively manage growth, the Issuer's operations and financial condition may be negatively impacted. The timing and extent of future growth depends, in part, on the Issuer's ability to manage its organizational structure and financial resources.

### ***Personnel Risks***

The success of the business is heavily dependent on the judgment and ability of the members of the Issuer's leadership. If they are unable to attend to the business for health or personal reasons for an extended period of time, the business may suffer. If members of the Issuer's leadership team or other key management personnel leave, the Issuer may have difficulty replacing them, and the business may suffer. There can be no assurance that the Issuer will be able to successfully attract and retain the leadership team and other key management personnel needed.

### ***Labor Supply Risks***

A primary component of the Issuer's operations is labor. The Issuer competes with other employers in the market for hourly workers and may be subject to higher labor costs as a result of such competition. The Issuer devotes significant resources to recruiting and training team members, as its success depends, in part, upon its ability to attract, motivate and retain qualified employees in restaurants & bars industry, including chefs and bar managers. If the Issuer is unable to recruit and retain sufficiently qualified personnel, the business and its growth could be adversely affected. Any material increases in employee turnover rates or any employee dissatisfaction could have a material adverse effect on the Issuer's business and results of operations. The Issuer may sustain an increase in operating costs if it pays increased compensation or benefits to its employees. The Issuer must follow various federal and state labor laws, including but not limited to employee classifications as exempt or non-exempt, unemployment tax rates, workers' compensation rates, citizenship requirements and other wage and benefit requirements for employees classified as non-exempt. The Issuer may be adversely affected by legal or governmental proceedings brought by or on behalf of its employees or guests. Although the Issuer requires all workers to provide government-specified documentation evidencing employment eligibility, some employees may, without the Issuer's knowledge, be unauthorized workers. If any of the Issuer's workers are found to be unauthorized, the Issuer may experience adverse publicity that negatively impacts their ability to hire and keep qualified employees. Termination of a significant number of employees who were unauthorized employees may disrupt the Issuer's operations, cause temporary increases in labor costs as new employees are trained and result in additional negative publicity. The Issuer could also become subject to fines, penalties and other costs related to claims that the Issuer did not fully comply with all record-keeping obligations of federal and state immigration compliance laws. These factors may have a material adverse effect on the Issuer's business, financial condition and results of operations.

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Changes in labor costs or other critical costs may be difficult to absorb and can adversely affect the bottom line and viability of the Issuer. Labor costs are presently increasing in the San Francisco Bay Area, given the increasing pace of economic growth in the area compared to the past two years. The region is presently experiencing rapid economic growth, and a resultant labor shortage. As of December, 2015, general unemployment in the Oakland-Hayward-Berkeley area, was at approximately 4.4%, down from 5.1% in July, 2015. Surrounding areas in Alameda County which may provide a labor force for the Issuer, are also experiencing relatively low unemployment rates. Another “boom” economy comparable to that of 1999, when unemployment in the San Francisco Bay Area was less than 1.5%, could cause a drastic reduction a willing labor force available for relatively low paying service or industrial positions, and a rise in employment costs. It is impossible to predict if future economic growth may result in labor costs higher than projected. Such unanticipated changes could result in a decrease in profits, which in turn could have a material adverse impact on the Issuer’s business operations.

A significant portion of the Issuer’s service staff will be tipped employees and are accordingly paid the minimum wage. State, federal and local legislators have advocated significant increases in the minimum wage during recent years. The Issuer has no control over increases in the minimum wage. However, when the minimum wage is increased, it may be difficult for the Issuer to pass along increased payroll costs to guests due to the competitiveness of the food and beverage service industry and fixed franchise menu prices. As a result, increases in the minimum wage could have a material adverse impact on the Issuer. In particular, minimum wage in the City of Oakland is presently set to increase annually based on the Consumer Price Index (CPI-W) for urban wage earners and clerical workers for the San Francisco-Oakland-San Jose, CA Metropolitan Statistical Area. Presently, as of January 1, 2016, it is at \$12.55 per hour. The minimum wage increase mandate was included in Measure FF, passed by the residents of Oakland in 2015. In addition, minimum wage issues, Measure FF also requires employers to provide paid sick leave to any employee who performs at least 2 hours of work within Oakland. Employees shall accrue 1 hour of paid sick leave for every 30 hours they work. Employers may cap accrued paid sick leave earned by an employee at 40 hours for small businesses (fewer than 10 workers) and at 72 hours for other employers. Employers may set a higher cap or no cap at all. Employees may use paid sick leave for the employee's own illness or injury, or to care for family members or other designated persons as defined by the ordinance. Measure FF also requires that hospitality employers (such as hotels, restaurants, and banquet facilities) who collect service charges from customers must pay the entirety of those charges to the hospitality workers who performed those services for which the charge was collected. The costs of complying with the regulations contained in Measure FF, including record-keeping requirements, as well as the potential cost of defending against claims by employees or the City of Oakland for any alleged failure to comply, may be substantially greater than estimated and may impact the profitability of the Issuer’s operations.

