



Rustech Brewing
Microbrewery & Taproom

BUSINESS PLAN

6/16/2017

Rev K

Rustech Brewing Company LLC
Monticello MN

Bill Burt & Penny Burt

FOUNDERS and OWNERS

Penny and Bill Burt have been married for 20 years and have lived in Monticello, MN for the past 10 years.

Bill is a Certified LabVIEW Architect (software developer) with a passion to develop advanced software control for Filtration and breweries.

Bill works full time at Donaldson Company Inc. as a Senior Software Engineer for the past 4 years developing the most complex process control processes in MN.

Penny is a Homemaker living at home taking care of their 17 year old son who will be going into the army after his senior year.

The Burts are both home brewers with +4 years' experience and are very excited about the growth of Monticello.

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Executive Summary

Rustech Brewing Company is a newly formed brewery to bring patrons a warm and inviting experience. We intend to open a 5 barrel brewery with a tasting room located on the Northern border of Wright County in the city of Monticello, MN.

Initial revenue for the brewery will come solely from sales of beer, however, a substantial proportion of the revenue will likely come from off premise distribution once the brewery has established itself as a popular destination with a quality product. As the business grows and brand recognition increases, we plan to expand the brewing capacity and the number of dark ales in our brewing arsenal along with IPAs, Amber and a few light Ales. Rustech Brewing Company is scheduled to begin operations by late 2017 or early 2018.

Rustech Brewing Company plans to quickly expand with dark beers, IPA's and light ales, all of which are lacking in Monticello MN via offsite keg sales and onsite taproom offerings. By offering malt-focused, smoother drinking dark rich and ales, our core offerings will bring balance to the overpopulation of American IPA hop-focused ales, while still offering hop forward beers to satisfy hops.

The opportunity we have is to capitalize on an emerging market where there are only a few local breweries. We will have high quality craft beers that will quench the thirst of craft beer enthusiasts and pique the interest of everyone else.

Rustech Brewing Company plans to solve the craft void in this market place by providing locally crafted ales to bars, clubs, taverns, pubs and restaurants within Monticello. The opportunity we have is to capitalize on an emerging market where there are only a few local breweries. We have high quality craft beers that will quench the thirst of craft beer enthusiasts and pique the interest of everyone else.

Our goal is to develop a competitive edge in the Minnesota microbrewery market, Rustech Brewing Company intends to brew quality beers at all times. We realize the importance of working with our customers to ensure our beer is stored and served in the best quality possible. In addition to quality control measures, Rustech Brewing

Company will keep our customers intrigued by providing seasonal beers, small batch series beers, and new releases based on classic styles, but with our own interpretations.

The bulk of our business will likely come from Growlers and kegged beer sales. New beers will be launched in pairs at about one year intervals with seasonal beers to fill in the gaps. The approach of launching two beers simultaneously helps to ensure we are reaching customers with different style preferences at the same time. The logistics behind launching two beers at the same time is not much more different or more costly as launching one beer. The key to our initial growth is self-distribution.

We will produce beer in kegs for wholesale to the licensed liquor retail market. We plan to have a sales and marketing staff that market the company's products and be personally responsible for acquiring local retail accounts. The company is committed to bring to patrons the beer they deserve, never sacrificing quality for profits. We seek to be the next symbol of American culture, to give back to the community, and most importantly, those working to provide the public with this vision. The culture of the company will be one of brewing not of greed. We will reach these goals by inspiring a culture of pride and satisfaction in our work place, creating top-quality products, and responding to the needs of our team members, community, and environment. Bill Burt will continue to work at his current work place and work the weekends and after hours at the brewery. Penny Burt will be a full time employee of brewery.

