



Grain Belt Breweries Company Records.

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MINUTES OF THE REGULAR FEBRUARY-1972 MEETING OF
THE BOARD OF DIRECTORS OF GRAIN BELT BREWERIES, INC.

The regular February-1972 meeting of the Board of Directors of Grain Belt Breweries, Inc. was held at the office of the company - 1215 Marshall Street N. E., Minneapolis, Minnesota at 9:30 o'clock A. M. on Tuesday, February 29, 1972.

Mr. Lee Birdsong, President, presided and C. R. Sievers, Jr. acted as Secretary.

ATTENDANCE

The following directors were present: Messrs. Lee Birdsong, Richard T. Burger, Calvin L. DeLaittre, Hy Finkelstein, K. K. Foster, Frank D. Kiewel, Frank E. Mathes, M. G. Pfunder and C. R. Sievers, Jr. Directors absent: Messrs. A. A. Gasser and John P. Lampertz. Mr. Edward M. Callinan, legal counsel, was also present.

MINUTES
APPROVED

A copy of the Minutes of the regular January-1972 Board meeting held on January 25, 1972 having been mailed to the respective directors, the reading of the Minutes of that meeting was waived.

A MOTION was made by Mr. Pfunder and seconded by Mr. Finkelstein to approve the Minutes of the regular January-1972 Board meeting as mailed.

The motion carried unanimously.

SALES REPORT

The Secretary presented the current comparative sales report.

REPORTS ON
OPERATIONS
AT OMAHA
PLANT

Mr. Edmund Koller, General Manager of the Omaha Division, and Mr. G. N. Meyer, Vice President - Finance, were present during a discussion on the operations at the Company's Omaha plant. The discussion covered the sales potential in the Omaha area, proposed economies in operations, and progress of union labor contract negotiations.

NATIONAL
ASSOCIATION
OF MANU-
FACTURERS

A request was presented for the payment of the company's 1972 dues to the National Association of Manufacturers. It was agreed to reduce the annual dues from \$500 to \$300.

A MOTION was made by Mr. Kiewel and seconded by Mr. Burger authorizing the company to pay \$300.00 to the National Association of Manufacturers for the company's 1972 dues.

The motion carried unanimously.

NOMINATION
OF DIRECTORS
ETC.

The next order of business was to consider establishing a record date for the annual shareholders meeting, nominees for election to the Board of Directors, and selection of members of the proxy committee.

NOMINATION
OF DIRECTORS
ETC. (CONT.)

THEREUPON, a suggested resolution was proposed, following which

A MOTION was made by Mr. Burger and seconded by Mr. Pfunder to adopt a resolution as follows:

WHEREAS, In accordance with the By-Laws of this corporation an Annual Meeting of its Shareholders will be held on Monday, April 24, 1972 at 10:00 A. M.

WHEREAS, In connection with the solicitation of proxies the Company is required to comply with the regulations of the Securities and Exchange Commission under the pertinent sections of the Securities and Exchange Act;

NOW, THEREFORE, BE IT RESOLVED, That the close of business March 17, 1972 hereby is designated the record date for the determination of the shareholders entitled to notice of said annual meeting and entitled to vote at said annual meeting; and

RESOLVED FURTHER, That

Frank D. Kiewel
John P. Lampertz
Carl R. Sievers, Jr.
Lee Birdsong
Frank E. Mathes
Calvin L. DeLaittre
Hy Finkelstein
Kenneth K. Foster
Anthony A. Gasser
Malcolm G. Pfunder
Richard T. Burger

be, and they hereby are, designated as nominees for election to the Board of Directors at said Annual Shareholders' Meeting; and

RESOLVED FURTHER, That Frank D. Kiewel, Lee Birdsong and Anthony A. Gasser, are hereby designated as the Proxy Committee in whose names proxies for said annual meeting shall be solicited by the Company on behalf of its management, the said proxies to be voted by them for the election of the designated nominees for election to the Board of Directors;

NOMINATION
OF DIRECTORS
ETC. (CONT.)

