

# Tessier Winery

## Profit and Loss

January - December 2022

	TOTAL
Income	
Sales	
Distributor	297,133.15
PayPal Sales	81,611.53
Tasting Room Sales (Square)	6,410.62
Wholesale Sales	1,659.43
<b>Total Sales</b>	<b>386,814.73</b>
Services	-3,186.22
Unapplied Cash Payment Income	905.46
Uncategorized Income	1,527.97
<b>Total Income</b>	<b>\$386,061.94</b>
Cost of Goods Sold	
Cost of Goods Sold	215,717.30
<b>Total Cost of Goods Sold</b>	<b>\$215,717.30</b>
<b>GROSS PROFIT</b>	<b>\$170,344.64</b>
Expenses	
Bottling Costs	
Bottling Costs - Contract Bottling	9,285.60
Bottling Costs - Corks	5,983.73
Bottling Costs - Excise Taxes	1,277.31
Bottling Costs - Glass	21,200.69
Bottling Costs - Labels	4,142.64
Bottling Costs - Supplies	-58.75
Transfer Bottling Costs to Bottled Wine	-41,831.22
<b>Total Bottling Costs</b>	<b>0.00</b>
Cellar & Aging Costs	
Cellar & Aging Costs - Custom Crush Fees	52,840.99
Cellar & Aging Costs - Depreciation	154.00
Cellar & Aging Costs - Fermentation Supplies	402.51
Cellar & Aging Costs - Freight & Delivery	6,273.32
Cellar & Aging Costs - Grape Purchases	85,230.60
Cellar & Aging Costs - Lab Fees	2,139.00
Cellar & Aging Costs - Storage	994.71
Transfer Cellar & Aging Costs to Bulk Wine	-163,223.01
<b>Total Cellar &amp; Aging Costs</b>	<b>-15,187.88</b>
General & Administrative Expenses	
G&A - Auto	2,266.90
G&A - Bank Charges & Fees	223.25
G&A - Dues & Subscriptions	2,352.88
G&A - Insurance	3,005.07
G&A - Legal & Professional Services	5,809.60

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	TOTAL
G&A - Miscellaneous	238.72
G&A - Office Supplies	2,410.73
G&A - Rent & Lease	24,000.00
G&A - Research	2,928.79
G&A - Salaries & Wages	6,355.22
G&A - Sales Tax	8,037.72
G&A - Shipping	44,017.43
G&A - Taxes & Licenses	9,270.02
G&A - Telephone/Internet	1,317.90
<b>Total General &amp; Administrative Expenses</b>	<b>112,234.23</b>
Interest Paid	2,128.54
Marketing Expenses	
Marketing - Travel	14,938.66
Travel - Lodging	532.87
Travel - Transportation	6,394.62
<b>Total Marketing - Travel</b>	<b>21,866.15</b>
Marketing - Advertising	1,307.27
Marketing - Commissions & Fees	24,603.07
Marketing - Meals & Entertainment	11,096.37
Marketing - Promotional	2,510.81
Marketing - Samples and Pours	3,412.78
Marketing - Stationery & Printing	206.22
<b>Total Marketing Expenses</b>	<b>65,002.67</b>
Payroll Expenses	154.36
Taxes	4,496.35
Wages	36,187.94
<b>Total Payroll Expenses</b>	<b>40,838.65</b>
Reimbursable Expenses	92.40
<b>Total Expenses</b>	<b>\$205,108.61</b>
NET OPERATING INCOME	<b>\$ -34,763.97</b>
NET INCOME	<b>\$ -34,763.97</b>