### **Market Conditions**

The Issuer’s success depends to a significant degree on numerous factors affecting discretionary consumer spending, including general economic conditions, disposable consumer income and consumer confidence. The Issuer will cater to both business and social guests. Accordingly, cost-conscious consumers may reduce their level of discretionary spending during economic turmoil or periods of

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uncertainty. Any material decline in the amount of discretionary spending could have a material adverse effect on our revenue, results of operations, business and financial condition. The Issuer's sales are also dependent on foot traffic and sales in a specific location. If the foot traffic in the area declines, or the Issuer is forced to move its operations to a different location, revenues may be negatively impacted. The Issuer's success also depends on the popularity of our menu offerings and the overall dining experience provided to guests. Any shift in consumer preferences away from the Issuer's business concept could negatively affect financial performance.

### ***Supply and Delivery Cost Risks***

Supplies and prices of the various products used in the goods that the Issuer offers can be affected by a variety of factors, such as weather, seasonal fluctuations, demand, politics and economics in the producing regions. These factors may subject the Issuer to shortages or interruptions in product supplies, which could adversely affect revenue. The Issuer does not have control over the businesses of its vendors, suppliers and distributors, and its efforts to specify and monitor the standards under which they perform may not be successful. Higher diesel and gasoline prices may affect supply or transportation costs and may affect the Issuer's profitability. If the Issuer has long-term purchase commitments in excess of what the Issuer needs due to a decline in demand, this may also adversely affect profitability. Furthermore, certain supplies may be perishable, and the Issuer has limited control over whether those items will be delivered in an appropriate condition for use in its business. If any of the Issuer's vendors, suppliers or distributors are unable to fulfill their obligations to the Issuer's standards, or if a replacement provider cannot be found in the event of a supply or service disruption, the Issuer could encounter supply shortages and incur higher costs to secure adequate supplies, which could materially adversely affect the Issuer's business, financial condition and results of operation.

A number of pandemic scares related to a variety of raw food ingredients, including meats, fruits and vegetables, have recently caused concern among consumers and health care officials. One or more such outbreaks of such food related illnesses, whether pandemic or isolated, may adversely affect the consumer demand for certain foods and consequently negatively impact the operations and profitability of the Issuer, regardless of the quality and safety of products offered by the Issuer.

### ***Operational Risks***

The Issuer's business operations require processing and/or maintaining certain personal, business and financial information about customers, vendors and employees. The use of such information by the Issuer is regulated by federal and state laws, as well as certain third party agreements. If the Issuer's security and information systems are compromised or if employees fail to comply with the applicable laws and regulations, and this information is obtained by unauthorized persons or used inappropriately, it could adversely affect the Issuer's reputation and result in litigation and settlement costs, damage awards or penalties and fines. As privacy and information security law and regulations change, the Issuer may incur additional costs to ensure compliance.

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### ***Financing Risks***

The Issuer has not yet commenced operations and has not generated any revenue to date. In order to begin business operations, the Issuer will need to incur expenses related to the development of the planned service, expenses related to the acquisition of certain supplies, expenses related to the opening of the first planned location, and other start-up costs. Accordingly, if the Issuer does not obtain additional financing, including the financing sought in this offering, the business will likely fail.

### ***Real Estate Risks***

The Issuer is leasing its business location and is subject to any penalties that may result from a violation of the lease terms, such as early lease cancellation. The current location of the store may become unattractive as demographic patterns change. The Issuer may fail to negotiate renewals of the lease, either on commercially acceptable terms or at all, which could require the Issuer to close a store in a desirable location.

The Issuer is planning to open in Oakland area. There is no guarantee that this site will remain suitable, or that the business will be operated profitably. The Issuer depends on cash flow from operations to pay lease obligations and to fulfill other cash requirements. If the business does not generate sufficient cash flow and sufficient funds are not otherwise available to the Issuer from other sources, the Issuer may not be able to meet its lease obligations, grow the business, respond to competitive challenges or fund its other liquidity and capital needs, which would have a material adverse effect on the Issuer.

Negative effects on the Issuer's landlord due to any inaccessibility of credit and other unfavorable economic factors may, in turn, adversely affect the Issuer's business and results of operations. If the Issuer's landlord is unable to obtain financing or remain in good standing under their existing financing arrangements, they may be unable to provide construction contributions or satisfy other lease covenants with the Issuer. If the landlord files for bankruptcy protection, the landlord may be able to reject the Issuer's lease in the bankruptcy proceedings. While the Issuer may have the option to retain its rights under the lease, the Issuer may not be able to compel the landlord to perform any of its obligations and would be left with damages as the sole recourse. In addition, if the landlord is unable to obtain sufficient credit to continue to properly manage its retail site, the Issuer may experience a drop in the level of quality of such retail center. The Issuer may be adversely affected by the negative financial situations of developers and landlords.

