

Baker Tilly Craft Brewery Services

A taste of what makes us different



Candor. Insight. Results.



608 240 ALES

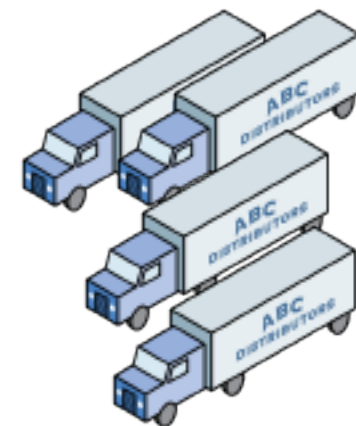
We understand your issues

How do you keep up with demand when sales outpace supply?



How do you increase production while maintaining your culture? Should you add a canning line?

Or hire out distribution?



Should you expand? When? How?



Do you distribute yourself?

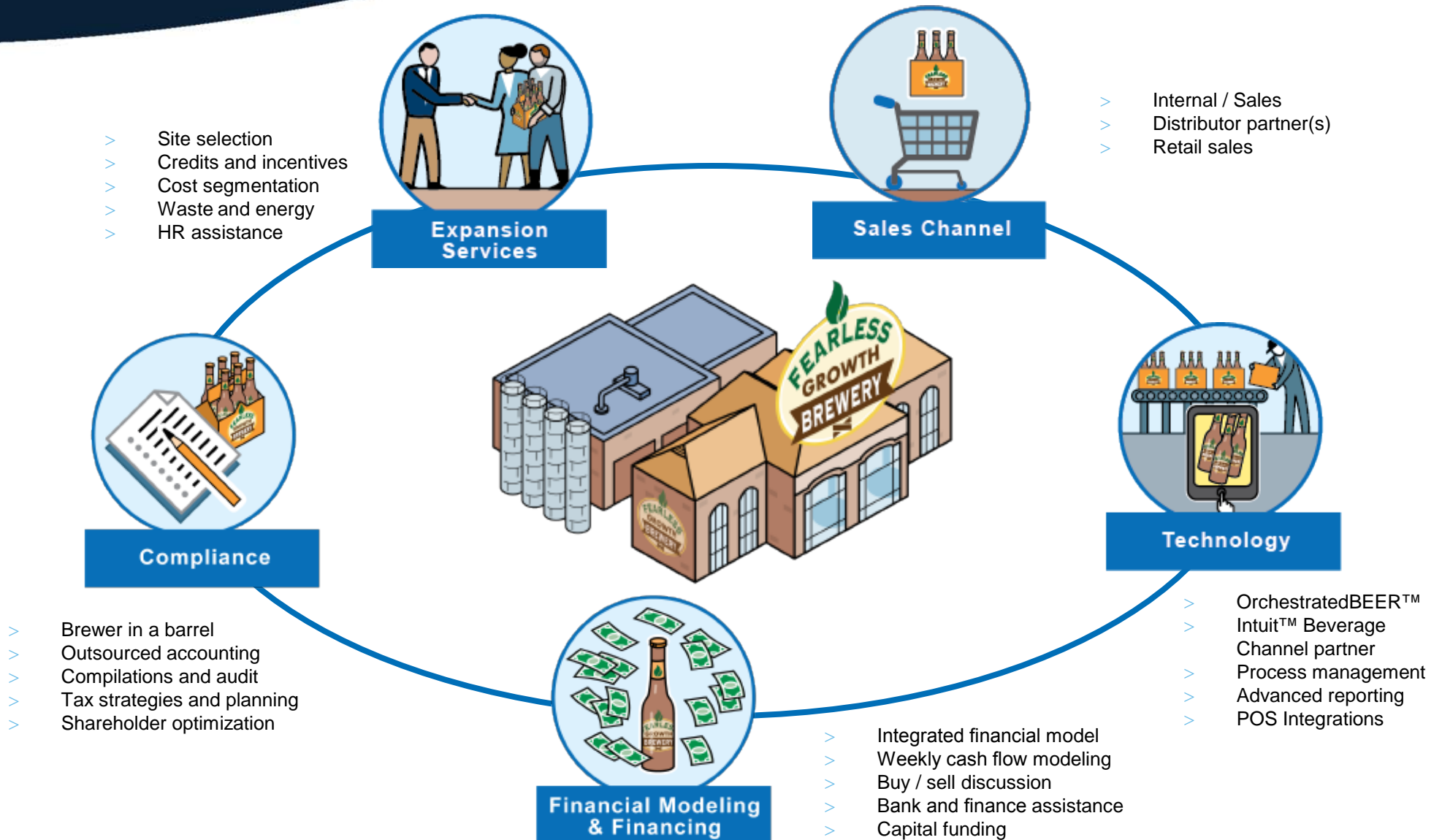
Where do we price in new markets?