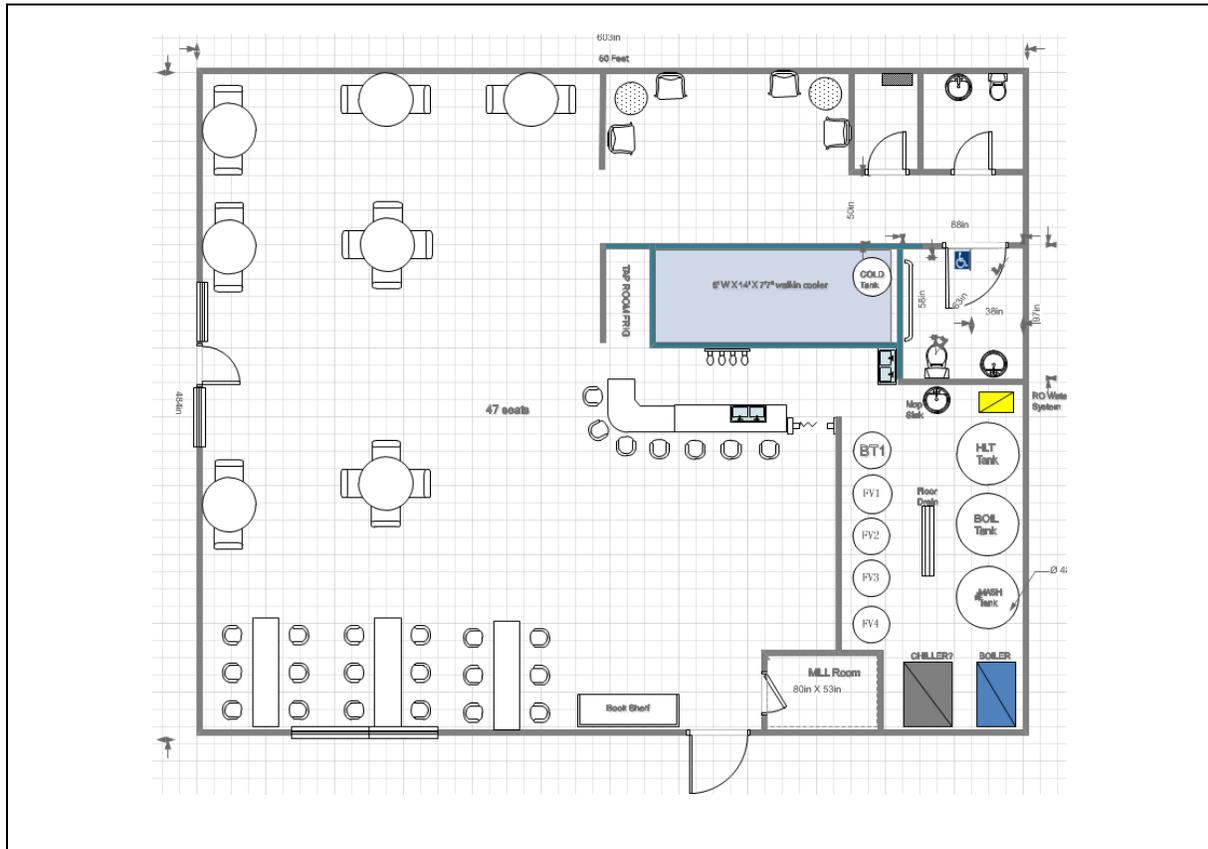
Business Objectives

The primary objectives of this business plan for our Microbrewery and Taproom are:

- To achieve Net Income of \$366,889 within (2) years.
- During the 3rd year begin canning or bottling for distribution.
- Have high rates for customer satisfaction and repeat business.
- Include custom games built with wood like Marble Maze and Wall Board.

Start-up Summary

The loan will be used towards the lease on Hwy 25. It is an old mattress building with 2000 Sq. Ft of space.



Start-up Expenses

Brew house, Fermentation tanks, Brite Tank, Chiller and shipping \$93,403.00

Working Capital

Startup Operating Expenses (For 1st Year) , Taproom Startup supplies \$100,000.00

Construction / lease

Contractor Build Out \$125,000.00

Closing costs \$16,597.00

Loan total \$335,000.00

City of Monticello \$45,000.00

Owner Equity \$30,000.00

Legal Form/ Company Ownership/Legal Entity

Rustech Brewing Company is formed as a LLC wholly owned and operated by Bill and Penny Burt.

Mission Statement

We will infuse old-world style ales into the rapidly expanding craft brew scene of Monticello, using modern technology and industrial advances to serve world class beer to discerning drinkers. Our brews will primarily be German styles, with Belgian and English offerings as well to round out our portfolio.

CRAFT BEER FOR THE PEOPLE

Our Brewery plan includes opening a 5 BBL Brew house and onsite tamp house with at least four core offerings as well as rotating seasonal/special-release offerings in the taproom, and seasonal holiday and summer releases for keg customers. There will be a minimum of eight (8) on-taps at any given time, and tasting flights are highly encouraged.

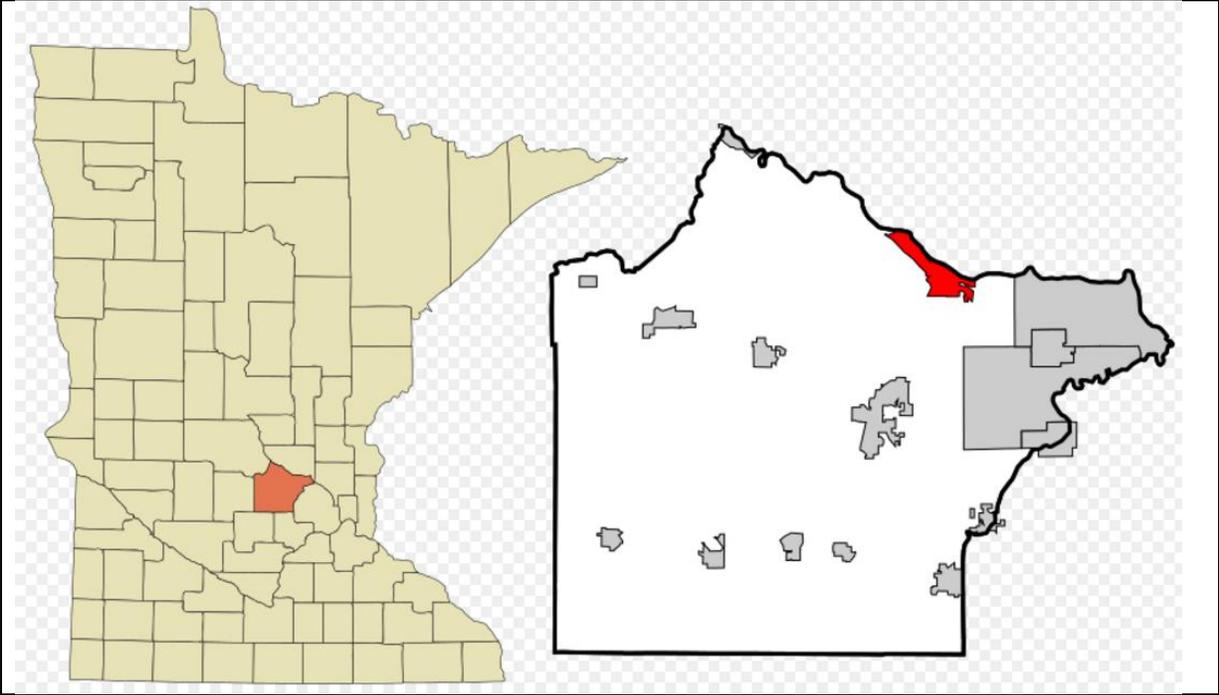
BREWED IN MONTICELLO

100% of the beer will be produced on site, focusing exclusively on keg and tasting room sales and distributed to fine eating and drinking establishments within the Minnesota Area. Bottling and/or offsite canning will be implemented after the first two years of operation.

Keys to Success

Location! Location! Location! One of the main keys to success for this brewery is the planned location. The location is right off I-94 in Monticello making it easy for customers to stop in and pick up their favorite growler of beer. We plan to bring success back to the local downtown area to help grow Monticello!

Description of Business



City Location

Monticello is located close to the center of Minnesota, in Wright County. Monticello has 8.94 square miles of land area and has no water area. As of 2010-2014, the total Monticello population is 12,974, which has grown 64.90% since 2000.

