

APPENDIX B:
FINANCIAL STATEMENTS
(Unaudited)

Honey & Hops Brew Works

Profit and Loss

January - December 2021

	TOTAL
Income	
Cash Sales	11,849.38
Mead	-31.58
Merchandises - Shirts, Glasses, etc	-164.78
Product Sales	210,384.66
Uncategorized Income	0.00
Wholesale Income	6,930.85
Total Income	\$228,968.53
Cost of Goods Sold	
COGS - Food (Chocolates, etc)	1,205.70
COGS - Mead	36,168.85
COGS - Merchandises - Shirts, Glasses, etc	10,083.38
ingredients Mead	1,895.70
Keg Equipment	207.43
Total Cost of Goods Sold	\$49,561.06
GROSS PROFIT	\$179,407.47
Expenses	
60000 Payroll Expenses	3,891.23
60001 Regular Pay	13,749.27
60003 Tips	1,537.20
60005 Sick Pay	56.00
60006 Bonus Pay	100.00
Total 60000 Payroll Expenses	19,333.70
61000 Payroll Taxes	1,234.44
61001 FED SOCSEC-ER	1,062.32
61002 FED MEDCARE-ER	-120.87
61003 FED FUTA	69.22
61011 VA SUI-ER	307.25
Total 61000 Payroll Taxes	2,552.36
62000 SG&A	
1099 Contractors	4,337.15
620102 Live Entertainment	440.00
Total 1099 Contractors	4,777.15
620012 Recipe Development	6,734.52
Accounting	2,550.00
Advertising	939.53
Ads	16.44
Newspapers/Magazines	89.00
Printing	29.48
Website	204.00
Total Advertising	1,278.45
Auto	

Honey & Hops Brew Works

Profit and Loss

January - December 2021

	TOTAL
Auto Repairs & Maintenance	41.75
Gasoline	89.93
Total Auto	131.68
Bank Charges	35.00
Charitable Contributions	753.00
Decorations	647.58
Dues & Subscriptions (Softwares, Apps)	1,094.55
Entertainment/Events	90.00
Insurance	
General Liability Insurance	1,475.66
Total Insurance	1,475.66
Interest expenses (Loans only)	1,690.00
Internet/Telecom	2,826.10
Marketing	3,889.95
Gifts	114.53
Total Marketing	4,004.48
Meals (100%)	157.11
Meals (50%)	737.16
Merchant Fees	4,377.12
Payroll Service Fees	2,312.68
Postage/Shipping	97.48
Rent	6,133.33
Equipment	293.89
Location	21,615.10
Storage	808.32
Total Rent	28,850.64
Repairs and maintenance	22,715.28
Supplies	12.63
Disposable Supplies	1,367.49
Office Supplies	5,690.60
Operating Tools & Supplies	20,476.54
Total Supplies	27,547.26
Taxes and Licenses	1,744.20
excise tax	890.52
Licenses	1,712.52
Local Taxes	2,140.37
Meals tax	320.96
Other Taxes	1,104.75
Sales and Use Taxes	9,051.89
Total Taxes and Licenses	16,965.21
Travel	4.59
Utilities	450.00
Electric	506.13

Honey & Hops Brew Works

Profit and Loss

January - December 2021

	TOTAL
Gas	461.21
Water	225.00
Total Utilities	1,642.34
Total 62000 SG&A	133,495.04
CO2, Nitro, ETC	961.77
Front Of house Expenses	362.00
Musicians fee	540.00
Total Expenses	\$157,244.87
NET OPERATING INCOME	\$22,162.60
NET INCOME	\$22,162.60

Honey & Hops Brew Works

Balance Sheet

As of December 31, 2021

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Checking	30,393.98
Payroll	3,964.20
Total Bank Accounts	\$34,358.18
Total Current Assets	\$34,358.18
TOTAL ASSETS	\$34,358.18
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$0.00
Credit Cards	
Credit Card	0.00
Total Credit Cards	\$0.00
Other Current Liabilities	
Payroll Liabilites	
FED FIT	0.00
FED MEDCARE	0.00
FED SOCSEC	0.00
Net Pay	0.00
VA SIT	0.00
Total Payroll Liabilites	0.00
Payroll Tax Payable	
ER - Medicare	0.00
ER - Social Security	0.00
FUTA	0.00
VA SUI-ER	0.00
Total Payroll Tax Payable	0.00
Total Other Current Liabilities	\$0.00
Total Current Liabilities	\$0.00
Long-Term Liabilities	
Square Loans/Notes Payable	8,872.55
Total Long-Term Liabilities	\$8,872.55
Total Liabilities	\$8,872.55
Equity	
Ian's Equity (33.33%)	
Ian's Contributions	0.00
Ian's Distributions	204.00

