

JJ Pfister Distilling Company LLC

Profit and Loss

January - December 2020

	TOTAL
Income	
Clover Discounts Given	-16,817.47
Clover Refunds	-1,669.74
Cocktails	7,091.50
Customer Discounts	0.00
Dining	7,725.43
Food & Non-Alcoholic Drinks	0.00
Hand Sanitizer	616,284.35
Outside Alcohol Sales	242,337.05
Sanitizer - Wholesale	38,403.67
Spirits & Hospitality	0.00
Tasting Room Sales	0.00
Food & Non-Alcoholic Drinks	0.00
Merchandise Sales	3,651.32
Spirits and Hospitality	56,473.47
Tasting Room Rental	865.00
Total Tasting Room Sales	60,989.79
Unapplied Cash Payment Income	0.00
Uncategorized Income	0.00
Uncategorized Sales	0.00
Total Income	\$954,344.58
Cost of Goods Sold	
Bottled Product + Excise Taxes	159,234.46
Cost of Goods Sold	0.00
COGS vs Inventory YE Adjustment	40,848.19
Excise Taxes - COGS (deleted)	0.00
Merchandise	1,826.27
Total Cost of Goods Sold	42,674.46
Sanitizer COGS	176,052.92
Total Cost of Goods Sold	\$377,961.84
GROSS PROFIT	\$576,382.74
Expenses	
1099 Subcontractors	61,683.45
Accounting and Tax Prep	15,440.00
Auto Expenses	
Fuel	3,912.31
License & Registration	2,301.00
Parking & Tolls	29.00
Repairs & Maintenance	4,689.04
Total Auto Expenses	10,931.35

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Bank Charges & Fees	1,524.13
Certifications & Associated Costs	2,757.12
Computer Peripherals & Software	10,000.11
Consulting	43,829.35
Credit Card Merchant Fees	17,535.69
Donations	
Sanitizer Donations	58,879.88
Total Donations	58,879.88
Dues & Subscriptions	2,274.12
Employee Benefit Administration	247.20
Employee Benefits	12,195.10
Food Purchases	6,124.00
Fundraising Costs	5,000.00
HR Services Expense	10,120.57
Hygiene & Pest Control	4,030.00
Insurance	
Liability Insurance	5,644.00
Worker's Comp	10,491.97
Total Insurance	16,135.97
Interest Paid	428.59
Legal & Professional Services	6,212.92
Licenses, Permits, & Inspections	1,326.00
Marketing & Advertising	273,989.23
Marketing for Venture Capital	17,658.39
Non-Food Distilling Supplies	22,482.49
Office Decor	1,968.20
Office Expenses	6,690.86
Packaging	3,028.20
Payroll	
Car Allowance	13,950.00
ER Payroll Taxes	49,617.35
Salaries & Wages	515,229.27
Partner's Salaries	97,908.20
Total Salaries & Wages	613,137.47
Total Payroll	676,704.82
Postage & Shipping	40,671.64
Reimbursable Expenses (Parking, Meals, Gas, etc)	1,156.47
Account Support	16,332.78
Fees	8,222.50
Fuel	11,497.80
Marketing	5,173.49

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Supplies	11,639.61
Telephone	4,049.51
Transportation	2,926.31
Total Reimbursable Expenses (Parking, Meals, Gas, etc)	60,998.47
Rent	
JJ Pfister Distilling Bldg	125,779.04
Storage	2,766.63
Total Rent	128,545.67
Repairs & Maintenance	17,905.30
Safety & Security	2,075.29
Sanitizer Research	0.00
Small Tools & Equipment	2,869.04
Staff Working Meals - 100% deductible	3,730.00
Supplies	26,044.30
Tasting Room Supplies	12,853.63
Taxes & Licenses	286.59
Corporate Franchise Taxes	800.00
Property Taxes	20,354.92
Sales & Use Taxes	20,559.26
State & Federal Excise Taxes	0.00
Total Taxes & Licenses	42,000.77
Telephone and internet	20,366.68
Travel	
Lodging	991.44
Meals	1,551.94
Total Travel	2,543.38
Uncategorized Expense	-2,930.04
Utilities	38,488.86
Waste & Dump Fees	4,737.47
Total Expenses	\$1,690,098.20
NET OPERATING INCOME	\$ -1,113,715.46
Other Income	
Other Miscellaneous Income	
Grant from City of Rancho Cordova	10,000.00
Total Other Miscellaneous Income	10,000.00
Tip Income	3,837.78
Total Other Income	\$13,837.78
Other Expenses	
Fraud	9,000.00

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Tip Expense	3,837.78
Total Other Expenses	\$12,837.78
NET OTHER INCOME	\$1,000.00
NET INCOME	\$ -1,112,715.46