



OFFERING MEMORANDUM

facilitated by



# West Coast Confection

## FORM C

### OFFERING MEMORANDUM

#### Purpose of This Form

A company that wants to raise money using Regulation Crowdfunding must give certain information to prospective investors, so investors will have a basis for making an informed decision. The Securities and Exchange Commission, or SEC, has issued regulations at 17 CFR §227.201 listing the information companies must provide. This form – Form C – is the form used to provide that information.

Each heading below corresponds to a section of the SEC’s regulations under 17 CFR §227.201.

#### (A) The Company

Name of Company	West Coast Confection
State of Organization	CA
Date of Formation	09/12/2019
Entity Type	Limited Liability Company
Street Address	11251 Rancho Carmel Dr, San Diego CA, 92150
Website Address	<a href="https://facebook.com/thewestcoastconfection">https://facebook.com/thewestcoastconfection</a>

#### (B) Directors and Officers of the Company

Key Person	Christopher Greene
Position with the Company	Owner & CoFounder
Title First Year	2019
Other business experience (last three years)	<i>Owner and CEO, Chris is the heart and soul of West Coast Confection. Duties include all aspects of day to day operations including baking, order fulfillment and marketing. Prior to creating West Coast Confection, Chris owned and operated a high traffic gym and personal training center for 8 years.</i>

Key Person	Tanya Greene
Position with the Company  Title First Year	Co-Owner 2019
Other business experience (last three years)	<p><i>Tanya is involved with all operations of the business focusing on the financial and administrative duties in addition to day to day operations of baking and order fulfillment and processing.</i></p> <p>Tanya has held a career in nursing for 12 years including direct patient care and leadership/administrative roles in senior leadership lending to her administrative skill set.</p>

(C) Each Person Who Owns 20% or More of the Voting Power

Name of Holder	% of Voting Power (Prior to Offering)
Christopher Greene	90%

(D) The Company's Business and Business Plan

Our Offerings

We're self-proclaimed "dessert extremists" inspired by our love of indulgent desserts, 90's hip-hop, and humor, and this is reflected in our offerings. We specialize in over the top decadent brownies and cookies using the highest quality and most creative ingredients possible. All products are FDA and USDA compliant, preservative free, and carefully packaged to maximize quality and freshness.

- Classic brownie line: one pound average brownies and blondies always in stock
- Bites: bite sized four-ounce offerings of our classic brownie line
- Classic cookie line: baseball sized cookies, including chocolate chip, snickerdoodle, oatmeal, and peanut butter
- Limited edition line: rotating monthly seasonal flavors, such as pumpkin spice cheesecake blondies
- Merchandise: coffee mugs, beer glasses, apparel with unique hip-hop themed lyrics or quotes

Traction & Validation

Our success as an online brand put us in an excellent position to expand. Milestones to date include:

- \$122,000 gross revenue in the first year

- 7,000 orders in the first two years
- 10,000 social media followers in the first year
- Subscription program launched within the first 6 months
- Brand affiliate program
- Strategic partner sponsorship with a nationally recognized fitness competition

#### Location

We already have a well-recognized, strong brand, and our storefront will help us take that brand to the next level by providing an unforgettable in-person experience with freshly baked desserts.

- The retail bakery will offer the same menu as our online offerings, but plated, warmed, and served with ice cream or toppings.
- Takeout options will be pre-sealed and packaged
- We'll also include a full espresso bar and offer coffee beans for sale.
- In the future, we'd hope to feature craft beer and boutique wines sourced from local breweries and wineries.

#### Investment Opportunity

We're looking to open our first retail location that will start a new revenue stream in addition to doubling our production potential. We also plan on expanding our online offerings. The long term goals include opening multiple locations and a production warehouse to capitalize on the growing online marketplace.

- The company has experienced rapid growth, with sales revenues of \$260,807 in its current year with only a staff of 2. The company projects 573,049 in 2022 and 630,354 in 2023 by creating a well-staffed production and retail facility in addition to expanding marketing efforts.
- Online dessert companies have been unable to provide the size, quality, or experience that West Coast Confection offers. Market research indicates a dissatisfaction with the competitor's overall taste and freshness. West Coast Confection's growing reputation for delivering high quality desserts sets the company apart from its competition.
- Our storefront is located 1 mile from San Diego State University, in a popular college town neighborhood with a walk score of 98.