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## Balance Sheet

As of December 31, 2022

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
PayPal Bank	-24,734.54
Petty Cash	734.73
Square	0.03
Wells Fargo Checking 2057	58,215.84
<b>Total Bank Accounts</b>	<b>\$34,216.06</b>
Accounts Receivable	
Accounts Receivable (A/R)	21,949.64
<b>Total Accounts Receivable</b>	<b>\$21,949.64</b>
Other Current Assets	
Inventory	
Bottled Wine	74,209.20
Bulk Wine	121,505.37
<b>Total Inventory</b>	<b>195,714.57</b>
Inventory Asset	0.00
Prepayments	0.00
Uncategorized Asset	0.00
Undeposited Funds	0.00
<b>Total Other Current Assets</b>	<b>\$195,714.57</b>
<b>Total Current Assets</b>	<b>\$251,880.27</b>
Fixed Assets	
Winemaking Equipment	9,842.39
zAccumulated Deprecation	-7,496.00
<b>Total Fixed Assets</b>	<b>\$2,346.39</b>
<b>TOTAL ASSETS</b>	<b>\$254,226.66</b>

# Tessier Winery

## Balance Sheet

As of December 31, 2022

	TOTAL
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Credit Cards	
Capital1_Tessier	11,742.78
Wells Fargo Credit Card 9382, new9401	7,121.20
<b>Total Credit Cards</b>	<b>\$18,863.98</b>
Other Current Liabilities	
California State Board of Equalization Payable	0.00
Direct Deposit Payable	0.00
Line of Credit	0.00
Out Of Scope Agency Payable	0.00
Payroll Liabilities	-386.46
CA PIT / SDI	40.74
CA SUI / ETT	0.00
Federal Taxes (941/944)	145.96
Federal Unemployment (940)	42.00
<b>Total Payroll Liabilities</b>	<b>-157.76</b>
<b>Total Other Current Liabilities</b>	<b>\$ -157.76</b>
<b>Total Current Liabilities</b>	<b>\$18,706.22</b>
Long-Term Liabilities	
Historical Adjustment	0.00
QuickBooks Loan	35,000.00
SBA Loan	27,177.74
<b>Total Long-Term Liabilities</b>	<b>\$62,177.74</b>
<b>Total Liabilities</b>	<b>\$80,883.96</b>
Equity	
Owner's Equity	
Owner's Contribution	0.00
Owner's Draw	-40,929.63
<b>Total Owner's Equity</b>	<b>-40,929.63</b>
Retained Earnings	249,036.30
Net Income	-34,763.97
<b>Total Equity</b>	<b>\$173,342.70</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$254,226.66</b>

# Tessier Winery

## Statement of Cash Flows

January - December 2022

	TOTAL
<b>OPERATING ACTIVITIES</b>	
Net Income	-15,782.32
Adjustments to reconcile Net Income to Net Cash provided by operations:	
Accounts Receivable (A/R)	-34,169.53
Inventory:Bottled Wine	30,783.88
Inventory:Bulk Wine	-57,119.09
Uncategorized Asset	0.00
zAccumulated Deprecation	1,736.00
Accounts Payable (A/P)	15,187.88
Capital1_Tessier	11,742.78
Wells Fargo Credit Card 9382, new9401	-24,543.88
California State Board of Equalization Payable	0.00
Direct Deposit Payable	0.00
Line of Credit	817.27
Out Of Scope Agency Payable	0.00
Payroll Liabilities	-386.46
Payroll Liabilities:CA PIT / SDI	-37.38
Payroll Liabilities:CA SUI / ETT	-112.00
Payroll Liabilities:Federal Taxes (941/944)	-470.56
Payroll Liabilities:Federal Unemployment (940)	22.80
<b>Total Adjustments to reconcile Net Income to Net Cash provided by operations:</b>	<b>-56,548.29</b>
<b>Net cash provided by operating activities</b>	<b>\$ -72,330.61</b>
<b>INVESTING ACTIVITIES</b>	
Winemaking Equipment	-3,287.26
<b>Net cash provided by investing activities</b>	<b>\$ -3,287.26</b>
<b>FINANCING ACTIVITIES</b>	
QuickBooks Loan	35,000.00
SBA Loan	-1,522.26
Owner's Equity:Owner's Draw	18,078.11
Retained Earnings	-40,362.36
<b>Net cash provided by financing activities</b>	<b>\$11,193.49</b>
<b>NET CASH INCREASE FOR PERIOD</b>	<b>\$ -64,424.38</b>
Cash at beginning of period	98,640.44
<b>CASH AT END OF PERIOD</b>	<b>\$34,216.06</b>