

# Franny's Manufacturing Inc



## ANNUAL REPORT

211 Merrimon Avenue - Suite 111

Asheville, NC 28801

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[www.frannysfarmacy.com](http://www.frannysfarmacy.com)

This Annual Report is dated April 23, 2021.

### BUSINESS

Franny's Manufacturing is the backbone of the Franny's Farmacy Cooperative. The hemp grown at Franny's Farm is processed and sent to the the manufacturing facility that makes all Franny's branded products. These products are held to the highest quality standards of the Hemp and CBD industry and distributed across the U.S. and beyond.

Franny's Manufacturing produces products ready for sale. Manufacturing sells the products wholesale to Distribution at a markup of 20-40% over production cost. Franny's Distribution purchases the products from Manufacturing and then sells them wholesale at a markup of 30% to our wholesale accounts, Dispensaries and online retail business.

Franny's Manufacturing also has white label and private label accounts that it sells wholesale products to. Markup on the white and private label accounts ranges from 30-50% over production cost. White label is finished products without being labeled and sold as wholesale. Private label is finished product with another brands label applied and sold as wholesale.

Franny's Distribution owns the online retail sales and also sells wholesale to the Franchises at a

markup of 23%. All Franny's Franchises purchase their inventory from Franny's Distribution. Franny's Distribution also purchases smokable flower directly from Franny's Farm and then sells online and to all of our and franchised dispensaries.

Each business that makes up our vertically integrated series of businesses are separate legal entities. We currently have 7 Corporate entities owned that make up the business: Franny's Farm, (3) Franny's Farmacy Dispensaries, Franny's Manufacturing, Franny's Franchising and Franny's Distribution. Each of the companies have separate bank accounts and accounting methods. Franny's Brand does not currently have a parent company and all companies are of equal legal status in the eyes of the State of North Carolina.

Franny's Farm Inc. DBA Franny's Farm is our farm where we have an Agritourism business and where we grow some of the hemp that goes into our products. Franny's Investments Inc. DBA Franny's Farmacy is our original CBD Dispensary in Asheville, NC. It opened in September 2018 and is located on the north side of downtown Asheville. Hendersonville Farmacy Inc. DBA Franny's Farmacy is our second CBD Dispensary that opened in November 2018 and is located in Hendersonville, NC. Franny's Distribution Inc. is our Distribution Business that opened in November 2018 and is physically located in Asheville, NC. Franny's Manufacturing Inc. is our Manufacturing Company that opened in March of 2019 and is physically located in Asheville, NC. Franny's Franchising Inc. is our parent franchise company that was incorporated in May of 2019 and is located in Asheville, NC. South Asheville farmacy Inc. DBA Franny's Farmacy is our third CBD Dispensary located in South Asheville and it opened in November of 2019.

Franny's Farm is solely owned by Jeff & Franny (100%). Jeff and Franny also own a majority stake in Franny's Investments Inc (80%), Hendersonville Farmacy Inc. (100%), South Asheville Farmacy Inc. (100%), Franny's Distribution Inc. (85%), Franny's Manufacturing Inc. (100%) and Franny's Franchising Inc. (70%) There's 3 equity partners in Franny's Franchising Inc broken down by 2 - 10% ownership each and 1 - 15% owner.

## **Previous Offerings**

During 2020 Franny's Manufacturing, Inc. sold 89,372 shares of common stock in exchange for \$2 per share under Regulation Crowdfunding.

Name: Common Stock

Type of security sold: Equity

Final amount sold: \$18,148.00

Number of Securities Sold: 1,000

Use of proceeds: Operating expenses

Date: March 18, 2019  
Offering exemption relied upon: Section 4(a)(2)

Name: Common Stock  
Type of security sold: Equity  
Final amount sold: \$172,290  
Number of Securities Sold: 89,372  
Use of proceeds: operating expenses  
Date: January 23, 2020  
Offering exemption relied upon: Section 4(a)(2)

## **REGULATORY INFORMATION**

The company has not previously failed to comply with the requirements of Regulation Crowdfunding;

## **MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATION**

### **Operating Results – 2020 Compared to 2019**

How long can the business operate without revenue:

Franny's Manufacturing was started in March of 2019. It started as a new business where we had to build the facility, stock the ingredients, develop our products and build our team. During 2019 and 2020 we spent the majority of the year investing in building the company. We did manage to create roughly 42 branded products that were sold to the Distribution business and some wholesale accounts. The company did finish the year with an operating loss.

Foreseeable major expenses based on projections:

Purchasing equipment will be the single largest expense. Payroll and employee benefits will be second to that. Cost of goods sold is major expense but it is variable and consistent with sales.