#### It was all a dream

We're Chris and Tanya, and we founded West Coast Confection after realizing the opportunity for extraordinary desserts in the online marketplace. We offer a full product line of staple flavors, in addition to monthly limited-edition flavors. We also offer made to order custom desserts. The emphasis remains on continuous improvement in quality, flavor, and new and exciting products. We hope you join us for our next chapter: a brick and mortar location in sunny San Diego.

- Grew X% e-commerce during the pandemic
- growing community of 20k+ supporters on social media
- Raising funds to help with buildout of first brick&mortar location

#### The Team

Tanya Helane, Cofounder

A professional RN, Tanya's passion for baking turned from hobby to entrepreneurial endeavor as

the team built an e-commerce bakery serving delicious, indulgent treats to their growing community.

Chris Greene, Cofounder

A health, wellness, and fitness professional with a passion for 90's hip-hop and hustle.

For more information, please refer to the Page View included with this filing.

**(E) Number of Employees**

The Company currently has 2 employees. The Company may hire or discharge employees in the future to meet its objectives.

**(F) Risks of Investing**

A crowdfunding investment involves risk. **YOU SHOULD NOT INVEST ANY FUNDS IN THIS OFFERING UNLESS YOU CAN AFFORD TO LOSE YOUR ENTIRE INVESTMENT.** In making an investment decision, investors must rely on their own examination of the issuer and the terms of the offering, including the merits and risks involved. Please review the [Educational Materials](#) for risks that are common to many of the companies on the MainVest platform.

THESE SECURITIES ARE OFFERED UNDER AN EXEMPTION FROM REGISTRATION UNDER FEDERAL LAW. THE U.S. SECURITIES AND EXCHANGE COMMISSION (THE "SEC") HAS NOT MADE AN INDEPENDENT DETERMINATION THAT THESE SECURITIES ARE EXEMPT FROM REGISTRATION. THE SEC HAS NOT PASSED UPON THE MERITS OF THE SECURITIES OR THE TERMS OF THE OFFERING, AND HAS NOT PASSED UPON THE ACCURACY OR COMPLETENESS OF THE OFFERING DOCUMENTS OR LITERATURE.

THESE 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.

Please refer to Appendix A for additional risks to consider when investing in this offering.

**(G) Target Offering Amount and Offering Deadline**

Target Offering Amount	\$55,000
Offering Deadline	August 5, 2022

If the sum of the investment commitments does not equal or exceed the Target Offering Amount as of the Offering Deadline, no securities will be sold in the offering, investment commitments will be canceled, and all committed funds will be returned. The Company may extend the Offering Deadline and shall treat such an extension as a material change to the original offer and provide Investors with notice and opportunity to reconfirm their investment in accordance with Section (K) of this Memorandum.

**(H) Commitments that Exceed the Target Offering Amount**

Will the Company accept commitments that exceed the Target Offering Amount?	Yes
What is the maximum you will accept in this Offering?	\$100,000
If Yes, how will the Company deal with the oversubscriptions?	We will accept subscriptions on a first-come, first-served basis.

**(I) How the Company Intends to Use the Money Raised in the Offering**

The Company is reasonably sure it will use the money raised in the offering as follows:

Use	Amount (Minimum)	Amount (Maximum)
Equipment	\$6,172	\$11,222
Permitting and Planning	\$10,800	\$19,636
Operating Capital	\$22,577	\$41,049
Lease Deposit	\$12,151	\$22,093
Mainvest Compensation	\$3,300	\$6,000
TOTAL	\$55,000	\$100,000

The amounts listed estimates and are not intended to be exact description of the Company's expenditures. Exact allocation and use of funds may vary based upon legitimate business expenditures and economic factors.

**(J) The Investment Process**

**To Invest**

- Review this Form C and the [Campaign Page](#)
- If you decide to invest, enter an amount and press the Invest button
- Follow the instructions

**TO CANCEL YOUR INVESTMENT**

Send an email to [info@mainvest.com](mailto:info@mainvest.com) no later than 48 hours before the Offering Deadline or go to the dashboard for your user account to cancel manually. In your email, include your name and the name of the Company.

**Other Information on the Investment Process**

- Investors may cancel an investment commitment until 48 hours prior to the Offering Deadline.
- MainVest will notify investors when and if the Target Offering Amount has been raised.
- If the Company reaches the Target Offering Amount before the Offering Deadline, it may close the offering early if it provides notice about the new Offering Deadline at least five

business days before such new Offering Deadline, absent a material change that would require an extension of the offering and reconfirmation of the investment commitment.