### ***Development Risk***

The Issuer's dependence on development exposes the Issuer to timing, budgeting and other risks. New project development has a number of risks, including risks associated with:

- construction delays or cost overruns that may increase project costs;
- receipt of zoning, occupancy and other required governmental permits and authorizations from the City of Oakland and County of Alameda and other local governmental agencies, which are issued at the discretion of the issuing authority with no guaranty that all licenses and permits applied for by the Issuer will be issued;
- development costs incurred for projects that are not pursued to completion;

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- so-called acts of God such as earthquakes, hurricanes, floods or fires that could adversely impact a project;
- defects in design or construction that may result in additional costs to remedy or require all or a portion of a property to be closed during the period required to rectify the situation;
- ability to raise capital; and
- governmental restrictions on the nature or size of a project or timing of completion.

The Issuer cannot assure you that any development project will in fact be developed, and, if developed, the time period or the budget of such development may be greater than initially contemplated.

### ***Industry Risks***

The Issuer will face significant competition from other restaurants, bars and lounges, which could adversely affect business and financial performance. The Issuer will compete with other independently owned restaurants, bars and lounges and chain restaurants, bars and lounges for guests, restaurant locations, experienced management and staff. The restaurant industry is characterized by the continual introduction of new concepts and is subject to rapidly changing consumer preferences, tastes and dining habits. The restaurant industry in the San Francisco Bay Area is highly competitive in terms of type and quality of food, quality of service, restaurant location, atmosphere and price.

### ***Food Safety Risks***

The Issuer considers food safety a top priority and dedicates substantial resources toward ensuring that customers enjoy high-quality, safe products. However, food tampering, employee hygiene and cleanliness failures or improper employee conduct at the Issuer's business could lead to product liability or other claims. Instances of food-borne illnesses, whether real or perceived, and whether at the Issuer's store or those of competitors, could harm customers and otherwise result in negative publicity about the Issuer or the products the Issuer serves, which could adversely affect revenue. If customers become ill from food-borne illnesses, the Issuer could be forced to temporarily close. In addition, the Issuer may have different or additional competitors for intended customers as a result of such changes and may not be able to compete successfully against those competitors. Food safety concerns may also adversely affect the price and availability of those affected ingredients and cause customers to shift their preferences. A decrease in customer traffic as a result of these health concerns or negative publicity, or as a result of a change in menu or customer experience or a temporary closure of the store, could materially and adversely impact the business's financial condition and results of operations.

A number of pandemic scares related to a variety of raw food ingredients, including meats, fruits and vegetables, have recently caused concern among consumers and health care officials. One or more such outbreaks of such food related illnesses, whether pandemic or isolated, may adversely affect the consumer demand for certain foods and consequently negatively impact the operations and profitability of the Issuer, regardless of the quality and safety of products offered by The Payback.

### ***Required Nutritional Disclosure Risks***

Government regulation and consumer eating habits may impact the Issuer's business as a result in changes in attitudes regarding diet and health or new information regarding the health effects of consuming the Issuer's menu offerings. These changes have resulted in, and may continue to result in, the enactment of laws and regulations that impact the ingredients and nutritional content of the Issuer's

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menu offerings, or laws and regulations requiring the Issuer to disclose the nutritional content of its food offerings. Compliance with current and future laws and regulations regarding the ingredients and nutritional content of the Issuer's menu items may be costly and time-consuming. Additionally, government authorities may increase regulations regarding trans-fats and sodium, which may require the Issuer to limit or eliminate trans-fat and sodium in the menu offerings, switch to higher cost ingredients or may hinder the Issuer's ability to operate. The Issuer cannot make any assurances regarding its ability to effectively respond to changes in consumer health perceptions or successfully implement the nutrient content disclosure requirements or menu-labeling laws, which could have an adverse effect on the Issuer's results of operations and financial position.

### ***Legal Risks***

Food service businesses can be adversely affected by litigation and complaints from customers or government authorities resulting from food quality, health claims, allergens, illness, injury or other health concerns or operating issues stemming from one or more retail locations. Negative publicity about these allegations may negatively affect the Issuer, regardless of whether the allegations are true, by discouraging customers from patronizing the Issuer. The Issuer may also be impacted by industry trends in litigation, including class-action allegations brought under various consumer protection laws, securities and derivative lawsuits claiming violations of state and federal securities law, and employee lawsuits, including wage and hour claims. Due to the inherent uncertainties of litigation and regulatory proceedings, the Issuer cannot accurately predict the outcome of any such proceedings. An unfavorable outcome could have a material adverse impact on the Issuer's business, financial condition and results of operations. Further, regardless of outcome, these proceedings could result in substantial costs and may require resources of the Issuer be used to defend any claims.