Future operational challenges:

Manufacturing has already proven to be a tough business. It has a number of moving parts and variables. Finding the right balance of equipment purchases, staffing and inventory has been challenging.

New federal and state regulations could present a new set of challenges for the Manufacturing business. All of our facilities are in the process of becoming cGMP compliant so we will be ready for any new regulations.

Future challenges related to capital resources:

With smart growth we don't see many challenges related to capital resources. Our plan is to grow the company as the demand for products increases.

Future milestones and events:

Raising the money through this campaign will be huge for the Manufacturing business. It will provide funds for new equipment, staffing and expansion. As we acquire new equipment and more staff our efficiencies will improve and we will have the capacity to increase production and take on new business.

### **Liquidity and Capital Resources**

At December 31, 2020, the Company had cash of \$82,947.00. [*The Company intends to raise additional funds through an equity financing.*]

### **Debt**

Creditor: Frances Tacy

Amount Owed: \$4,000.00

Interest Rate: 0.0%

Maturity Date: December 31, 2021

### **DIRECTORS, EXECUTIVE OFFICERS AND SIGNIFICANT EMPLOYEES**

Our directors and executive officers as of the date hereof, are as follows:

If the below data is accurate please copy it in to the Directors and Officers field below it

Name: Frances "Franny" Tacy

Frances "Franny" Tacy's current primary role is with Franny's Farm Inc.

Frances "Franny" Tacy currently services 10 hours per week in their role with the Issuer.

Positions and offices currently held with the issuer:

Position: Board Member

Dates of Service: March 18, 2019 - Present

Responsibilities: She's the CEO and face of the company. Public appearances.

Other business experience in the past three years:

Employer: Franny's Farm Inc.

Title: Owner/Operator

Dates of Service: December 01, 2012 - Present

Responsibilities: She runs daily operations.

Other business experience in the past three years:

Employer: Franny's Investments Inc.

Title: Board Member

Dates of Service: October 15, 2018 - Present

Responsibilities: She's the CEO and face of the company. Public appearances.

Other business experience in the past three years:

Employer: Hendersonville Farmacy Inc.

Title: Board Member

Dates of Service: November 12, 0018 - Present  
Responsibilities: She's the CEO and face of the company. Public appearances.

Other business experience in the past three years:

Employer: South Asheville Farmacy Inc.

Title: Board Member

Dates of Service: November 12, 2019 - Present

Responsibilities: She's the CEO and face of the company. Public appearances.

Other business experience in the past three years:

Employer: Franny's Distribution Inc.

Title: Board member.

Dates of Service: October 15, 2018 - Present

Responsibilities: She's the CEO and face of the company. Public appearances.

Other business experience in the past three years:

Employer: Franny's Franchising Inc.

Title: Board Member

Dates of Service: April 15, 2019 - Present

Responsibilities: She's the CEO and face of the company. Public appearances.

## **PRINCIPAL SECURITY HOLDERS**

Set forth below is information regarding the beneficial ownership of our Common Stock, our only outstanding class of capital stock, as of December 31, 2020, by (i) each person whom we know owned, beneficially, more than 10% of the outstanding shares of our Common Stock, and (ii) all of the current officers and directors as a group. We believe that, except as noted below, each named beneficial owner has sole voting and investment power with respect to the shares listed. Unless otherwise indicated herein, beneficial ownership is determined in accordance with the rules of the Securities and Exchange Commission and includes voting or investment power with respect to shares beneficially owned.

Title of class: Common Stock

Stockholder Name: Frances "Franny" Tacy

Amount and nature of Beneficial ownership: 1,000 Shares

Percent of class: 100.0

## **RELATED PARTY TRANSACTIONS**

Name of Entity: Franny's Manufacturing, Inc.

Relationship to Company: 20%+ Owner

Nature / amount of interest in the transaction: Franny Tacy has a majority stake in a number of corporations that make up our system of Vertical Integration.

Material Terms: Our vertically integrated systems consists of: Franny's Farm Inc., Franny's Manufacturing Inc., Franny's Distribution Inc., Franny's Franchising Inc., Franny's Investments Inc., Hendersonville Farmacy Inc. and South Asheville Farmacy Inc.

Name of Entity: Franny's Distribution Inc  
Names of 20% owners: Franny Tacy  
Relationship to Company: 20%+ Owner  
Nature / amount of interest in the transaction: Franny owns a majority stake in Franny's Distribution.  
Material Terms: Franny's Distribution purchases finished products from Franny's Manufacturing. There's an average of 30% mark-up from Manufacturing to Distribution.

