

**BREWERY NAME:** \_\_\_\_\_

**Sources and Uses of Funds**

|                |          |  |          |
|----------------|----------|--|----------|
| New Equipment  | \$ _____ | Soft Costs (Arch, Engineer, Permits, Fees) | \$ _____ |
| Construction   | \$ _____ | Working Capital                            | \$ _____ |
| Debt Refinance | \$ _____ | Building Purchase                          | \$ _____ |
| Other          | \$ _____ | Total                                      | \$ _____ |

**Brewery Information (Answer all that apply)**

If moving, provide address of new location: \_\_\_\_\_

If moving, provide description of the new location and surrounding area:

Projected move-in/opening date: \_\_\_\_\_

Why are you seeking financing? \_\_\_\_\_

If purchasing a building, what is the purchase price? \$ \_\_\_\_\_ Proposed closing date: \_\_\_\_\_

If leasing, what is the monthly rent? Current location \$ \_\_\_\_\_ New location \$ \_\_\_\_\_

If leasing, will the landlord contribute to improvements? \$ \_\_\_\_\_

How far is the new location from your current facility? \_\_\_\_\_ miles

Square footage: Current location: \_\_\_\_\_ sq ft. New location: \_\_\_\_\_ sq ft.

Brewery hours: Open now: \_\_\_\_\_ days per week Post-expansion \_\_\_\_\_ days per week

Number of employees: Before expansion \_\_\_\_\_ Post-expansion \_\_\_\_\_

Niche beer focus? \_\_\_\_\_

Do you serve food at your venue? If so, what is the revenue split? \_\_\_\_\_

Amount of equity contributed to date and from what sources: \_\_\_\_\_

**Equipment Information (Answer all that apply)**

Current brew system: \_\_\_\_\_ New brew system: \_\_\_\_\_

Describe equipment being purchased: \_\_\_\_\_

Do you have equipment bids? \_\_\_\_\_

Will the equipment company require a down payment upon signing a contract? \$ \_\_\_\_\_

Total maximum barrel production with new equipment: \_\_\_\_\_

Number & sizes of current fermenters & brite tanks: \_\_\_\_\_

Number & sizes of fermenters & brite tanks to purchase: \_\_\_\_\_

Retail valuation of in-process & finished beer in house at any given time: \_\_\_\_\_



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**Marketing Techniques Currently Used (Check all that apply)**

- TV/Radio     Digital Advertising     Print Advertising     Website     Social Media (i.e. Twitter)
- Other, list below: \_\_\_\_\_

Describe any changes in marketing after the expansion:

**Historical/Projected Barrel Production**

2016: \_\_\_\_\_ 2020 (projection): \_\_\_\_\_

2017: \_\_\_\_\_ 2021 (projection): \_\_\_\_\_

2018: \_\_\_\_\_ 2022 (projection): \_\_\_\_\_

2019: \_\_\_\_\_

**Beer Sales**

Total beer sales/revenues last year: \$ \_\_\_\_\_

Beer sale splits: Tap room \$ \_\_\_\_\_ Self distribution \$ \_\_\_\_\_ Wholesale \$ \_\_\_\_\_ Other \$ \_\_\_\_\_

Self-distribution: How many total accounts? \_\_\_\_\_ How many states? \_\_\_\_\_

Wholesale distribution: How many total accounts? \_\_\_\_\_ How many states? \_\_\_\_\_

Will you, or do you currently, export outside the United States?     Yes     No

If so, what countries? \_\_\_\_\_

**Professional Contacts**

|                   | Contact: | Company: | Phone: |
|-------------------|----------|----------|--------|
| Equipment Rep     | _____    | _____    | _____  |
| Attorney          | _____    | _____    | _____  |
| CPA               | _____    | _____    | _____  |
| Insurance Carrier | _____    | _____    | _____  |
| Builder           | _____    | _____    | _____  |
| Architect         | _____    | _____    | _____  |