### ***Alcohol Sale Risks***

The Issuer is subject to alcoholic beverage control regulations that govern various aspects of daily operations of the business, including the minimum age of guests and employees, hours of operation, advertising, wholesale purchasing and inventory control, handling and storage. Any failure by the Issuer to obtain and maintain, on a timely basis, liquor or other licenses, permits or approvals required to serve alcoholic beverages or food, as well as any associated negative publicity, could delay or prevent the opening of, or adversely impact the viability of, and could have an adverse effect on, the business and its operating and financial performance. Because of the many and various state and federal licensing and permitting requirements, there is a risk that one or more regulatory agencies could determine that the Issuer has not complied with applicable licensing or permitting regulations or have not maintained the approvals necessary to conduct business within its jurisdiction.

The Issuer is subject to state "dram shop" laws, which generally allow a person to sue the Issuer if that person was injured by an intoxicated person who was wrongfully served alcoholic beverages at the Issuer's. A judgment against the Issuer under a dram shop law could exceed the Issuer's liability insurance coverage policy limits and could result in substantial liability and materially adversely affect the Issuer's results of operations. The Issuer's inability to continue to obtain such insurance coverage at reasonable cost could also have a material adverse effect on operations. Regardless of the validity of the claims, the Issuer could be adversely affected by negative publicity resulting from such laws.

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### ***Alcohol Investment Risks***

Alcohol beverage control regulations may limit an Investor's ability to hold interests in the Issuer. For example, California laws and regulations generally do not allow a person from holding financial interests in both manufacturers and distributors of alcoholic beverages and retailers of alcoholic beverages, and local regulators may require disclosure of Investors' personal information to verify their eligibility to invest in the Issuer. In the event that California laws and regulations do not allow an Investor to hold the Securities, such Investor may be required to transfer its interests in the Securities to the Issuer as described in the NPA. If a number of Investors are ineligible to hold the Securities, it could materially adversely affect the Issuer's financial condition.

### ***Environmental Risks***

The Issuer is subject to national, state and local laws and regulations in the U.S. concerning waste disposal, pollution, protection of the environment, and the presence, discharge, storage, handling, release and disposal of, and exposure to, hazardous or toxic substances. These environmental laws provide for significant fines and penalties for noncompliance and liabilities for remediation, sometimes without regard to whether the owner or operator of the property knew of, or was responsible for, the release or presence of hazardous toxic substances. Third parties may also make claims against owners or operators of properties for personal injuries and property damage associated with releases of, or actual or alleged exposure to, such hazardous or toxic substances at, on or from the Issuer's business. Environmental conditions relating to releases of hazardous substances at the Issuer's site could materially adversely affect the business, financial condition and results of operations. Further, environmental laws, and the administration, interpretation and enforcement thereof, are subject to change and may become more stringent in the future, each of which could materially adversely affect the Issuer's business, financial condition and results of operations.

### ***Information Technology Risks***

The Issuer relies heavily on information systems, such as point-of-sale processing, for management of the Issuer's supply chain, payment of obligations, collection of cash, credit and debit card transactions and other processes and procedures. The Issuer's ability to efficiently and effectively manage its business depends significantly on the reliability and capacity of these systems. The Issuer's operations depend on its ability to protect its computer equipment and systems against damage from physical theft, fire, power loss, telecommunications failure or other catastrophic events, as well as from internal and external security breaches, viruses and other disruptive problems. The failure of these systems to operate effectively, maintenance problems, upgrading or transitioning to new platforms, expanding the Issuer's systems or a breach in security of these systems could result in delays in guest service and reduce operational efficiency. Remediation of such problems could result in significant, unplanned capital investments.

### ***Accounting Risks***

Changes to existing accounting rules or regulations may impact the Issuer's future results of operations or cause the perception that the Issuer is more highly leveraged. Other new accounting rules or regulations and varying interpretations of existing accounting rules or regulations have occurred and may occur in the future. For example, accounting regulatory authorities have indicated that they may begin to require lessees to capitalize operating leases in their financial statements for the next few

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years. If adopted, such change would require the Issuer to record significant capital lease obligations on its balance sheet and make other changes to its financial statements. This and other future changes to accounting rules or regulations may impact the Issuer's future operating results.

### *Intellectual Property Risks*

The Issuer's intellectual property is material to conducting business. The Issuer's success depends in part on furthering brand recognition using its trademarks, service marks, trade dress, trade secrets and other proprietary intellectual property, including its name, logos and unique ambiance of its stores. The Issuer has taken efforts to protect its brand, but if its efforts are inadequate, or if any third party misappropriates or infringes on the Issuer's intellectual property, the value of the store brand or consumer products brand may be harmed, which could have a material adverse effect on the business. There are no material claims against us from prior users of intellectual property, but there can be no assurances that the Issuer will not encounter any material claims in the future. If this happens, it could harm the Issuer's image, brands or competitive position and cause the Issuer to incur significant penalties and costs.