The population growth rate is much higher than the state average rate of 9.44% and is much higher than the national average rate of 11.61%.

Monticello median household income is \$73,151 in 2010-2014 and has grown by 61.18% since 2000. The income growth rate is much higher than the state average rate of 29.12% and is much higher than the national average rate of 27.36%. Monticello median house value is \$168,100 in 2010-2014 and has grown by 29.11% since 2000. The house value growth rate is much lower than the state average rate of 51.31% and is much lower than the national average rate of 46.91%. As a reference, the national Consumer Price Index (CPI) inflation rate for the same period is 26.63%. On average, the public school district that covers Monticello is better than the state average in quality.

BREWERY LOCATION

Brewery plans to lease an existing industrial building in the Broadway neighborhood of Monticello that is primed to be outfitted for not only a production brewery, but also a warm and cozy traditional rustic-styled taproom that will initially be responsible for ~70% of our revenue, and will serve as a launch pad for our brand to grow our customer base.

EASY TRANSPORTATION

The brewery is right off highway 94 in Monticello MN. There are (2) off ramps to the proposed location.

HUGE CUSTOMER BASE

The Microbrewery and taproom will be right in the center of growing Monticello, MN located off Hwy 25 with great visibility of brewery.

ECONOMY

In anticipation of rapid population growth, Monticello created a comprehensive growth plan in 1996. A new high school was constructed in 1999. A new highway interchange was completed in 2006 on the east end of town, allowing residents full access to Interstate 94 from Wright County Road 18. Since 2002, many retail outlets have been constructed, including a Wal-Mart Supercenter, a Super Target store, a Muller Family Movie Theatre, a new bowling alley, the Home Depot, Marshalls, Applebee's, Taco John's, Arby's, and have recently added an Aldi and a Goodwill. This planned growth has also brought new auto dealerships, hotels, and industrial development. Monticello continues to attract new construction and business opportunities including a new Mills Fleet Farm store is planned for 2017.

BREWERY INTERIOR

The Brewery tasting room will be a carefully designed space for beer drinkers to enjoy our craft beer offerings. The Taproom will hold at least (47) customers and be gently illuminated by exposed bulbs and warm LED lighting. The Entire brew house will be visible when entering the taproom.

SEATING

Seating will be a combination of bar seating, snug-room style booths, and German style wooden tables with benches.

The space will be crafted so that guests experience the rustic style pub warmth, while showcasing the brewery.

ACOUSTICS

Ambient music will be provided by a distributed, high-quality sound system and acoustics will be designed to allow for comfortable conversation and to keep the ambiance cozy and warm.

TABLES

We will build the tables to save thousands of dollars.

TAPROOM FLIGHTS

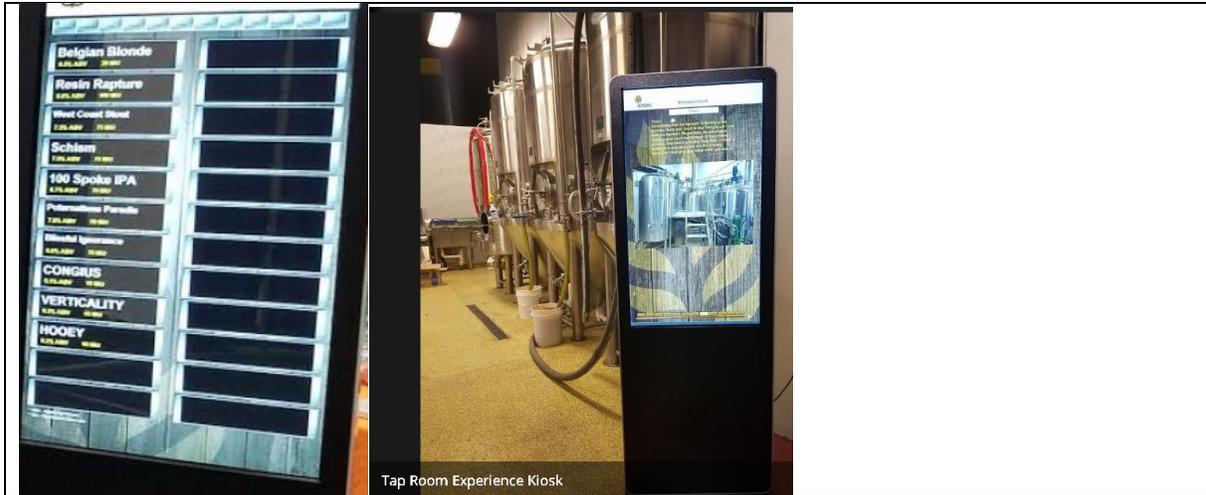
We will build the entire taproom Flights to save \$70 - \$100.



TAPROOM HIGH TECH

Entering the tap room we will display a Kiosk developed with customer questions in mind. This will be a touch screen Kiosk and customers will see all the information about the beer brands on tap. Touching the brand of beer popup a display with information about (IBU) International Bitterness Units, (ABV) Alcohol By Volume, price and all the information about the beer brand. The Kiosk will scroll through screens showing all the information about the Brewery.

At the tap room bar there will be a TV turned portrait to display the same beer brands on tap as the Kiosk. The room will have features that cater to high-tech outlets at every seat for charging phones/laptops, high-speed internet and hooks for laptop bags and jackets.



Hours of Operation

During the first 1.5 years of operation our hours of operation will be as below. During the 2.5 – 3rd year we plan to expand to Monday and Tuesday hours of operation.

TAP ROOM HOURS

Monday: 4:00pm - 9:00pm (YEAR 3)

Tuesday: 4:00pm - 9:00pm (YEAR 3)

Wednesday: 4:00pm - 9:00pm

Thursday: 4:00pm - 10:00pm

Friday: 3:00pm - 11:00pm

Saturday: 12:00pm - 11:00pm

Sunday: 11:00am-6:00pm

Signature Line

Our Signature Line of beers is below. We expect to rapidly expand with Dark beer as our style of choice and also have IPA and light beers.