Name of Entity: Franny's Franchising Inc.  
Names of 20% owners: Franny Tacy  
Relationship to Company: 20%+ Owner  
Nature / amount of interest in the transaction: Franny's Franchising owns the rights to all Franchises.  
Material Terms: All franchises purchase products from Franny's Distribution.

Name of Entity: Franny's Investments Inc.  
Names of 20% owners: Franny Tacy  
Relationship to Company: 20%+ Owner  
Nature / amount of interest in the transaction: Franny owns a majority stake in Franny's Investments Inc.  
Material Terms: Franny's Investments Inc owns the Franny's Farmacy CBD Dispensary located at 211 Merrimon Ave, Asheville, NC 28801. Franny's Farmacy purchases products from Franny's Distribution.

Name of Entity: Hendersonville Farmacy Inc.  
Names of 20% owners: Franny Tacy  
Relationship to Company: 20%+ Owner  
Nature / amount of interest in the transaction: Franny owns a majority stake in Hendersonville Farmacy Inc. Hendersonville Farmacy Inc. owns the Franny's Farmacy located 128 Henderson Crossing Plaza, Hendersonville, NC 28792.  
Material Terms: Franny's Farmacy purchases product from Franny's Distribution Inc.

Name of Entity: South Asheville Farmacy Inc.  
Names of 20% owners: Franny Tacy  
Relationship to Company: 20%+ Owner  
Nature / amount of interest in the transaction: Franny owns a majority stake in the South Asheville Farmacy Inc.  
Material Terms: Franny's Farmacy purchases product from Franny's Distribution Inc.

Name of Entity: Franny's Farm Inc.  
Names of 20% owners: Franny Tacy  
Relationship to Company: 20%+ Owner

Nature / amount of interest in the transaction: Franny's Farm Inc. grows CBD plants.

Material Terms: The plants grown at Franny's Farm have 2 usable parts. The top-cut flower is sold to Franny's Distribution Inc. Franny's Distribution sells the flower to the dispensaries, wholesale accounts and retails online. The plant biomass is sold to Lux Botanics and is processed in to crude oil, distillate and isolate. The distillate and isolate are then sold to Franny's Manufacturing Inc. and used in our Franny's Farmacy branded products. Lux uses the crude oil to make tinctures that are sold to Franny's Distribution Inc and Franny's Manufacturing Inc.

Name of Entity: Frances Tacy

Relationship to Company: 20%+ Owner

Nature / amount of interest in the transaction: Debt of \$4,000.

Material Terms: Franny's Manufacturing Inc. has an outstanding debt of \$4,000 owed to Frances Tacy. The debt does not bear interest and no repayment terms have been established. Frances

If you are making an investment expecting to own a certain percentage of the company or expecting each share to hold a certain amount of value, it's important to realize how the value of those shares can decrease by actions taken by the company. Dilution can make drastic changes to the value of each share, ownership percentage, voting control, and earnings per share.

## **RESTRICTIONS ON TRANSFER**

The common stock sold in the Regulation CF offering, may not be transferred by any purchaser, for a period of one-year beginning when the securities were issued, unless such securities are transferred:

- (1) to the Company;
- (2) to an accredited investor;
- (3) as part of an offering registered with the SEC; or
- (4) to a member of the family of the purchaser or the equivalent, to a trust controlled by the purchaser, to a trust created for the benefit of a member of the family of the purchaser or the equivalent, or in connection with the death or divorce of the purchaser or other similar circumstance.

## **SIGNATURES**

Pursuant to the requirements of Sections 4(a)(6) and 4A of the Securities Act of 1933 and Regulation Crowdfunding (§ 227.100-503), the issuer certifies that it has reasonable grounds to believe that it meets all of the requirements for filing on Form C and has duly caused this Form to be signed on its behalf by the duly authorized undersigned, on April 23, 2021.