The Issuer is a licensee and has obtained the right to use such trade name "AL's Place" or such other trade name as the Manager may determine appropriate for The Payback as it applies to Issuer operations and services (the "Intellectual Property") through a licensing agreement. The Issuer shall have a right to utilize such Intellectual Property on a nonexclusive basis only for so long as the Issuer remains a licensee of Sky Wegman. Removal or expulsion of the Sky Wegman may terminate the Issuer's right to utilize the Intellectual Property and may negatively impact the business of the Issuer. In addition, the Intellectual Property is licensed to the Issuer only for one restaurant location to be owned and operated by the Issuer, and Sky Wegman may, at its option, expand the brand associated with the Intellectual Property through operations owned by one or more additional companies in which neither the Issuer may have an ownership interest. INVESTMENT IN THE NOTES DO NOT CONSTITUTE AN INVESTMENT IN OTHER VENTURES OF SKY WEGMAN UTILIZING THE INTELLECTUAL PROPERTY OR THE SAME OR SIMILAR CONCEPTS, AND NO RIGHTS IN THE OWNERSHIP OF SUCH VENTURES, OR AN INTEREST IN THE PROFITS, LOSSES OR REVENUE STREAMS THEREFROM, IS OFFERED OR IMPLIED.

### *Regulatory Risks*

Products and services offered by the Issuer are subject to regulation. Regulatory action could substantially increase the Issuer's costs, damage reputation and materially affect operating results. The Issuer's increased costs in complying with these requirements or failure to obtain required licenses or permits in a timely fashion may materially affect operations.

Regulations regarding climate change, energy usage and emissions controls may impact the Issuer directly through higher cost of goods. The potential impacts of climate change and climate change regulations are highly uncertain at this time, and the Issuer cannot anticipate or predict the material adverse effects on the business as a result of climate change or climate change regulation. For instance, changes in the prevailing climates may result in a reduction in, or increased prices of available goods, which may adversely affect the Issuer's revenue and operating margins.

The Issuer is subject to various federal, state and local regulations, including regulations related to the preparation and sale of food, the sale of alcoholic beverages, zoning and building codes, land use and employee, health, sanitation and safety matters. The Issuer is also subject to the U.S. Fair Labor

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Standards Act, which governs such matters as working conditions, family leave mandates and other employment law matters. In recent years, there has been an increased legislative, regulatory and consumer focus on nutrition and advertising practices in the food industry. Compliance with additional regulations can become costly and affect the Issuer's operating results.

There is also a potential for increased regulation of certain food establishments in the United States, where compliance with a Hazard Analysis and Critical Control Points ("HACCP") approach would be required. HACCP refers to a management system in which food safety is addressed through the analysis and control of potential hazards from raw material production, procurement and handling, to manufacturing, distribution and consumption of the finished product.

### ***Tax Risks***

The Issuer is subject to federal, state and local taxes. In making tax estimates and paying taxes, significant judgment is often required. Although the Issuer believes its tax positions and estimates are reasonable, the Issuer could have additional tax liability, including interest and penalties, if a taxing authority disagrees with the positions taken by the Issuer. If material, payment of such additional amounts could have a material impact on the Issuer's results of operations and financial position.

### ***Risks from Work Stoppages, Terrorism or Natural Disasters***

The Issuer's operations may be subject to disruption for a variety of reasons, including work stoppages, terrorism, acts of war, pandemics, fire, earthquake, flooding, tornadoes or other natural disasters. These disruptions can result in, among other things, lost sales due to the inability of customers, employees or suppliers to reach the store, property damage and lost sales if the Issuer is forced to close for an extended period of time.

### ***Limited Source of Repayment***

The only source of financial return for investors before maturity is through payments as set forth in the NPA and the Notes and there is no guarantee of any investment return. The Securities are speculative investments inherently involving a degree of risk, meaning part or all of such investments may be lost. While the Issuer is providing a lien on its assets, there is no guarantee that it will have sufficient assets to make full payment to the investors, as the assets may decrease in value, lose their entire value over time or may fluctuate based on the performance of the underlying business. Neither the Issuer nor NextSeed guarantees payment or investor returns.

