

## Available for Acquisition #211413

Premium San Francisco Area Craft Distillery  
*Critically Top-Rated, Tech-Enabled, Community-Loved*

### Company Overview

ACT is pleased to offer this top-rated San Francisco Bay Area distillery business for acquisition. Using locally sourced suppliers, the company distills and bottles in-house premium and super premium brands of Vodka, Whiskey, Gin, Brandy, and original canned cocktails in their 320-gallon American-made copper pot still. Nestled in the idyllic heart of the Bay Area's renowned wine country, they are an established operation emphasizing high quality, California-grown ingredients, and meticulous craftsmanship. From formal analysis to custom software still controls of their own design due to the founder's Ph.D. in physics and knack for innovation, they infuse every step of the spirit-making process with ingenuity and precision-merging craft and science to create spirits that are both beautiful and complex. With exceptionally strong margins and a cult following, the brand is set up for large and rapid growth. It has a fast-growing distributor network covering 21 States in the U.S. and has also added partners in Asia and Europe.

**65%** Gross Margins

**40%** Annual EBITDA Growth

### Investment Highlights

- **Recognized for Superior Quality:** Exploding onto the distilled spirits scene with their results at the San Francisco, New York, & Seattle International Spirits Awards open to distilleries of all sizes worldwide, the company shocked the industry as it took home more awards (7 – including 4 of the coveted "Double Gold") than any in the competition – which included some of the largest global brands. Forbes has ranked the company on their list of "Top 10 innovative Distilleries in the U.S."
- **State-of-the-Art Facility & Data-Driven Production:** From custom-designed still control using various sensors connected through an IoT software-controlled network to the data-driven analysis of the aging process to digitizing their physical space and products to allow in-depth virtual tours to remote visitors that generated online sales plus provided data for consumer insights regarding the products the company is leading the use of technology to produce the best tasting and consistently produced spirits available today.
- **Expansion Opportunities:** In addition to experiencing excellent growth in distilled spirits, the company is an early entrant into the booming premixed canned cocktail market as well. In addition, the company has several white-label clients with tremendous distribution potential and permits to increase case production to Commercial Distillery levels once they pass the 100,000-gallon per year level. They also hold a valid Winery Permit allowing wine production from a county recognized as a legendary world wine region.
- **Community Reputation & Sustainability Focus:** Well-integrated into the community using locally grown products, grains, and botanicals, restaurant/ bar partners, and support of community activities. Sustainability focus on reduced water waste, products used, recyclable glass, and can containers (no plastics).
- **Advantages of Turnkey Operation:** \$4M invested in equipment and technology, \$2.4M in spirits inventory at FOB Distribution (\$4.8M MSRP), All ABC, State, County Permits in place: Type 2 (Winery), Type 3 (Brandy), Type 5 (Still), Type 74 (Craft Distillery), Multi-year permitting, and facility buildout process completed, multi-year aging process (Whiskey, Brandy) in place.
- **New initiatives for 2023:** New programs focused on direct-to-consumer/distillery club/online/events, new white label distilling deals outside of the U.S., and providing the gin for a Hollywood "A" list actor's new national brand.

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## Case Production (9 Liter Case Equivalents)

2022 Distilling	2019	2020	2021	2022	2023E
Distillery Brand Spirits	698	757	1,382	1,744	2,074
White Label Custom Canning	0	1,621	26,858	10,994	12,093
White Label Custom Distilling	4,955	5,683	20,483	21,062	25,275
<b>TOTAL</b>	<b>5,653</b>	<b>8,061</b>	<b>48,723</b>	<b>33,800</b>	<b>39,442</b>

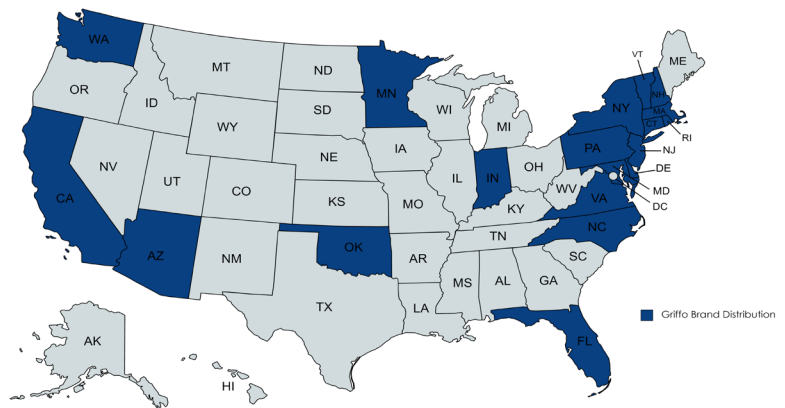
## Summary Financial Performance

	2019	2020	2021	2022	2023E
Sales	\$512,863	\$1,986,493	\$1,510,703	\$1,712,973	\$2,375,359
Gross Profit	\$423,603	\$1,488,392	\$1,043,314	\$1,126,575	\$1,662,500
EBITDA (adj.)	\$448,693	\$955,554	\$586,237	\$796,765	\$1,128,014

\*2020 Included \$1.1M in Hand Sanitizer Revenue



## Distribution Map



## International

South Korea  
 Hong Kong  
 China  
 United Kingdom

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## Awards



## Contact Information

For more information, please contact:

ACT Capital Advisors, LLC  
7525 SE 24th Street, Suite 630  
Mercer Island, WA 98040

Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return it to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM).

NDAs and CIM requests should be submitted to:

**Kevin Outcalt**  
**Managing Director**  
[Koutcalt@actcapitaladvisors.com](mailto:Koutcalt@actcapitaladvisors.com)