- IPA
- Coffee Stout
- Stouts
- Amber Ale
- Light Ale
- Wheat

Manufacturing

Suppliers

Our Suppliers for Malts will be from Rahr Malting Co and we will be selecting a hop company.

Plan to Reuse and Re-Purpose Waste Products

One of our commitments at the brewery is to reuse and re-purpose as much as we can. Spent barley or spent grain is one of our largest waste products, and we have found them to be a fantastic source of nutrient to farms. We will donate our spent barley or spent grains to a local farm for feed animals.

BREWHOUSE

Where

All production will be onsite using a state-of-the-art 5 BBL Brew house, which allows up to 750 BBL annually. We will focus on 380 BBL for the 1st year with profits of \$38,000 per month.

The second year we will increase production to 500 BBL annually increasing revenue to \$50,000 per month as begin canning/bottling.

| All production will be onsite using a state-of-the-art 5 BBL Brew house, which allows up to 750 BBL annually. | | 5 BBL system | # of Brews a week | # of weeks brewing a year | Barrels | Pints | Total Pints | Cost per Pint | Total Yearly profit | Monthly Profit |
|---|---|--------------|-------------------|---------------------------|---------|-------|-------------|---------------|---------------------|----------------|
| 2nd Year > | A 5 BBL system x 3 brews a week x 50 weeks = 750 BBL annually | 5 | 3 | 50 | 750 | 240 | 180000 | 5 | \$900,000.00 | \$75,000.00 |
| 1st year > | A 5 BBL system x 2 brews a week x 50 weeks = 500 BBL annually | 5 | 2 | 50 | 500 | 240 | 120000 | 5 | \$600,000.00 | \$50,000.00 |
| | A 5 BBL system x 2 brews a week x 38 weeks = 380 BBL annually | 5 | 2 | 38 | 380 | 240 | 91200 | 5 | \$456,000.00 | \$38,000.00 |
| | A 5 BBL system x 1 brews a week x 50 weeks = 250 BBL annually | 5 | 1 | 50 | 250 | 240 | 60000 | 5 | \$300,000.00 | \$25,000.00 |

How

All beers will be produced in accordance with proprietary recipes. All employees with access to said proprietary information will sign a non-disclosure before getting access to the information. Our legal representative will draft a standard nondisclosure and it will be added to the standard issue employment contract.

Management

Bill and Penny will be the head of operations of the brewery and taproom.

Marketing

Competition

The closest Competition is Lupulin which is expanding and adding a canning line. Rustech Brewing Company will promote visiting Lupulin and we hope they will do the same. We would encourage visiting other breweries like Hayes Brewing.

Pricing

Pricing for growlers, kegs and pints will differ per style and ABU content.

Advertising and Promotion

Advertising with Facebook and Twitter.

Strategy and Implementation

- There is an approximate 6 month period waiting for Liquor license.
- Immediately following licensing the 5 BBL system will go into production for Growlers and Taproom
- We will be brewing for 2 months for opening day.
- Opening day is expected to be 2 months after building and Liquor license are completed and pass all city inspections.

Brew House



Taproom

| Taproom | QTY | Item Cost | Cost |
|---|-----|-------------------|-------------------|
| 5 oz. Beer Taster | 48 | \$3.77 | \$180.96 |
| 16 ounce Beer Glass | 48 | \$3.59 | \$172.32 |
| 16 oz. Mixing Glass | 48 | \$2.67 | \$128.16 |
| Growlers and shipping | 72 | \$3.85 | \$277.20 |
| Counter Stool, 30 Inch | 23 | \$45.00 | \$1,035.00 |
| 1/6 BBL Keg | 0 | \$60.00 | \$0.00 |
| 1/2 BBL Keg | 50 | \$90.00 | \$4,500.00 |
| Keg carrier 2 wheel dolly | 1 | \$75.00 | \$75.00 |
| Air Compressor | 1 | \$250.00 | \$250.00 |
| Keg Washing / Filling Coupler w/ Dual Shutoffs (Manual) | 1 | \$500.00 | \$500.00 |
| Total | | \$1,033.88 | \$7,118.64 |
| <i>Note: 5BBL Brewhouse fills 10 kegs</i> | | | |
| Kegs Filled | QTY | | |
| Amber Ale 1/2 BBL kegs | 10 | | |
| Light Ale 1/2 BBL kegs | 10 | | |
| IPA1 1/2 BBL kegs | 10 | | |
| Mango IPA 1/2 BBL kegs | 10 | | |
| Coffee Stout 1/2 BBL kegs | 10 | | |
| | 50 | | |

Operating Expenses

| Operating Expenses | Monthly | Yearly Item Cost |
|-----------------------------------|-----------------|---------------------|
| Lease Monthly | \$ 2,583.33 | \$ 30,999.96 |
| Payroll (incl. taxes) 2 employees | \$ 4,021.32 | \$ 32,170.56 |
| Equipment Depreciation | \$ 703.36 | \$ 8,440.30 |
| Utilities | \$ 345.00 | \$ 4,140.00 |
| Benefits | \$ - | \$ - |
| City of Monticello EDA | \$ 227.45 | \$ 2,729.40 |
| Attorney fees | \$ 100.00 | \$ 1,200.00 |
| Insurance | \$ 410.00 | \$ 4,920.00 |
| POS System - Accept Credit card | \$ 35.00 | \$ 420.00 |
| Internet | \$ 30.00 | \$ 360.00 |
| Bank fees | \$ 12.50 | \$ 150.00 |
| | 8,467.96 | \$ 85,530.22 |