### ***Risks Relating to Financial Forecasts***

The financial forecasts provided by the Issuer herein are reasonable forecasts by the Issuer based upon assumption of stable economic conditions and other various assumptions regarding the operations of The Payback. The validity and accuracy of these assumptions will depend in large part on future events over which the Issuer and the key persons will have no control. CHANGES IN ASSUMPTIONS OR THEIR UNDERLYING FACTS COULD SIGNIFICANTLY AFFECT THE FORECASTS. TO THE EXTENT THAT THE ASSUMED EVENTS DO NOT OCCUR, THE OUTCOME MAY VARY SIGNIFICANTLY FROM THE PROJECTED OUTCOMES. CONSEQUENTLY, THERE CAN BE NO ASSURANCE THAT THE ACTUAL OPERATING RESULTS OF THE ISSUER WILL CORRESPOND TO THE FORECASTS PROVIDED HEREIN.

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### ***Risks Relating to Debt Financing***

The Issuer's debt service obligations may adversely affect its cash flow. As a result of any future debt obligations, the Issuer may be subject to: (i) the risk that cash flow from operations will be insufficient to meet required payments of principal and interest, (ii) restrictive covenants, including covenants relating to certain financial ratios, and (iii) interest rate risk. In addition, in the event that the Issuer obtains a SBA loan, the lien granted to secure the Issuer's obligations under the NPA and the Notes may be subordinate to lien granted in favor of the SBA loan. Although the Issuer anticipates that it will be able to repay or refinance any indebtedness when it matures, there can be no assurance that it will be able to do so or that the terms of such refinancing will be favorable. The Issuer's leverage may have important consequences including the following: (i) its ability to obtain additional financing for acquisitions, working capital, capital expenditures or other purposes, if necessary, may be impaired or such financing may not be available on terms favorable to the Issuer and (ii) a substantial decrease in operating cash flow or a substantial increase in its expenses could make it difficult for the Issuer to meet its debt service requirements and restrictive covenants and force the Issuer to sell assets and/or modify its operations.

### ***Potential Conflicts of Interest***

The key persons individually or as an entity may wish to own, operate or consult with other operations in the San Francisco Bay Area similar to the Issuer, including operations utilizing the brand associated with the Intellectual Property. Such other businesses will be owned by entities other than the Issuer, which may not have an identity of ownership interest with the Issuer. While it is the intention of the key persons to place such businesses operations strategically so as to maximize the revenue and profitability of each business, there can be no guarantee that such activities will not have a deleterious effect on the revenues of the Issuer's operations and on the Issuer due to unintended competitive factors resulting from the comparative accessibility and desirability of the respective businesses. The relevant key persons will have no duty to account to the Issuer for profits derived from such other such activities.

Sky Wegman owns all of the rights to the trade name associated with the Intellectual Property, and licenses it to the Issuer. The Issuer therefore will have no ownership interest in the trade name, or any federal or state trademarks associated with the trade name, or the associated trade dress. Accordingly, to the extent the goodwill of the Issuer's operations and of the Issuer is associated with the trade name, such goodwill may inure to the benefit of Sky Wegman rather than to the Issuer.

The key persons may engage in other activities of all types and are required to devote to Issuer's affairs only such time as is necessary for the proper performance of their duties to the Issuer. The key persons will have no duty to account to the Issuer for profits derived from such activities.

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## V. CERTAIN LEGAL MATTERS AND TAX CONSIDERATIONS

### LEGAL PROCEEDINGS

The Issuer is not aware of any material legal proceeding in which the Issuer, any of its affiliates, or any of its property is currently a party or subject to legal proceedings.

### AFFILIATED PARTY TRANSACTIONS

Other than as disclosed below, the Issuer or any entities controlled by or under common control with the issuer was not party to any transaction since the beginning of the Issuer's last fiscal year, or any currently proposed transaction, where the amount involved exceeds five percent of the aggregate amount of capital raised by the Issuer in reliance of 4(a)(6) Exemption during the preceding 12-month period, including the amount the issuer seeks to raise in the Offering, in which any of the following persons had or is to have a direct or indirect material interest:

- (1) any director or officer of the Issuer;
- (2) any person who is, as of the most recent practicable date, the beneficial owner of 20 percent or more of the Issuer's outstanding voting equity securities, calculated on the basis of voting power;
- (3) if the Issuer was incorporated or organized within the past three years, any promoter of the Issuer; or
- (4) any immediate family member of any of the foregoing persons.

Specified Person	Relationship to Issuer	Nature of Interest in transaction	Amount of Interest
Sky Wegman	Managing Member	<p>(1) Loan to the Issuer for purposes of working capital</p> <p>(2) Cash advance to front the cost of construction</p>	<p>\$50,000; interest at 10.25% interest per annum, payable December 2018.</p> <p>Around \$180,000 total; payable shortly after the completion of construction</p>

### OTHER MATTERS

#### *Valuation of the Security in the Future*

The value of the Security is the present value of the future payments. In the event that the Issuer is unable to make the required payments, the value of the Security may be impacted adversely and the investor may lose some or all of the money invested.