provided further, that said Proxy Committee may substitute some other person for any of the nominees if some unexpected occurrence, in the judgment of the Committee, shall make such substitution advisable and vote for such other person as may be selected by the Committee; and said proxies to be voted on such other matters as may properly be presented at the meeting; in accordance with the best judgment of the Committee. The proxy form shall grant power of substitution to each member of the Committee and shall provide that if less than three of the Committee shall be present and act, then two or one of said Committee shall have and exercise all the powers of said Proxy Committee; and

RESOLVED FURTHER, That the Secretary is hereby authorized and instructed to prepare and mail to all shareholders entitled thereto a written notice of annual meeting, proxy statement and form of proxy in accordance with the By-Laws of the corporation and in compliance with the regulations of the Securities and Exchange Commission -- such notice, statement and form to be in such form, consistent with these resolutions as shall be determined by him; and

RESOLVED FURTHER, That the expense in connection with the preparation and mailing of the instruments hereinbefore mentioned and the solicitation of said proxies shall be borne by the corporation; and

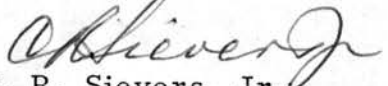
RESOLVED FURTHER, That the Secretary is authorized to secure from the Transfer Agent of the Company a certified list of the corporation's shareholders of record as of the close of business March 17, 1972, so that he may have an accurate record of said shareholders on that date for use at said annual meeting.

The motion carried unanimously.

GENERAL
REMARKS

The general discussion during the balance of the meeting pertained to sales and earnings, and possibilities of any acquisitions or mergers.

There being no further business, the meeting upon motion duly made, seconded and carried, was adjourned.


C. R. Sievers, Jr.
Secretary

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THE BOARD OF DIRECTORS OF GRAIN BELT BREWERIES, INC.

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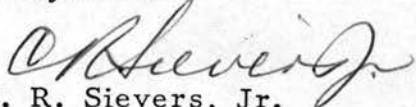
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C. R. Sievers, Jr.
Secretary

GRAIN BELT BREWERIES, INC.
REPORT OF SALES

YEAR TO DATE February 18, 1972

<u>GRAIN BELT</u>	<u>1972</u>			<u>1971</u>		
	<u>MPLS.</u>	<u>OMAHA</u>	<u>TOTAL</u>	<u>MPLS.</u>	<u>OMAHA</u>	<u>TOTAL</u>
Cases (288 Oz.)	<u>801,627</u>	<u>91,520</u>	<u>893,147</u>	<u>896,490</u>	<u>139,330</u>	<u>1,035,820</u>
Cases Reduced to Bbls.	<u>58,183</u>	<u>6,642</u>	<u>64,825</u>	<u>65,068</u>	<u>10,112</u>	<u>75,180</u>
Kegs Reduced to Bbls.	<u>20,084</u>	<u>904</u>	<u>20,988</u>	<u>20,619</u>	<u>970</u>	<u>21,589</u>
Totals in Barrels	<u>78,267</u>	<u>7,546</u>	<u>85,813</u>	<u>85,687</u>	<u>11,082</u>	<u>96,769</u>

WHITE LABEL

Cases (288 Oz.)	<u>72,720</u>	<u>-0-</u>	<u>72,720</u>	<u>79,642</u>	<u>-0-</u>	<u>79,642</u>
Cases Reduced to Bbls.	<u>5,278</u>	<u>-0-</u>	<u>5,278</u>	<u>5,781</u>	<u>-0-</u>	<u>5,781</u>

HAUENSTEIN

Cases (288 Oz.)	<u>91,562</u>	<u>-0-</u>	<u>91,562</u>	<u>88,677</u>	<u>-0-</u>	<u>88,677</u>
Cases Reduced to Bbls.	<u>6,646</u>	<u>-0-</u>	<u>6,646</u>	<u>6,436</u>	<u>-0-</u>	<u>6,436</u>

STORZ (Including Private Labels)