- If an investor does not cancel an investment commitment before the 48-hour period before the Offering Deadline, the funds will be released to the Company upon closing of the offering and the investor will receive securities in exchange for his or her investment.

For additional information about the investment and cancellation process, see the [Educational Materials](#).

#### (K) Material Changes

In the event the issuer undergoes a material change, the Investor will be notified of such change. The investor will have five (5) business days from the receipt of such notice to reconfirm their investment. IF AN INVESTOR DOES NOT RECONFIRM HIS OR HER INVESTMENT COMMITMENT WITHIN FIVE (5) DAYS OF THE NOTICE OF MATERIAL CHANGE BEING SENT, THE INVESTOR'S INVESTMENT COMMITMENT WILL BE CANCELLED, THE COMMITTED FUNDS WILL BE RETURNED, AND THE INVESTOR WILL NOT BE ISSUED ANY OF THE SECURITIES REFERENCED IN THIS OFFERING.

#### Explanation

A “material change” means a change that an average, careful investor would want to know about before making an investment decision. If a material change occurs after you make an investment commitment but before the Offering closes, then the Company will notify you and ask whether you want to invest anyway. If you do not affirmatively choose to invest, then your commitment will be cancelled, your funds will be returned to you, and you will not receive any securities.

#### (L) Price of the Securities

The Company is offering “securities” in the form of revenue sharing notes, which we refer to as “Notes.” The Notes are being offered at their face amount. For example, you will pay \$1,000 for a Note with a face amount of \$1,000.

## (M) Terms of the Securities

### Overview

The Company is offering “securities” in the form of revenue sharing notes, which we refer to as the “Notes.” The Terms of the Notes are set forth in the Revenue Share Agreement accompanying this Form C in Appendix A. Copies of the Note and Revenue Sharing Agreement are attached to this Form C.

### Summary of Terms

Revenue Percentage <sup>1</sup>	1.5 - 2.7% <sup>2</sup>
Payment Deadline	2029-12-31
Maximum Payment Multiple <sup>3</sup> - Early Investors - All Other Investors	1.6 x 1.5 x
Sharing Start Date	The first day after disbursement that the company has revenues greater than one (\$1) dollar
First Payment Date	The last day of the calendar quarter ending not less than 90 days after the Sharing Start Date
Seniority	Subordinated
Securitization	Unsecured
Accrual Rate	2.9%

<sup>1</sup> as defined in the note agreement included in Appendix A

<sup>2</sup> The rate of revenue sharing is calculated on a linear scale with a minimum rate of 1.5% and a maximum rate of 2.7% and is rounded to the nearest 1/10th percent. The final rate is based on the amount raised and is calculated after the offering has successfully closed. As the amount raised in the offering increases, the rate of revenue sharing increases. For example, a hypothetical offering could result in the following revenue sharing percentages, depending on the amount raised:

Amount Raised	Revenue Sharing Percentage
\$55,000	1.5%
\$66,250	1.8%
\$77,500	2.1%
\$88,750	2.4%
\$100,000	2.7%

<sup>3</sup> To reward early participation, the investors who contribute the first \$55,000.0 raised in the offering will receive a 1.6x cap. Investors who contribute after \$55,000.0 has been raised in the offering will receive a 1.5x cap.

### Your Right to Payments under the Note

Your right to payments under the Note is set forth in the Note, together with a separate document

called the Revenue Sharing Agreement. Copies of the Note and Revenue Sharing Agreement are attached to this Form C. Additionally, general terms are outlined below and in the Company's offering page.

#### Obligation to Contribute Capital

Once you pay for your Note, you will have no obligation to contribute more money to the Company, and you will not be personally obligated for any debts of the Company. However, under some circumstances you could be required by law to return some or all of a distribution you receive from the Company.

#### No Right to Transfer

You should plan to hold the Notes until maturity. The Notes will be illiquid (meaning you might not be able to sell them) for at least four reasons:

- The Revenue Sharing Agreement prohibits the sale or other transfer of Notes without the Company's consent.
- If you want to sell your Note the Company will have the first right of refusal to buy it, which could make it harder to find a buyer.
- Even if a sale were permitted, there is no ready market for Notes, as there would be for a publicly-traded stock.
- By law, for a period of one year you won't be allowed to transfer the Investor Shares except (i) to the Company itself, (ii) to an "accredited" investor, (iii) to a family or trust, or (iii) in a public offering of the Company's shares.