Honey & Hops Brew Works

Balance Sheet

As of December 31, 2021

	TOTAL
Total Ian's Equity (33.33%)	204.00
Opening Balance Equity	0.00
Retained Earnings	3,119.03
Net Income	22,162.60
Total Equity	\$25,485.63
TOTAL LIABILITIES AND EQUITY	\$34,358.18

Honey & Hops Brew Works

Statement of Cash Flows

January - December 2021

	TOTAL
OPERATING ACTIVITIES	
Net Income	22,162.60
Adjustments to reconcile Net Income to Net Cash provided by operations:	
Accounts Payable (A/P)	0.00
Credit Card	0.00
Payroll Liabilites:FED FIT	0.00
Payroll Liabilites:FED MEDCARE	0.00
Payroll Liabilites:FED SOCSEC	0.00
Payroll Liabilites:Net Pay	0.00
Payroll Liabilites:VA SIT	0.00
Payroll Tax Payable:ER - Medicare	0.00
Payroll Tax Payable:ER - Social Security	0.00
Payroll Tax Payable:FUTA	0.00
Payroll Tax Payable:VA SUI-ER	0.00
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	0.00
Net cash provided by operating activities	\$22,162.60
FINANCING ACTIVITIES	
Square Loans/Notes Payable	8,872.55
Ian's Equity (33.33%):Ian's Contributions	0.00
Ian's Equity (33.33%):Ian's Distributions	204.00
Opening Balance Equity	0.00
Retained Earnings	3,119.03
Net cash provided by financing activities	\$12,195.58
NET CASH INCREASE FOR PERIOD	\$34,358.18
CASH AT END OF PERIOD	\$34,358.18

Honey & Hops Brew Works

Profit and Loss

January - December 2022

	TOTAL
Income	
Cash Sales	19,060.12
Combs & Cones Club	17,052.48
Product Sales	271,921.27
online sales	3,027.25
Total Product Sales	274,948.52
Wholesale Income	12,608.31
Total Income	\$323,669.43
Cost of Goods Sold	
COGS - Food (Chocolates, etc)	5,180.87
COGS - Mead	79,201.52
COGS - Merchandises - Shirts, Glasses, etc	5,757.50
Keg Equipment	200.00
Total Cost of Goods Sold	\$90,339.89
GROSS PROFIT	\$233,329.54
Expenses	
60000 Payroll Expenses	79,775.86
60001 Regular Pay	7,917.78
60003 Tips	933.61
Total 60000 Payroll Expenses	88,627.25
61000 Payroll Taxes	18,670.87
62000 SG&A	
620012 Recipe Development	4,572.30
Advertising	1,525.00
Ads	192.78
Total Advertising	1,717.78
Auto	
Gasoline	82.26
Total Auto	82.26
Charitable Contributions	3,952.09
Dues & Subscriptions (Softwares, Apps)	1,488.51
Insurance	
General Liability Insurance	1,726.33
Total Insurance	1,726.33
Internet/Telecom	2,506.43
Marketing	7,752.28
Gifts	463.32
Total Marketing	8,215.60
Meals (50%)	2,580.79
Payroll Service Fees	2,097.40
Postage/Shipping	1,088.18
Rent	22,800.00