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### ***Minority Ownership***

By purchasing the Securities investors will not become holders of minority ownership in the Issuer. They will not have the rights of minority investors afforded by general corporate law of the state in which the Issuer has been formed. With any investment in debt securities or minority investment in a private company, an investor should be able to bear a complete loss of their investment.

### ***Corporate Actions of the Issuer***

Because Securities are governed by the NPA, the Issuer cannot unilaterally take subsequent corporate actions to change material terms of the Securities. In addition, because the holders of Securities' rights are limited to those described in the NPA, they will have no ability to influence the policies or any other corporate matter of the Issuer, including the election of directors, changes to the Issuer's governance documents, additional issuance of securities, the Issuer's repurchases of securities, a sale of the Issuer or of assets of the Issuer or transactions with related parties.

### ***Payment Processing Operations***

Collection and repayment of funds to investors who have purchased the Securities depend on the continuous operation of NextSeed and its banking partner(s) that facilitate payments. If either NextSeed or its banking partner(s) were to stop or otherwise be unable to continue operations in the future, while NextSeed will make all commercially reasonable efforts to facilitate repayment of all outstanding Securities, it may not be possible to service the existing Securities until completion.

### ***Legal and Regulatory Implications***

The legal and regulatory regime governing investment crowdfunding is a recent development and subject to inherent uncertainty as the applicable legal and regulatory environment continues to evolve. Accordingly, there may be changes to the legal and regulatory requirements that negatively affect the operations of NextSeed, including servicing the Securities. In addition, while the effective interest rates that may be charged to the Issuer are intended to be compliant with state usury law requirements, if in the event that any lawsuit brought by any issuer on NextSeed results in the Securities being found to violate state usury laws, such Securities may lose certain value.

### ***Limited Security and Enforcement Options***

The Issuer will grant a security interest in all of its assets in favor of NextSeed for the benefit of the investors but the Securities are not insured by any third party or backed by any government authority in any way. NextSeed (and any designated third-party collection agency that may be appointed by NextSeed) may be limited in its ability to collect payments in the event the Issuer is unable or unwilling to comply with its payment obligations.

### ***Requests for Additional Investor Information***

Each investor will be required to comply promptly with reasonable requests for information made by or on behalf of the Issuer or the Portal in order for the Issuer or the Portal to satisfy any request for information about such investor or its investment, including requests made by any national, federal, state, local or regulatory authority, agency, committee, court, exchange or self-regulatory organization.



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## ONGOING REPORTING

The Issuer will file a report electronically with the SEC annually and post the report on its website, no later than: April 30 of the following year, 120 days after the end of each fiscal year covered by the report.

Once posted, the annual report will be available on the issuer's website at: [thepaybackbar.com](http://thepaybackbar.com)

The issuer must continue to comply with the ongoing reporting requirements until:

- (1) the Issuer is required to file reports under Section 13(a) or Section 15(d) of the Exchange Act;
- (2) the Issuer has filed at least one annual report pursuant to Regulation Crowdfunding and has fewer than 300 holders of record;
- (3) the Issuer has filed at least three annual reports pursuant to Regulation Crowdfunding and has total assets that do not exceed \$10,000,000;
- (4) the Issuer or another party repurchases all of the securities issued in reliance on 4(a)(6) Exemption, including any payment in full of Securities and any other debt securities or any complete redemption of redeemable securities; or
- (5) the Issuer liquidates or dissolves its business in accordance with state law.

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## APPENDIX A

### FINANCIAL STATEMENTS & OFFICER CERTIFICATION

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05/03/18

Accrual Basis

# Bat Country Balance Sheet As of December 31, 2017

	Dec 31, 17
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
10000 · City National Bank 8612	58,400.00
<b>Total Checking/Savings</b>	58,400.00
<b>Total Current Assets</b>	58,400.00
<b>Fixed Assets</b>	
15100 · Furniture & Fixtures	55,634.53
15200 · Machinery & Equipment	2,955.90
15400 · Leasehold Improvements	995,292.48
<b>Total Fixed Assets</b>	1,053,882.91
<b>Other Assets</b>	
15600 · Intangible Assets	
15605 · Start-up Costs	65,337.66
15610 · Liquor Licence	50,311.00
15615 · Go Fund Me	-1,226.84
<b>Total 15600 · Intangible Assets</b>	114,421.82
18100 · Security Deposit	35,550.00
<b>Total Other Assets</b>	149,971.82
<b>TOTAL ASSETS</b>	<b>1,262,254.73</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Other Current Liabilities	
21500 · Credit Cards	189,026.76
23000 · Note Payable-SW	49,987.71
<b>Total Other Current Liabilities</b>	239,014.47
<b>Total Current Liabilities</b>	239,014.47
<b>Long Term Liabilities</b>	
25200 · NextSeed Loan Payable	154,540.00
<b>Total Long Term Liabilities</b>	154,540.00
<b>Total Liabilities</b>	393,554.47
<b>Equity</b>	
[REDACTED]	44,750.00
[REDACTED]	44,750.00
[REDACTED]	135,000.00
[REDACTED]	135,000.00
[REDACTED]	25,000.00
[REDACTED]	25,000.00
[REDACTED]	12,500.00
[REDACTED]	12,500.00
[REDACTED]	12,500.00