Cases (288 Oz.)	<u>-0-</u>	<u>160,484</u>	<u>160,484</u>	<u>-0-</u>	<u>180,713</u>	<u>180,713</u>
Cases Reduced to Bbls.	<u>-0-</u>	<u>11,648</u>	<u>11,648</u>	<u>-0-</u>	<u>13,116</u>	<u>13,116</u>
Kegs Reduced to Bbls.	<u>-0-</u>	<u>2,024</u>	<u>2,024</u>	<u>-0-</u>	<u>2,538</u>	<u>2,538</u>
Totals in Barrels	<u>-0-</u>	<u>13,672</u>	<u>13,672</u>	<u>-0-</u>	<u>15,654</u>	<u>15,654</u>

Grand Total In Barrels	<u>90,191</u>	<u>21,218</u>	<u>111,409</u>	<u>97,904</u>	<u>26,736</u>	<u>124,640</u>
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Increase (Decrease) in Barrels;

Grain Belt	(7,420)	(3,536)	(10,956)
White Label	(503)	-0-	(503)
Hauenstein	210	-0-	210
Storz & Private Labels	<u>-0-</u>	<u>(1,982)</u>	<u>(1,982)</u>
Total	<u>(7,713)</u>	<u>(5,518)</u>	<u>(13,231)</u>

PRESIDING OFFICER'S AGENDA

BOARD MEETING

FEBRUARY 29, 1972

1. CALL MEETING TO ORDER.
2. ANNOUNCEMENT OF QUORUM PRESENT.
3. INQUIRE RE EXCEPTIONS AND/OR AMENDMENTS
TO MINUTES OF THE BOARD MEETING JANUARY 25, 1972 -
AS MAILED.
4. REQUEST SECRETARY TO PRESENT THE CURRENT
COMPARATIVE SALES REPORT.
5. COMMUNICATIONS. N.A.M. CONTRIBUTION
6. CONSIDER...RECORD DATE FOR ANNUAL SHAREHOLDERS
MEETING, NOMINEES FOR ELECTION TO BOARD
BOARD OF DIRECTORS, AND MEMBERS OF
PROXY COMMITTEE.
7. LABOR NEGOTIATIONS AT OMAHA.
8. REPORT ON POSSIBLE ACQUISITIONS.
9. MOTION TO ADJOURN

GRAIN BELT BREWERIES, INC.
ANALYSIS OF CASH DISBURSEMENTS - MINNEAPOLIS DIVISION
WEEK ENDED FEBRUARY 26, 1972

Excise Taxes:			
State			\$ 270.24
Payrolls - Regular, Gross	\$83,770.55		
Less Deductions:			
F.O.A.B.	\$ 4,162.46		
Federal Income Taxes Withheld	11,763.24		
State Income Taxes Withheld	4,596.06		
U.S. Savings Bonds	2,201.60		
Beer, United Fund, Union Dues & Various Funds	<u>1,623.67</u>	<u>24,347.03</u>	59,423.52
Brewing Materials			75,155.32
Production Supplies			25,096.38
Repairs to Buildings and Equipment			29,460.69
Non-Returnable Containers			73,390.09
Advertising Expense			132,064.00
Selling Expense			9,158.95
Shipping and Delivery Expense			177.85
Administrative and General Expense			2,110.18
Freight on Empty Containers Returned			90.82
Customers' Accounts (Refunds, N.S.F. Checks, Etc.)			50.86
Beer Purchases - Storz Division			250.16
Insurance Premiums:			
Compensation, Fire, U and O, Casualty, Etc.	\$ 7,011.00		
Employees Group	<u>37,417.32</u>		44,428.32
From Payroll Deductions:			
F.O.A.B.	\$ 4,000.00		
Federal Income Taxes Withheld	11,422.75		
United Fund, Union Dues & Various Funds	<u>1,751.00</u>		17,173.75
Taxes:			
Employer's Contribution to F.O.A.B. - Feb. 15 - 22, 1972			4,000.00
Returnable Containers:			
Kegs			34,580.00
Plant and Equipment			603.99
*Construction In Progress			1,160.26
Investments - Commercial Paper			199,456.25
Contra to Receipts, Including Storz Division			<u>2,429.04</u>
			\$710,530.67
Less Cash Discount Taken on Purchases			<u>890.60</u>
			<u>\$709,640.07</u>
*Construction In Progress:			
Warehouse Office Addition	\$ 916.10		
New Electric Feeder Line to Boiler Room	205.74		
Conversion of No. 6 Bottling Line	<u>38.42</u>		
	<u>\$ 1,160.26</u>		