### **Franny's Manufacturing Inc**

By /s/ Frances Tacy, CEO

Name: Frances Tacy, CEO

Title: Chief Executive Officer

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Exhibit A

## **FINANCIAL STATEMENTS**

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**Franny's Manufacturing, Inc.**  
**Balance Sheet**  
**December 31, 2020 and 2019**

	<u>2020</u>	<u>2019</u>
<b>ASSETS</b>		
Current Assets:		
Cash & cash equivalents	\$ 82,947	\$ 2,608
Inventories	10,000	7,500
<b>Total current assets</b>	<u>92,947</u>	<u>10,108</u>
Property and equipment, net	6,064	2,173
<b>Total assets</b>	<u><u>\$ 99,011</u></u>	<u><u>\$ 12,280</u></u>
 <b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current Liabilities:		
Related Party Payables	\$ 66,386	\$ 36,000
Shareholder loan	4,000	4,000
<b>Total current liabilities</b>	<u>70,386</u>	<u>40,000</u>
Long-term liabilities:		
SBA loans payable	48,600	-
<b>Total liabilities</b>	<u>118,986</u>	<u>40,000</u>
 <b>STOCKHOLDERS' EQUITY</b>		
Common stock	149,688	18,148
Additional paid-in capital	-	-
Retained earnings/(accumulated deficit)	<u>(169,663)</u>	<u>(45,868)</u>
<b>Total stockholders' equity</b>	<u>(19,975)</u>	<u>(27,720)</u>
<b>Total liabilities and stockholders' equity</b>	<u><u>\$ 99,011</u></u>	<u><u>\$ 12,280</u></u>

**Franny's Manufacturing, Inc.**  
**Statement of Operations**  
**Years Ended December 31, 2020 and 2019**

	<u>2020</u>	<u>2019</u>
Net revenue	\$ 10,237	\$ 44,453
Net revenue - related parties	<u>202,865</u>	<u>116,146</u>
Total revenue	213,102	160,599
Cost of goods sold	<u>132,978</u>	<u>77,132</u>
Gross profit	80,123	83,466
Operating expenses		
General and administrative	<u>203,919</u>	<u>129,334</u>
Total operating expenses	203,919	129,334
Operating income/(loss)	(123,796)	(45,868)
Interest expense	-	-
Other loss/(income)	<u>-</u>	<u>-</u>
Income/(loss) before provision for income taxes	(123,796)	(45,868)
Provision/(benefit) for income taxes	<u>-</u>	<u>-</u>
<b>Net income/(net loss)</b>	<b><u><u>\$ (123,796)</u></u></b>	<b><u><u>\$ (45,868)</u></u></b>

**Franny's Manufacturing, Inc.**  
**Statement of Changes in Stockholders' Equity**  
**December 31, 2020 and 2019**

	Common Stock		Retained Earnings /	Total
	Shares	Amount	(Accumulated Deficit)	Stockholders' Equity
<b>Balance - March 18, 2019 (Inception)</b>		\$ -	\$ -	\$ -
Net income/(loss)			(45,868)	\$ (45,868)
Issuance of common shares - Founders	1,000	18,148		\$ 18,148
<b>Balance - December 31, 2019</b>	<b>1,000</b>	<b>\$ 18,148</b>	<b>\$ (45,868)</b>	<b>\$ (27,720)</b>
 <b>Balance - January 1, 2020</b>	 <b>1,000</b>	 <b>18,148</b>	 <b>(45,868)</b>	 <b>\$ (27,720)</b>
Net income/(loss)			(123,796)	\$ (123,796)
Issuance of common shares - StartEngine	89,372	131,540		\$ 131,540
<b>Balance - December 31, 2020</b>	<b>90,372</b>	<b>\$ 149,688</b>	<b>\$ (169,663)</b>	<b>\$ (19,975)</b>

**Franny's Manufacturing, Inc.**  
**Statement of Cash Flows**  
**Years Ended December 31, 2020 and 2019**

	<u>2020</u>	<u>2019</u>
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>		
Net income/(loss)	\$ (123,796)	\$ (45,868)
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:		
Depreciation of property	952	383
Changes in operating assets and liabilities:		
Inventory	(2,500)	(7,500)
Increase in related party payables	30,386	36,000
<b>Net cash provided/used by operating activities</b>	<u>(94,957)</u>	<u>(16,984)</u>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>		
Purchases of property and equipment	(4,844)	(2,556)
<b>Net cash provided/used in investing activities</b>	<u>(4,844)</u>	<u>(2,556)</u>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>		
Borrowings - shareholder loan		4,000
Borrowings - SBA loans	48,600	
Issuance of common stock	131,540	18,148
<b>Net cash provided/(used) by financing activities</b>	<u>180,140</u>	<u>22,148</u>
<b>Change in cash</b>		
Cash - beginning of year	2,608	0
<b>Cash - end of year</b>	<u><u>\$ 82,947</u></u>	<u><u>\$ 2,608</u></u>

## **CERTIFICATION**

I, Frances Tacy, CEO, Principal Executive Officer of Franny's Manufacturing Inc, hereby certify that the financial statements of Franny's Manufacturing Inc included in this Report are true and complete in all material respects.

*Frances Tacy, CEO*

Principal Executive Officer