## Bat Country Balance Sheet

As of December 31, 2017

Page 2

4:00 PM  
05/03/18  
Accrual Basis

Bat Country  
Balance Sheet  
As of December 31, 2017

	Dec 31, 17
	12,500.00
	12,500.00
	12,500.00
	12,500.00
	25,000.00
	25,000.00
	25,000.00
	25,000.00
	12,500.00
	12,500.00
	25,000.00
	25,000.00
	12,500.00
	12,500.00
	18,750.00
	18,750.00
	18,750.00
	18,750.00
	25,000.00
	25,000.00
	100,000.00
	100,000.00
	50,000.00
	50,000.00
	10,000.00
	10,000.00
	50,000.00
	25,000.00
	75,000.00
39000 - Retained Earnings	-119,434.00
Net Income	-89,115.74

4:00 PM  
05/03/18  
Accrual Basis

Bat Country  
Balance Sheet  
As of December 31, 2017

	Dec 31, 17
Total Equity	868,700.26
TOTAL LIABILITIES & EQUITY	1,262,254.73

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05/03/18

# Bat Country

## Statement of Cash Flows

### January through December 2017

---

	Jan - Dec 17
<b>OPERATING ACTIVITIES</b>	
Net Income	-89,115.74
Adjustments to reconcile Net Income to net cash provided by operations:	
21500 · Credit Cards	189,026.76
23000 · Note Payable-SW	-12.29
Net cash provided by Operating Activities	99,898.73
<b>INVESTING ACTIVITIES</b>	
15100 · Furniture & Fixtures	-51,840.19
15200 · Machinery & Equipment	-2,955.90
15400 · Leasehold Improvements	-502,932.11
15605 · Start-up Costs	-2,007.51
15610 · Liquor Licence	13,800.00
Net cash provided by Investing Activities	-545,935.71
<b>FINANCING ACTIVITIES</b>	
25200 · NextSeed Loan Payable	154,540.00
32910 · Contributions SW	13,500.00
34510 · Contributions TC	25,000.00
35810 · Contributions SS	25,000.00
35910 · Contributions BK	100,000.00
36010 · Contributions KJC	50,000.00
36310 · Contributions SME	10,000.00
36400 · ██████████ Capital	25,000.00
36410 · Contributions AT	50,000.00
Net cash provided by Financing Activities	453,040.00
Net cash increase for period	7,003.02
Cash at beginning of period	51,396.98
Cash at end of period	<b>58,400.00</b>

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05/03/18

Accrual Basis

# Bat Country

## Profit & Loss

### January through December 2017

	Jan - Dec 17
Ordinary Income/Expense	
Expense	
61000 · Controllable Expenses	
61100 · Supplies	
61110 · Restaurant Supplies	73.45
61130 · Office Supplies	99.20
61155 · Dues & Subscriptions	87.00
	_____
Total 61100 · Supplies	259.65
61300 · Repairs and Maintenance	79.12
61700 · Auto Parking Transportation	37.71
	_____
Total 61000 · Controllable Expenses	376.48
65000 · Non Controllable Expenses	
65100 · Promotions and Marketing	
65110 · Advertising	1,572.99
65140 · Market Research	183.99
	_____
Total 65100 · Promotions and Marketing	1,756.98
65200 · Service Charges & Fees	
65220 · Bank Service Charges	536.04
65240 · Finance Charges	14,380.00
	_____
Total 65200 · Service Charges & Fees	14,916.04
65300 · Professional Fees	
65310 · Legal	1,000.00
65320 · Accounting	2,551.25
65300 · Professional Fees - Other	1,400.00
	_____
Total 65300 · Professional Fees	4,951.25
Total 65000 · Non Controllable Expenses	21,624.27
67000 · Occupancy	
67100 · Rent Expense	90,142.76
67400 · Business Licenses and Permits	1,972.23
	_____
Total 67000 · Occupancy	92,114.99
Total Expense	114,115.74
	_____
Net Ordinary Income	-114,115.74
Other Income/Expense	
Other Income	
70000 · Other Income	25,000.00
	_____
Total Other Income	25,000.00
	_____
Net Other Income	25,000.00
	_____
Net Income	-89,115.74
	=====

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Bat Country, LLC

I, Sky Wegman, the Chief Executive Officer of Bat Country, LLC, certify that the financial statements of Bat Country, LLC included in this Form are true and complete in all material respects.

DocuSigned by:

*Sky Wegman*

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Name: Sky Wegman

Title: Chief Executive Officer

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