GRAIN BELT BREWERIES, INC.
WEEKLY REPORT OF CASH AND SALES
MINNEAPOLIS DIVISION

CASH

RECEIPTS	FOR WEEK		YEAR TO DATE	
	ENDING Feb. 26, 1972	ENDING Feb. 27, 1971	39 DAYS TO Feb. 26, 1972	39 DAYS TO Feb. 25, 1971
Accounts Receivable—City	\$ 87,479.27	\$ 98,214.43	\$ 678,855.85	\$ 700,238.36
Accounts Receivable—Country	502,398.89	421,746.30	3,823,948.64	3,195,243.56
Notes Receivable (Incl. Int.)	-0-	-0-	4,856.02	4,419.91
Misc. Incl. Spent Grains, Etc.	1,987.26	4,329.18	35,163.02	80,919.56
Recovery on Bad Debts	-0-	-0-	-0-	-0-
Contra to Disbursed Incl. Storz Div.	41.70	72.78	42,736.70	190,948.56
Matured Investments	99,801.39	-0-	995,826.73	497,452.08
Loan - Banks	-0-	-0-	-0-	100,000.00
TOTALS	\$691,708.51	\$524,362.69	\$5,581,386.96	\$4,769,222.03

CASH ANALYSIS

Balance at Start	\$220,507.05	\$320,817.88	XXXXXX	XXXXXX
Deposits Less Exchange	691,708.51	524,362.69	\$5,581,386.96	\$4,769,222.03
TOTALS	\$912,215.56	\$845,180.57	XXXXXX	XXXXXX
Disbursements Per Attached	709,640.07	451,593.44	\$5,823,673.33	\$4,785,661.88
(A) Balance at End	\$202,575.49	\$393,587.13	XXXXXX	XXXXXX
(A) Year 1972 Does Not Include \$597,113.54 in Short Term Investments				

SALES

ALL BRANDS	FOR WEEK		YEAR TO DATE	
	ENDING Feb. 26, 1972	ENDING Feb. 27, 1971	39 DAYS TO Feb. 26, 1972	39 DAYS TO Feb. 25, 1971
Cases (288 oz.)	145,499	158,860	1,111,408	1,221,204
Cases Reduced to Barrels	10,560-3/8	11,530-1/4	80,666-5/8	88,635-7/8
Kegs Reduced to Barrels	3,099-1/2	3,656-3/4	23,183-1/2	24,144-1/4
Totals in Barrels	13,659-7/8	15,187	103,850-1/8	112,780-1/8
WHITE LABEL and HAUENSTEIN (included above)				
Cases (288 oz.)	21,438	23,443	185,720	191,936
Cases Reduced to Barrels	1,556	1,701-1/2	13,479-5/8	13,930-7/8

Attested To:

Prepared By:




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Attested To:

Prepared By:

J. R. Anderson

Robert P. Miller

To : Carl Sievers
Re : Omaha negotiations

Carl, for the directors you could describe our offer as follows:

	% Increase	1972 Cost
Wages (K4 HR.)	4%	\$35,000
Vacations (23 EXTRA WKS.)	5%	3,400
Pension (VARIOUS)	***	***
Insurance:		
LIFE (\$1500)	33 1/3%	1,000
Wkly BENEFITS (\$5)	8%	600
HOSP EXP (Kp \$50)		NOMINAL

TOTAL ANNUAL COST \$40,000

Total percentage wise our wage increase offered is 4% and without taking the time now to figure detail fringe benefit costs I would estimate the total package cost also to be about 4%.

*** Data supplied by actua indicates we can modernize the plan, and improve it at no additional cost. In fact there could be a saving.

If any questions, call me.