How many? Who? What are the contract terms?

We offer the services to help



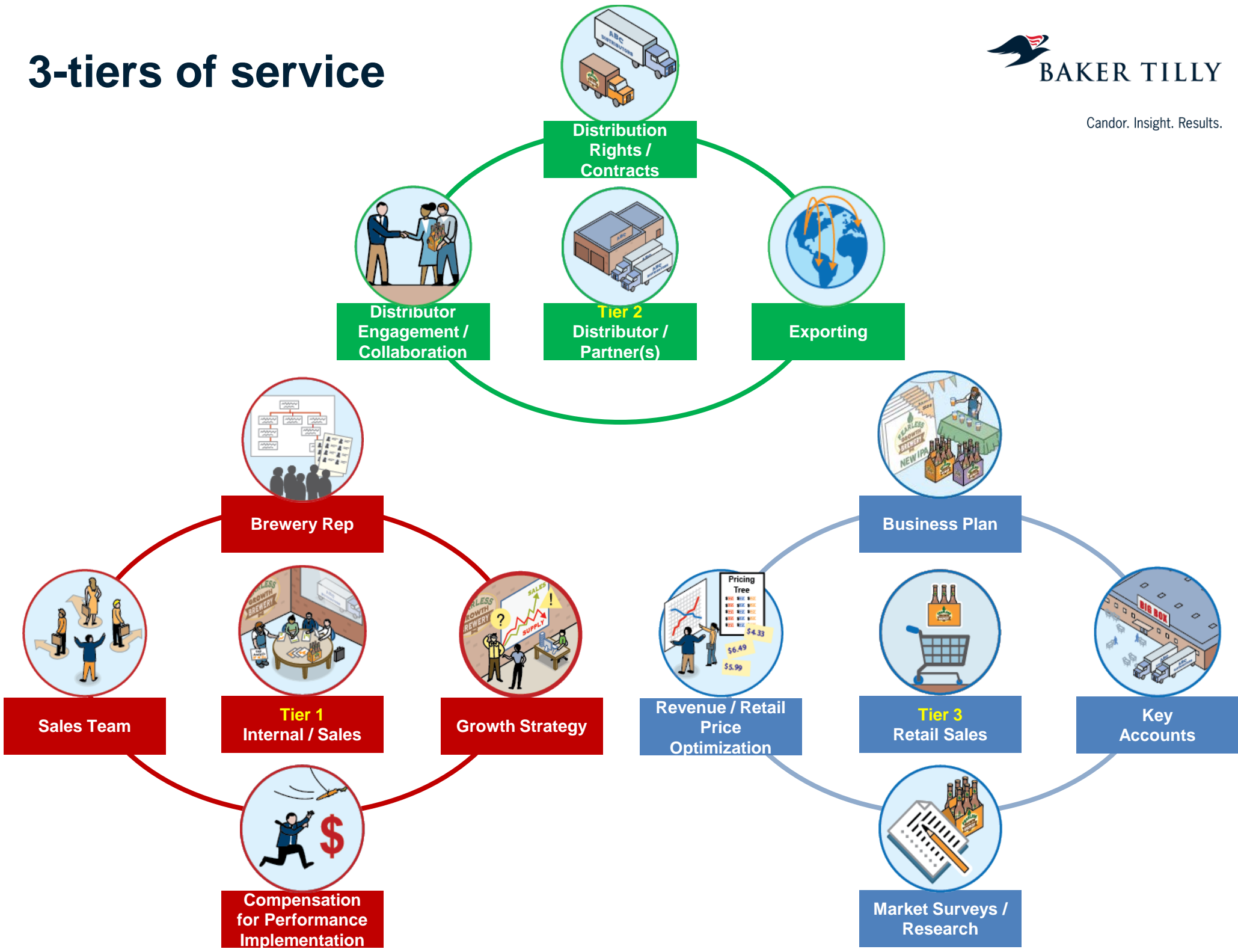