8 months

BUILDING - BUILD OUT

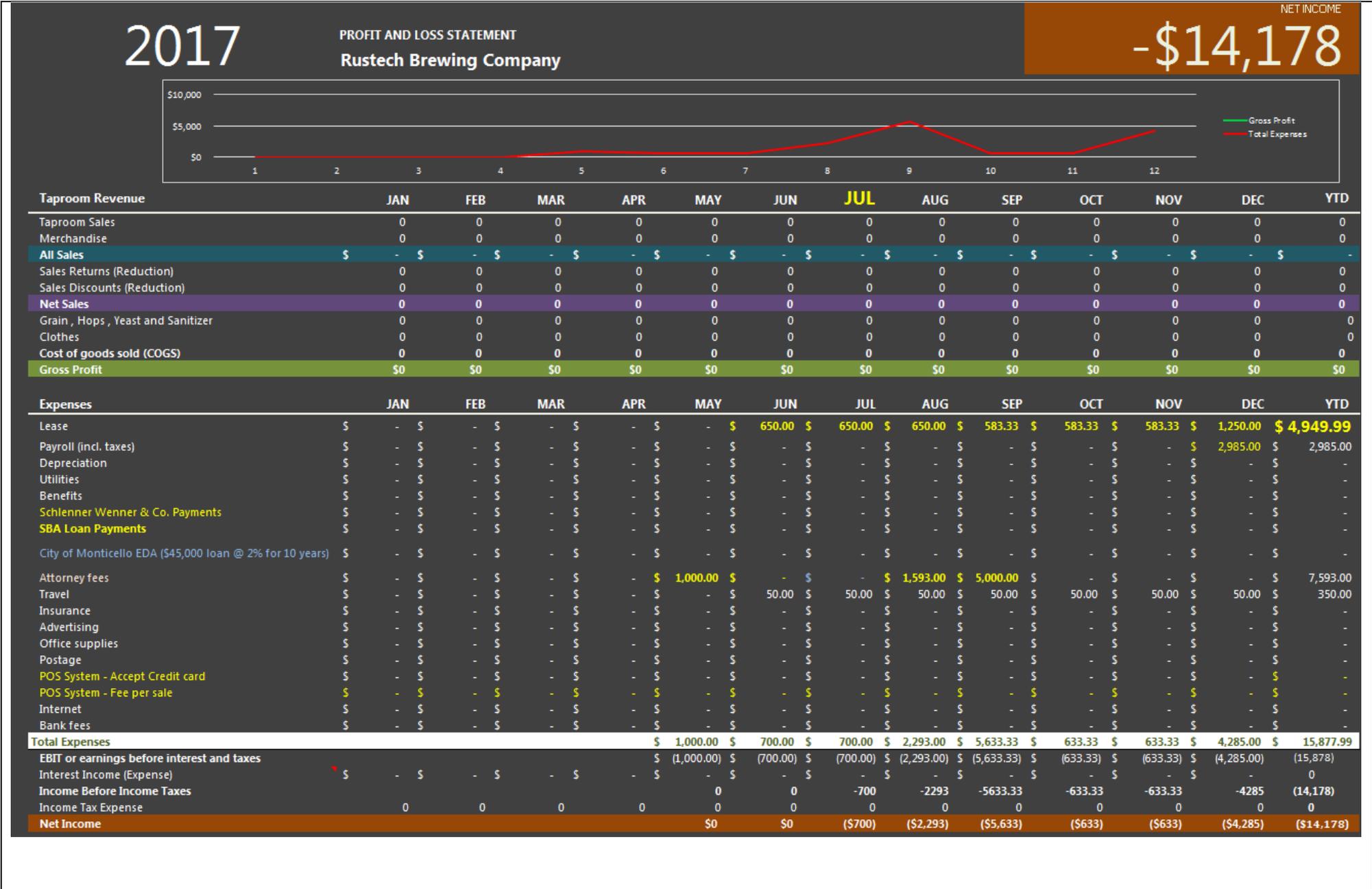
Quoted build at \$92,143

Financials

Below is 3 years projected cash flow with startup in 2017.

- The 2nd year we plan to increase net income to approximately \$366K.
- During the 2nd year we plan to expand into Canning and/or Bottling to increase revenue.