#### Security

The Notes are not secured by any assets of the Company or any assets of persons associated with the Company.

#### Modification of Terms of Notes

The terms of the Notes and the Revenue Sharing Agreement may be modified or amended with the consent of Investors holding 50% of the Notes, measured by the total amount outstanding under each Note.

#### Other Classes of Securities

Name of Security	Limited Liability Company Interests
Number of Shares Outstanding	N/A
Describe Voting Rights of These Securities, Including Any Limitations on Voting Rights	N/A
How these securities differ from the revenue sharing notes being offered to investors	Limited Liability Company Interests are an equity interest, whereas Revenue Sharing Notes are a debt obligation of the Company.

## Dilution of Rights

The Company has the right to create additional classes of securities, both equity securities and debt securities (e.g., other classes of promissory notes). Some of these additional classes of securities could have rights that are superior to those of the Notes. For example, the Company could issue promissory notes that are secured by specific property of the Company.

## The People Who Control the Company

Each of these people owns 20% or more of the total voting power of the Company:

Name of Holder	% of Voting Power (Prior to Offering)
Christopher Greene	90%

## How the Exercise of Voting Rights Could Affect You

You will receive payments with respect to your Note only if the Company makes enough money to pay you, or, if the Company does not make enough money to pay you, if there is enough value in the collateral the Company pledged as security for the Notes.

The people with voting rights control the Company and make all the decisions about running its business. If they make good business decisions, it is more likely you will be paid. If they make poor business decisions, it is less likely you will be paid. For example, if they hire too many people and/or try to expand too quickly, the business could be harmed. The people with voting rights could also decide to file for bankruptcy protection, making it more difficult for you to be paid.

## How the Notes are Being Valued

The Notes are being valued at their face value. We don't anticipate that we'll ever need to place a value on the Notes in the future.

## (N) The Funding Portal

The Company is offering its securities through MainVest, Inc., which is a "Funding Portal" licensed by the Securities and Exchange Commission and FINRA. MainVest Inc.'s Central Index Key (CIK) number is 0001746059, their SEC File number is 007-00162, and their Central Registration Depository (CRD) number is 298384.

## (O) Compensation of the Funding Portal

Upon successful funding of the Offering, the Funding Portal will receive as the "Revenue Securement Fee"; 3.0% of the amount of the Offering raised by In-Network Users of the Platform plus 9.0% of the amount of the Offering raised by all other investors. "In-Network Users" means a user of Mainvest.com who who have utilized the Company's specified in-network link on the Site.

## (P) Indebtedness of the Company

Creditor	Amount	Interest Rate	Maturity Date	Other Important Terms
Stripe Capital	\$10,800	0%		

**(Q) Other Offerings of Securities within the Last Three Years**

The Company has not made any offerings with other third-party regulation crowdfunding companies in the past three years.

**(R) Transactions Between the Company and “Insiders”**

The Company has not entered into any business transactions, including stock Purchases, salaries, property rentals, consulting arrangements, guaranties, or other agreements with any individual identified in Section 227.201 (r)(1)-(4) of Regulation Crowdfunding during the 12 months preceding this Offering.

**(S) The Company’s Financial Condition**

**Historical milestones**

West Coast Confection has been operating since September 2019 and has since achieved the following milestones:

- Opened location in San Diego, CA
- Achieved revenue of \$156,611 in 2020, which then grew to \$263,146 in 2021.
- Had Cost of Goods Sold (COGS) of \$56,638, which represented gross profit margin of 36% in 2020. COGS were then \$125,029 the following year, which implied gross profit margin of 52%.

Historical financial performance is not necessarily predictive of future performance.

**(T) The Company’s Financial Statements**

Please see Appendix B for historical financial statements.

**Pro Forma Income Statement**

In order to illustrate its future earning potential, the Company has provided a summary of its - year financial forecast. The forecast has been developed by the Company using reasonable best efforts based on their understanding of the industry and market they wish to enter. Please refer to Section (F) of this Offering Memorandum for a list of the risks associated with an investment in the Company and utilizing any pro forma provided by the Company for making investment decisions.