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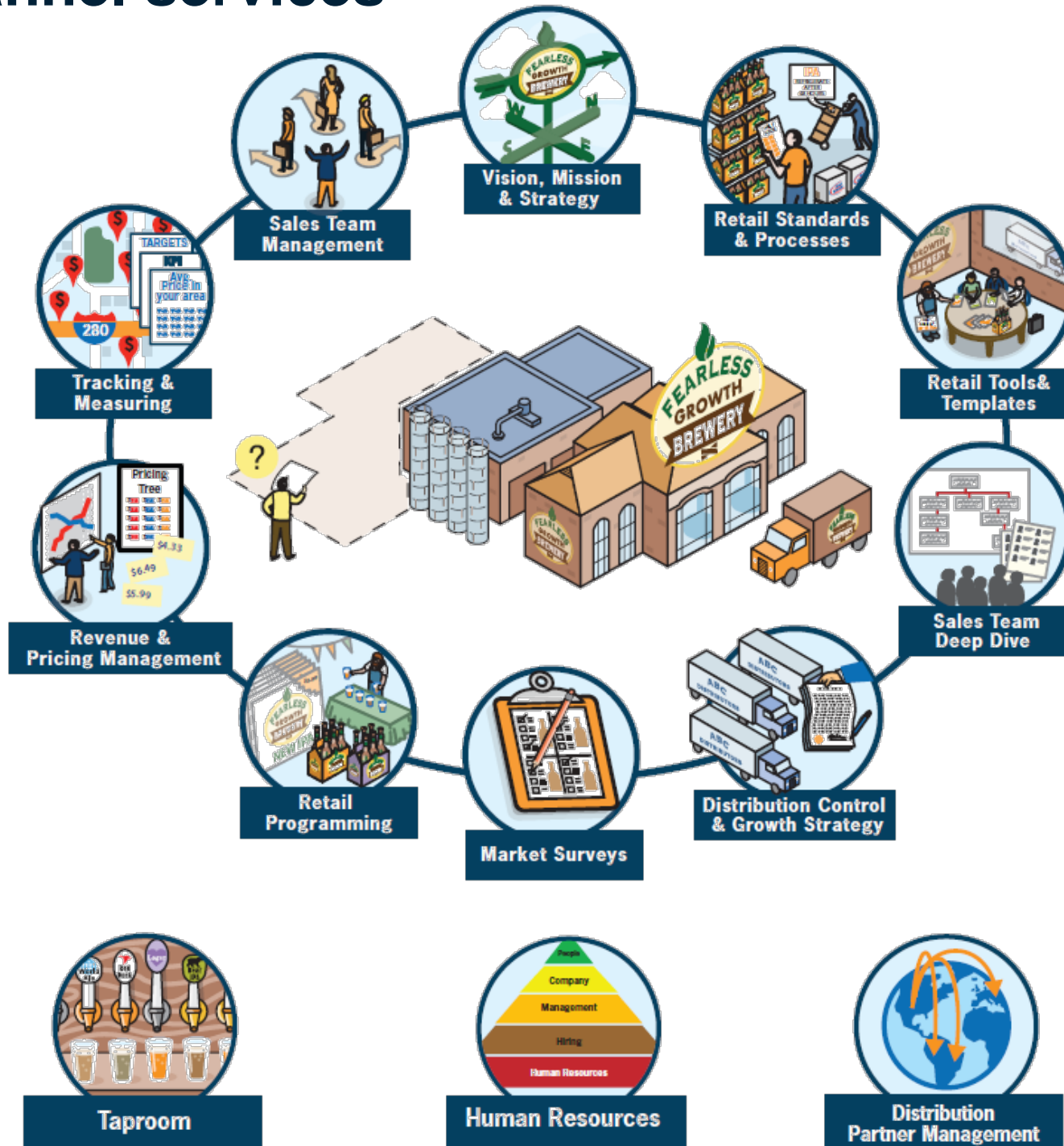
We excel in the sales channel