Profit and loss statement – 2017



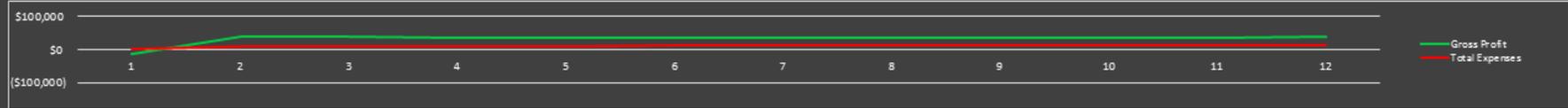
Profit and loss statement – 2018

2018

PROFIT AND LOSS STATEMENT Rustech Brewing Company

NET INCOME

\$242,378



| Taproom Revenue | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | YTD |
|--|-----------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|
| Taproom , Growler and Keg Sales | (14,178) | 37,500 | 37,500 | 37,500 | 37,500 | 37,500 | 37,500 | 37,500 | 37,500 | 37,500 | 37,500 | 40,000 | 400,822 |
| Merchandise | 0 | 625 | 656 | 656 | 656 | 656 | 656 | 656 | 656 | 656 | 875 | 1,000 | 7,750 |
| All Sales | \$ (14,177.99) | \$ 38,125.00 | \$ 38,156.25 | \$ 38,375.00 | \$ 41,000.00 | \$ 408,572.01 |
| Sales Returns (Reduction) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Sales Discounts (Reduction) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net Sales | (14,178) | 38,125 | 38,156 | 38,375 | 41,000 | 408,572 |
| Grain , Hops , Yeast and Sanitizer | 0 | 750 | 750 | 1,000 | 1,000 | 1,250 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 13,750 |
| Clothes | 0 | 500 | 525 | 525 | 525 | 525 | 525 | 525 | 525 | 525 | 700 | 800 | 6,200 |
| Cost of goods sold (COGS) | 0 | 1,250 | 1,275 | 1,525 | 1,525 | 1,775 | 2,025 | 2,025 | 2,025 | 2,025 | 2,200 | 2,300 | 19,950 |
| Gross Profit | (\$14,178) | \$36,875 | \$36,881 | \$36,631 | \$36,631 | \$36,381 | \$36,131 | \$36,131 | \$36,131 | \$36,131 | \$36,175 | \$38,700 | \$388,622 |
| Expenses | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | YTD |
| Lease | \$ 583.33 | \$ 2,583.33 | \$ 2,583.33 | \$ 2,583.33 | \$ 2,583.33 | \$ 2,583.33 | \$ 2,583.33 | \$ 2,583.33 | \$ 2,583.33 | \$ 2,583.33 | \$ 2,583.33 | \$ 2,583.33 | \$ 28,999.96 |
| Payroll (incl. taxes) 2 employees | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 4,021.33 | \$ 4,021.33 | \$ 4,021.33 | \$ 4,021.33 | \$ 4,021.33 | \$ 4,021.33 | \$ 4,021.33 | \$ 28,149.31 |
| Depreciation | \$ 677.42 | \$ 677.42 | \$ 677.42 | \$ 677.42 | \$ 677.42 | \$ 677.42 | \$ 677.42 | \$ 677.42 | \$ 677.42 | \$ 677.42 | \$ 677.42 | \$ 677.42 | \$ 7,451.62 |
| Utilities | \$ 150.00 | \$ 328.00 | \$ 328.00 | \$ 328.00 | \$ 328.00 | \$ 328.00 | \$ 328.00 | \$ 328.00 | \$ 328.00 | \$ 328.00 | \$ 328.00 | \$ 328.00 | \$ 3,758.00 |
| Benefits | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Schlenner Wenner & Co. Payments | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| SBA Loan Payments | \$ 2,985.00 | \$ 2,985.00 | \$ 2,985.00 | \$ 2,985.00 | \$ 2,985.00 | \$ 2,985.00 | \$ 2,985.00 | \$ 2,985.00 | \$ 2,985.00 | \$ 2,985.00 | \$ 2,985.00 | \$ 2,985.00 | \$ 32,835.00 |
| City of Monticello EDA (\$45,000 loan @ 2% for 10 years) | \$ - | \$ - | \$ 227.45 | \$ 227.45 | \$ 227.45 | \$ 227.45 | \$ 227.45 | \$ 227.45 | \$ 227.45 | \$ 227.45 | \$ 227.45 | \$ 227.45 | \$ 2,274.50 |
| Attorney fees | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 5,500.00 |
| Travel | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 495.00 |
| Insurance | \$ 410.00 | \$ 410.00 | \$ 410.00 | \$ 410.00 | \$ 410.00 | \$ 410.00 | \$ 410.00 | \$ 410.00 | \$ 410.00 | \$ 410.00 | \$ 410.00 | \$ 410.00 | \$ 4,920.00 |
| Advertising | \$ 83.33 | \$ 83.33 | \$ 83.33 | \$ 83.33 | \$ 83.33 | \$ 83.33 | \$ 83.33 | \$ 83.33 | \$ 83.33 | \$ 83.33 | \$ 83.33 | \$ 83.33 | \$ 916.63 |
| Office supplies | \$ 20.83 | \$ 20.83 | \$ 20.83 | \$ 20.83 | \$ 20.83 | \$ 20.83 | \$ 20.83 | \$ 20.83 | \$ 20.83 | \$ 20.83 | \$ 20.83 | \$ 20.83 | \$ 229.13 |
| Postage | \$ 4.17 | \$ 4.17 | \$ 4.17 | \$ 4.17 | \$ 4.17 | \$ 4.17 | \$ 4.17 | \$ 4.17 | \$ 4.17 | \$ 4.17 | \$ 4.17 | \$ 4.17 | \$ 45.87 |
| POS System - Accept Credit card | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 385.00 |
| POS System - Fee per sale | \$ (425.34) | \$ 1,143.75 | \$ 1,144.69 | \$ 1,144.69 | \$ 1,144.69 | \$ 1,144.69 | \$ 1,144.69 | \$ 1,144.69 | \$ 1,144.69 | \$ 1,144.69 | \$ 1,151.25 | \$ 1,230.00 | \$ 12,257.16 |
| Internet | \$ 41.67 | \$ 41.67 | \$ 41.67 | \$ 41.67 | \$ 41.67 | \$ 41.67 | \$ 41.67 | \$ 41.67 | \$ 41.67 | \$ 41.67 | \$ 41.67 | \$ 41.67 | \$ 458.37 |
| Bank fees | \$ 12.50 | \$ 12.50 | \$ 12.50 | \$ 12.50 | \$ 12.50 | \$ 12.50 | \$ 12.50 | \$ 12.50 | \$ 12.50 | \$ 12.50 | \$ 12.50 | \$ 12.50 | \$ 137.50 |
| Total Expenses | \$ 1,143.33 | \$ 7,672.08 | \$ 7,899.53 | \$ 7,899.53 | \$ 7,899.53 | \$ 11,920.86 | \$ 115,960.02 |
| EBIT or earnings before interest and taxes | \$ (15,321.32) | \$ 29,202.92 | \$ 28,981.72 | \$ 28,731.72 | \$ 28,731.72 | \$ 24,460.39 | \$ 24,210.39 | \$ 24,210.39 | \$ 24,210.39 | \$ 24,210.39 | \$ 24,254.14 | \$ 26,779.14 | 272,662 |
| <i>Interest Income (Expense)</i> | <i>(100)</i> | <i>(105)</i> | <i>(110)</i> | <i>(116)</i> | <i>(122)</i> | <i>(128)</i> | <i>(134)</i> | <i>(134)</i> | <i>(134)</i> | <i>(134)</i> | <i>(134)</i> | <i>(134)</i> | <i>(1,484)</i> |
| Income Before Income Taxes | -15421.32 | 29097.92 | 28871.47 | 28615.96 | 28610.17 | 24332.76 | 24076.38 | 24076.38 | 24076.38 | 24076.38 | 24120.13 | 26645.13 | 271,178 |
| <i>Income Tax Expense</i> | <i>2400</i> | <i>2400</i> | <i>2400</i> | <i>2400</i> | <i>2400</i> | <i>2400</i> | <i>2400</i> | <i>2400</i> | <i>2400</i> | <i>2400</i> | <i>2400</i> | <i>2400</i> | <i>28,800</i> |
| Net Income | (\$17,821) | \$26,698 | \$26,471 | \$26,216 | \$26,210 | \$21,933 | \$21,676 | \$21,676 | \$21,676 | \$21,676 | \$21,720 | \$24,245 | \$242,378 |