Honey & Hops Brew Works

Profit and Loss

January - December 2022

	TOTAL
Location	1,900.00
Total Rent	24,700.00
Repairs and maintenance	17,022.25
Supplies	
Disposable Supplies	4,947.23
Office Supplies	951.58
Operating Tools & Supplies	14,771.43
Total Supplies	20,670.24
Taxes and Licenses	2,265.72
excise tax	1,699.98
Licenses	32.00
Local Taxes	2,919.60
Property Taxes	337.20
Sales and Use Taxes	1,026.07
State Income Tax (VA)	15,103.28
Total Taxes and Licenses	23,383.85
Utilities	2,750.00
Total 62000 SG&A	118,554.01
CO2, Nitro, ETC	345.13
Front Of house Expenses	708.99
Musicians fee	2,768.01
Total Expenses	\$229,674.26
NET OPERATING INCOME	\$3,655.28
NET INCOME	\$3,655.28

Honey & Hops Brew Works

Balance Sheet

As of December 31, 2022

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Cash on hand	-1,792.27
Checking	57,809.37
Deposit Refund	-75.00
false charge	99.99
Operating Tools & Supplising	946.66
Payroll	3,964.20
Recipe Development	339.80
Total Bank Accounts	\$61,292.75
Other Current Assets	
Inventory	
Merchandises - Shirts, Glasses	125.00
Total Inventory	125.00
Total Other Current Assets	\$125.00
Total Current Assets	\$61,417.75
Fixed Assets	
Tangible Assets	
Furniture & Fixtures	663.33
Machinery & Equipment	5,883.00
Total Tangible Assets	6,546.33
Total Fixed Assets	\$6,546.33
TOTAL ASSETS	\$67,964.08
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$0.00
Credit Cards	
Credit Card	-2,157.74
Total Credit Cards	\$ -2,157.74
Other Current Liabilities	
Payroll Liabilites	
FED FIT	0.00
FED MEDCARE	0.00
FED SOCSEC	0.00
Net Pay	0.00
VA SIT	0.00
Total Payroll Liabilites	0.00
Payroll Tax Payable	

Honey & Hops Brew Works

Balance Sheet

As of December 31, 2022

	TOTAL
ER - Medicare	0.00
ER - Social Security	0.00
FUTA	0.00
VA SUI-ER	0.00
Total Payroll Tax Payable	0.00
Sales & Use Tax Payable	-18.05
Short-term Loans	32,405.41
Total Other Current Liabilities	\$32,387.36
Total Current Liabilities	\$30,229.62
Long-Term Liabilities	
Square Loans/Notes Payable	8,872.55
Total Long-Term Liabilities	\$8,872.55
Total Liabilities	\$39,102.17
Equity	
Ian's Equity (33.33%)	
Ian's Contributions	0.00
Ian's Distributions	204.00
Total Ian's Equity (33.33%)	204.00
Opening Balance Equity	-279.00
Retained Earnings	25,281.63
Net Income	3,655.28
Total Equity	\$28,861.91
TOTAL LIABILITIES AND EQUITY	\$67,964.08

Honey & Hops Brew Works

Statement of Cash Flows

January - December 2022

	TOTAL
OPERATING ACTIVITIES	
Net Income	3,655.28
Adjustments to reconcile Net Income to Net Cash provided by operations:	
Inventory:Merchandises - Shirts, Glasses	-125.00
Credit Card	-2,157.74
Sales & Use Tax Payable	-18.05
Short-term Loans	32,405.41
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	30,104.62
Net cash provided by operating activities	\$33,759.90
INVESTING ACTIVITIES	
Tangible Assets:Furniture & Fixtures	-663.33
Tangible Assets:Machinery & Equipment	-5,883.00
Net cash provided by investing activities	\$ -6,546.33
FINANCING ACTIVITIES	
Opening Balance Equity	-279.00
Net cash provided by financing activities	\$ -279.00
NET CASH INCREASE FOR PERIOD	\$26,934.57
Cash at beginning of period	34,358.18
CASH AT END OF PERIOD	\$61,292.75

I, Ian Rushing, certify that:

1. The financial statements of Honey & Hops, LLC, Honey & Hops Brew Works included in this Form are true and complete in all material respects; and
2. The tax return information of Honey & Hops, LLC, Honey & Hops Brew Works included in this Form reflects accurately the information reported on the tax return for Honey & Hops, LLC, Honey & Hops Brew Works for the fiscal years ended 2021 and 2022 (most recently available as of the Date of this Form C).

Signature *Ian Rushing*

Name: Ian Rushing

Title: General Partner