3-tiers of service



Sales channel services



Real life results



Client : National craft brewer

Services provided

- > Cost segregation study for new Greenfield plant in southeastern US
- > Credits and incentives review, estimation of renewable energy tax credit at new brewery

Client benefit

- > Minimized real estate taxation and optimized depreciation benefits
- > Maximized the amount of tax credit, eligible cost and derived the most benefit from anaerobic digester project

Client: Regional bottling company

Services provided

- > Financial statement audit
- > Employee benefit plan audit
- > Tax planning, including cost segregation and facility depreciation, shareholder transitions – including buying out owners – federal and state tax return filing

Client benefits

- > Increased tax savings
- > Assistance in shareholder transitions, buyouts, and potential acquisitions

Client: Beer distribution group

Services provided

- > Assistance with multi-distributor agreement in effort to purchase Distribution Rights to Craft Brewery
- > Assistance with financial modeling to support cash flow and financing needs, and acquiring financing with senior lenders

Client benefit

- > Expand brand rights and distribution capabilities
- > Cross wholesaler agreements

Lift Bridge Brewing talks success



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What our clients say



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“Baker Tilly has provided our quickly growing brewery with guidance on numerous aspects of our business including pricing, distributor relationships, and financial modeling. Their depth of experience and understanding of the industry has been an invaluable resource to us as we face the incredible challenge of intense growth. Most importantly Baker Tilly has always taken the time to fully understand our business goals and the unique company culture that drives us towards those goals.”

Tom Whisenand
Co-Founder



Octopi Brewing talks success



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Where are you in the Craft Brewery Lifecycle?



Concept & Recipe

Known as “Garage” or “Basement” phase:

- Business Planning/Banks
-Financial Forecasts
- Sweat Equity & Structure
- Payroll, Sales & Withholding Taxes
- Buy/Sell Agreements
- Where to Brew
- OBeer OnDemand



Tap Room

Local Region Brewer



Multi-State Distribution



Multi-Location Brewing



Stand alone brewery serving local traffic and retail buyers:

- Working Capital
- Distributors
- Own/Lease
- Brewery/Warehouse
- Transportation
- Key Management Compensation
- R & D Credits
- Energy efficiency
- OBeer OnDemand

Growing beyond your home marketplace:

- Contract Brewing
- Multi-state Nexus issues
- State contract laws
- Need for additional working capital
- Use of Distribution Rights
- Payment terms during market acceptance
- OBeer Enterprise

Customer growth outside of region:

- Site selection
- Onsite energy, water, infrastructure
- Project finance plant and corporate growth
- Credits/Incentives
- ESOPs
- Strategic tax planning
- OBeer Enterprise



Baker Tilly craft brewery team



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What we do:

Using the business consulting resources of the 12th largest accounting and advisory firm* in the industry, we have created a team of dedicated industry specialists committed to taking your brewery to the next level of success. No matter what challenge you're facing, whether it be entering a new state, building a new brewery, or finding a drinking buddy, we have solutions to your toughest challenges.

Meet our national representatives:



Scott Ebert, CPA
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The information provided here is of a general nature and is not intended to address the specific circumstances of any individual or entity. In specific circumstances, the services of a professional should be sought.

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WARNING: Working with the Baker Tilly Craft Brewery Team may cause success to follow. Success may cause a desire to over indulge. Baker Tilly is not responsible for any mischief caused by pending success and drinking thereafter.

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