Profit and loss statement - 2019

| PROFIT AND LOSS STATEMENT | | | | | | | | | | | | NET INCOME | | | |
|--|---------------------|---------------------|---------------------|---------------------|-----------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|--|--|
| Rustech Brewing Company | | | | | | | | | | | | \$366,889 | | | |
| 2019 | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | |
| Taproom Revenue | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | YTD | | |
| Taproom Sales | 37,500 | 37,500 | 37,500 | 37,500 | 37,500 | 50,000 | 50,000 | 50,000 | 50,000 | 50,000 | 50,000 | 50,000 | 537,500 | | |
| Cans or Bottle Sales (Start Canning/Bottling Jan 2019) | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 150,000 | | |
| Merchandise | 625 | 700 | 700 | 700 | 700 | 700 | 700 | 700 | 700 | 725 | 800 | 900 | 8,650 | | |
| All Sales | \$ 50,625.00 | \$ 50,700.00 | \$ 50,700.00 | \$ 50,700.00 | \$ 50,700.00 | \$ 63,200.00 | \$ 63,200.00 | \$ 63,200.00 | \$ 63,200.00 | \$ 63,225.00 | \$ 63,300.00 | \$ 63,400.00 | \$ 696,150.00 | | |
| Sales Returns (Reduction) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Sales Discounts (Reduction) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Net Sales | 50,625 | 50,700 | 50,700 | 50,700 | 50,700 | 63,200 | 63,200 | 63,200 | 63,200 | 63,225 | 63,300 | 63,400 | 696,150 | | |
| Grain , Yeast and Sanitizer | 750 | 750 | 750 | 1,000 | 1,000 | 1,250 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 1,500 | 14,500 | | |
| Clothes | 900 | 900 | 1,000 | 1,200 | 1,000 | 1,200 | 1,300 | 1,300 | 1,350 | 1,400 | 3,000 | 3,000 | 17,450 | | |
| Cost of goods sold (COGS) | 1,650 | 1,650 | 1,750 | 2,200 | 2,000 | 2,450 | 2,700 | 2,800 | 2,850 | 2,900 | 4,500 | 4,500 | 31,950 | | |
| Gross Profit | \$48,975 | \$49,050 | \$48,950 | \$48,500 | \$48,700 | \$60,750 | \$60,500 | \$60,400 | \$60,350 | \$60,325 | \$58,800 | \$58,900 | \$664,200 | | |
| Expenses | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | YTD | | |
| Purchase Canning Line | \$ - | \$ - | \$ - | \$ - | \$ 75,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 75,000.00 | | |
| Lease | \$ 2,643.33 | \$ 2,643.33 | \$ 2,643.33 | \$ 2,643.33 | \$ 2,643.33 | \$ 2,643.33 | \$ 2,643.33 | \$ 2,643.33 | \$ 2,643.33 | \$ 2,643.33 | \$ 2,643.33 | \$ 2,643.33 | \$ 31,719.96 | | |
| Payroll (incl. taxes) 4 employees | \$ 8,042.66 | \$ 8,042.66 | \$ 8,042.66 | \$ 8,042.66 | \$ 8,042.66 | \$ 8,042.66 | \$ 8,042.66 | \$ 8,042.66 | \$ 8,042.66 | \$ 8,042.66 | \$ 8,042.66 | \$ 8,042.66 | \$ 96,511.92 | | |
| Depreciation | \$ 677.42 | \$ 677.42 | \$ 677.42 | \$ 677.42 | \$ 677.42 | \$ 677.42 | \$ 677.42 | \$ 677.42 | \$ 677.42 | \$ 677.42 | \$ 677.42 | \$ 677.42 | \$ 8,129.04 | | |
| Utilities | \$ 328.00 | \$ 328.00 | \$ 328.00 | \$ 328.00 | \$ 328.00 | \$ 328.00 | \$ 328.00 | \$ 328.00 | \$ 328.00 | \$ 328.00 | \$ 328.00 | \$ 328.00 | \$ 3,936.00 | | |
| Benefits | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | |
| Schlenner Wenner & Co. Payments | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | |
| SBA Loan Payments | \$ 2,985.00 | \$ 2,985.00 | \$ 2,985.00 | \$ 2,985.00 | \$ 2,985.00 | \$ 2,985.00 | \$ 2,985.00 | \$ 2,985.00 | \$ 35,820.00 | | |
| City of Monticello EDA (\$45,000 loan @ 2% for 10 years) | \$ 227.45 | \$ 227.45 | \$ 227.45 | \$ 227.45 | \$ 227.45 | \$ 227.45 | \$ 227.45 | \$ 227.45 | \$ 227.45 | \$ 227.45 | \$ 227.45 | \$ 227.45 | \$ 2,729.40 | | |
| Attorney fees | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 6,000.00 | | |
| Travel | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 540.00 | | |
| Insurance | \$ 410.00 | \$ 410.00 | \$ 410.00 | \$ 410.00 | \$ 410.00 | \$ 410.00 | \$ 410.00 | \$ 410.00 | \$ 410.00 | \$ 410.00 | \$ 410.00 | \$ 410.00 | \$ 4,920.00 | | |
| Advertising | \$ 83.33 | \$ 83.33 | \$ 83.33 | \$ 83.33 | \$ 83.33 | \$ 83.33 | \$ 83.33 | \$ 83.33 | \$ 83.33 | \$ 83.33 | \$ 83.33 | \$ 83.33 | \$ 999.96 | | |
| Office supplies | \$ 20.83 | \$ 20.83 | \$ 20.83 | \$ 20.83 | \$ 20.83 | \$ 20.83 | \$ 20.83 | \$ 20.83 | \$ 20.83 | \$ 20.83 | \$ 20.83 | \$ 20.83 | \$ 249.96 | | |
| Postage | \$ 4.17 | \$ 4.17 | \$ 4.17 | \$ 4.17 | \$ 4.17 | \$ 4.17 | \$ 4.17 | \$ 4.17 | \$ 4.17 | \$ 4.17 | \$ 4.17 | \$ 4.17 | \$ 50.04 | | |
| POS System - Accept Credit card | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 420.00 | | |
| POS System - Fee per sale | \$ 1,518.75 | \$ 1,521.00 | \$ 1,521.00 | \$ 1,521.00 | \$ 1,521.00 | \$ 1,896.00 | \$ 1,896.00 | \$ 1,896.00 | \$ 1,896.00 | \$ 1,896.75 | \$ 1,899.00 | \$ 1,902.00 | \$ 20,884.50 | | |
| Internet | \$ 41.67 | \$ 41.67 | \$ 41.67 | \$ 41.67 | \$ 41.67 | \$ 41.67 | \$ 41.67 | \$ 41.67 | \$ 41.67 | \$ 41.67 | \$ 41.67 | \$ 41.67 | \$ 500.04 | | |
| Bank fees | \$ 12.50 | \$ 12.50 | \$ 12.50 | \$ 12.50 | \$ 12.50 | \$ 12.50 | \$ 12.50 | \$ 12.50 | \$ 12.50 | \$ 12.50 | \$ 12.50 | \$ 12.50 | \$ 150.00 | | |
| Total Expenses | \$ 16,002.19 | \$ 16,002.19 | \$ 16,002.19 | \$ 16,002.19 | \$ 91,002.19 | \$ 16,002.19 | \$ 267,026.28 | | |
| EBIT or earnings before interest and taxes | \$ 32,972.81 | \$ 33,047.81 | \$ 32,947.81 | \$ 32,497.81 | \$ (42,302.19) | \$ 44,747.81 | \$ 44,497.81 | \$ 44,397.81 | \$ 44,347.81 | \$ 44,322.81 | \$ 42,797.81 | \$ 42,897.81 | \$ 397,174 | | |
| Interest Income (Expense) | (100) | (105) | (110) | (116) | (122) | (128) | (134) | (134) | (134) | (134) | (134) | (134) | (1,484) | | |
| Income Before Income Taxes | 32872.81 | 32942.81 | 32837.56 | 32382.05 | -42423.74 | 44620.18 | 44363.8 | 44263.8 | 44213.8 | 44188.8 | 42663.8 | 42763.8 | 395,689 | | |
| Income Tax Expense | 2400 | 2400 | 2400 | 2400 | 2400 | 2400 | 2400 | 2400 | 2400 | 2400 | 2400 | 2400 | 28,800 | | |
| Net Income | \$30,473 | \$30,543 | \$30,438 | \$29,982 | (\$44,824) | \$42,220 | \$41,964 | \$41,864 | \$41,814 | \$41,789 | \$40,264 | \$40,364 | \$366,889 | | |