	Year 1	Year 2	Year 3	Year 4	Year 5
Gross Sales	\$478,137	\$900,576	\$990,634	\$1,089,697	\$1,198,667
Cost of Goods Sold	\$190,651	\$320,526	\$350,843	\$384,018	\$420,319
Gross Profit	\$287,486	\$580,050	\$639,791	\$705,679	\$778,348
EXPENSES					
Rent	\$28,889	\$63,397	\$65,298	\$70,258	\$69,275
Utilities	\$2,000	\$6,000	\$6,000	\$6,000	\$6,000
Salaries	\$53,040	\$162,240	\$193,440	\$193,440	\$224,640
Insurance	\$2,691	\$6,712	\$6,733	\$6,755	\$6,778
Taxes	\$6,132	\$6,228	\$6,329	\$6,432	\$6,538
Accounting Fees	\$2,400	\$2,472	\$2,546	\$2,623	\$2,701
Marketing	\$4,244	\$9,548	\$11,654	\$13,764	\$15,876
Office Supplies	\$3,019	\$4,292	\$4,367	\$4,444	\$4,523
Subscriptions	\$468	\$482	\$497	\$512	\$527
Payroll Tax	\$3,713	\$11,356	\$13,540	\$13,540	\$15,724
influencer comp	\$6,729	\$6,931	\$7,139	\$7,353	\$7,574
bank charges	\$1,292	\$2,433	\$2,677	\$2,944	\$3,239
paypal	\$3,788	\$4,167	\$4,584	\$5,042	\$5,546
stripe	\$5,389	\$5,928	\$6,521	\$7,173	\$7,890
toast	\$2,878	\$11,419	\$12,561	\$13,817	\$15,198
Equipment Lease	\$1,300	\$12,000	\$12,360	\$12,731	\$13,113
Operating Profit	\$159,514	\$264,445	\$283,545	\$338,851	\$373,206

#### (U) Disqualification Events

Neither The Company nor any individual identified by Section 227.503(a) of Regulation Crowdfunding is the subject of a disqualifying event as defined by Section 227.503 of Regulation Crowdfunding.

#### Explanation

A company is not allowed to raise money using Regulation Crowdfunding if certain designated people associated with the Company (including its directors or executive officers) committed certain prohibited acts (mainly concerned with violations of the securities laws) on or after May

16, 2016. (You can read more about these rules in the Educational Materials.) This item requires a company to disclose whether any of those designated people committed any of those prohibited acts before May 16, 2016.

[\(V\) Updates on the Progress of the Offering](#)

To track the investment commitments we've received in this Offering, click to see the [Progress Bar](#).

[\(W\) Annual Reports for the Company](#)

The Company will file a report with the Securities and Exchange Commission annually and post the report on our website no later than 120 days after the end of each fiscal year. It's possible that at some point, the Company will not be required to file any more annual reports. We will notify you if that happens.

[\(X\) Our Compliance with Reporting Obligations](#)

The Company has never raised money using Regulation Crowdfunding before, and therefore has never been required to file any reports.

[\(Y\) Other Information Prospective Investors Should Know About](#)

Because Banks may not be willing to do business with a cannabis entity for the reasons discussed above, any repayments owed under the Revenue Sharing Note will be fully administered by the Company likely not processed by a financial institution. This means it is unlikely that the Company will be able to provide payments via ACH returns, and may need to rely on other sources, such as personal checks and/or third party financial applications. This other sources may subject repayments to additional fees or risks, and will be subject to any applicable terms and conditions

The Issuer may offer "Perks" as a means of showing appreciation to investors for supporting small community businesses. The offering of "Perks" by issuers is done purely on a voluntary basis and have no influence upon the terms of the Offering. As such, Investor "Perks" are not contractual conditions governed by "the Note" and are not enforceable under "the Note".

[Additional Information Included in the Form C](#)

	Most recent fiscal year-end (tax returns)	Prior fiscal year-end (tax returns)
Total Assets	\$0	\$0
Cash & Cash Equivalents	\$0	\$0
Accounts Receivable	\$0	\$0
Short-term Debt	\$0	\$0
Long-term Debt	\$0	\$0
Revenues/Sales	\$156,463.00	\$15,495.00
Cost of Goods Sold	\$56,638.00	\$9,269.00
Taxes Paid	\$1,023.00	\$0
Net Income	\$68,893.00	\$6,226.00

Jurisdictions in which the Company intends to offer the securities:

AL, AK, AZ, AR, CA, CO, CT, DE, DC, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MT, NE, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VT, VA, WA, WV, WI, WY, B5, GU, PR, VI, 1V