Bill Burt Owner - Resume

Senior Software Engineer, Donaldson Company

January 2013 – Current

- Developing the next generation test application to be used in field applications using RFID technology. Radio-Frequency Identification (RFID) is the use of radio waves to read and capture information stored on a tag attached to filter.
- Developed LabVIEW application for fuel water ingestion bench that will be used onsite at Minnesota State University.
- Designed and developed Fuel additive bench application with LabVIEW Object-Oriented Programming.
- Developing Multipurpose Fuel Bench with Object-Oriented Programming. CAN Bus Communication to Unit under test.
- Developed Universal test system to accommodate future dust collection systems needing new test features utilizing TCP Protocol.
- Developed critical process control sequencer for Valves, pumps, VFD and other control equipment.
- Currently holding internal LabVIEW user group training sessions to train individuals looking to learn LabVIEW as a programming language.
- Developed PAMAS (API) driver with Web Service protocol - Simple Object Access Protocol (SOAP).

Brewery Software Automation Engineer | Certified LabVIEW Architect | Legendary Automation LLC

October 2016 – Current

- Software development for - PID critical process control for Valves, Pumps, VFD.
- Completed Software expansion package for Lupulin Brewing Company.
- Software temperature control of Fermentation tanks.
- Software development for Temperature and Pressure control of Bright-Serving Tanks.
- Developed Software control for transfer temperature control from Boil tank to Fermentation tanks.
- Developed software for Cold liquor level tank control.
- Complete software package for Brew control of HLT, Mash and Boil.
- Software development runs headless and wireless on any local PC.
- Tap Room Kiosk development.

Check List / Milestone

- Business Name Availability Check: **Completed**
- Business Registration: **In-Completed**
- Opening of Corporate Bank Accounts: **Completed 4/21**
- Securing Point of Sales (POS) Machines: **In-Completed**
- Opening Mobile Money Accounts: **In-Completed**
- Opening Online Payment Platforms: **In-Completed**
- Application and Obtaining Tax Payer's ID: **Completed**
- Application for business license and permit: **In-Completed**
- Purchase of Insurance for the Business: **In-Process**
- Renting of facility and remodeling the facility: **In-Process**
- Conducting Feasibility Studies: **In-Completed**
- Generating capital from family members: **In-Completed**
- Applications for Loan from the bank: **Completed**
- Writing of Business Plan: **Ongoing**
- Drafting of Employee's Handbook: **In-Completed**
- Drafting of Contract Documents and other relevant Legal Documents: **In-Completed**
- Design of The Company's Logo: **Completed**
- Graphic Designs and Printing of Packaging Marketing / Promotional Materials: **In-Completed**
- Recruitment of employees: **In-Process**
- Purchase of the Needed furniture, electronic appliances, office appliances and micro brewing equipment: **In-Completed**
- Creating Official Website for the Company: **Completed**
 - <http://rustechbrewing.com/>
- Creating Awareness for the business both online and around the airport facility: **In-Completed**
- Health and Safety and Fire Safety Arrangement (License): **In-Completed**
- Opening party / launching party planning: **In-Completed**
- Compilation of our list of products and detailed recipe: **In-Completed**
- Establishing business relationship with vendors – suppliers of all our needed raw materials: **In-Completed**