Jerry

Don't let
the union
know this

Employees
Brewery 85
Eng 10
Mach. 7
Main. 5
107
Salaries 30
137

Labor Contract Comparisons

CRS. 10/8/71

45-104 EYE-EASE 45-404 20/20 BUFF

		(1) Heideman Shibayan May 1	(2) Halestap Omaha April 1	(3) L B Omaha Nov. 1	(4) Union Proposal	
1	Wages - 1970 Brewery	3.33 1/2	3.99	3.79		1
2	B. H.	3.31	3.91 1/2	3.71 1/2		2
3						3
4	1971 Brewery	3.61 1/2	4.29		6.29	4
5	B. H.	3.58	4.21 1/2		6.21 1/2	5
6						6
7	1972 Brewery	3.86 1/2	4.59		6.29	7
8	B. H.	3.83	4.51 1/2		6.21 1/2	8
9						9
10	1973 Brewery	4.08 1/2	4.89			10
11	B. H.	4.05	4.81 1/2			11
12						12
13	Note Pay Differential	.10	.10	.10	.25	13
14		.15	.15	.15	.30	14
15						15
16	Holidays - Number	10	12	11	13	16
17	Eligibility		Work at least one day in Holiday week	Same	Same	17
18						18
19						19
20						20
21	Sick or Industrial injury		Holiday pay during 61 day period	Same	Same	21
22						22
23						23
24						24
25						25
26	Vacations -	1 for 1	1 for 1	1 for 1	1 for 1	26
27		2 " 3	2 " 3	2 " 3	2 " 2	27
28		3 " 7	3 " 5	3 " 5	3 " 5	28
29		4 " 11	4 " 8	4 " 8	4 " 8	29
30		5 " 20	5 " 10	5 " 15	5 " 10	30
31		6 " 25	6 " 20	6 " 25	6 " 15	31
32					7 " 20	32
33					8 " 30	33
34	Military service and industrial accident time off shall be counted as vacation credits		X		X	34
35						35
36						36
37						37
38						38
39						39
40	Bereavement Pay -	2 days	3 Days	3 Days		40
41			2 Days - (Brother/sister)	2 Days - (Brother/sister)	Same	41
42						42
43						43
44						44
45	Pension - Contributions	8 1/2	17 1/2	? 18	30	45
46			#6.00 benefit		No benefit	46
47						47

		(1) Heilerman Sheboygan May 1	(2) Folstaff Omaha April 1	(3) G.B. Omaha Nov. 1	(4) Union Proposal	
1	Group Ins.					1
2	Life	4000 -	7000 -	4500 -	8000 -	2
3	A.D. & D.	4000 -	7000 -	4500 -	8000 -	3
4						4
5	Weekly Benefits	51.50	80.00	65.00	100.00	5
6		26 wks	26 wks	26 wks	26 wks	6
7						7
8	Dental Benefits	?	Emergency on fee schedule	None	Full Casts Max 750 ⁰⁰ per year	8
9						9
10						10
11	Major Medical		\$10,000 -	\$10,000 -	\$10,000 -	11
12						12
13						13
14						14
15	* Hospital benefits similar in present contracts - Excessive increases in Union proposal	*	*	*	*	15
16						16
17						17
18						18
19						19
20						20
21						21
22	Retiree Life Ins.	1000 -	2000 -	—	2500 -	22
23						23
24						24
25						25
26	Paid Sick Leave	?	No	No	4 hrs per each week of service	26
27						27
28						28
29						29
30						30
31	Severance Pay	?	3/4 wk for each year - Max 15 yrs.	No.	1 week for each year	31
32						32
33						33
34						34
35						35
36	Cost of Living adj.	?	No	No	1 cent per hr. for ea. 0.4 rise in Bureau Index	36
37						37
38						38
39						39
40						40
41						41
42						42
43						43
44						44
45						45
46						46
47						47

ORANHA

Wage Progression

Brewhouse Engineer Fireman Mechanism
(BHR 7 1/2 LOSS) (Regular)

10/31/68		3.300	3.930	3.610	3.965
Reopen	11/1/68	35R			
	(Sumo - 11/1/68 - 4/1/69)	.10	.10	.10	- 0 -
		3.40	4.03	3.71	3.965
4/1/69		.075	.075	.075	15R .24
	(Sumo - 4/1/69 - 11/1/69)	3.475	4.105	3.865	4.205
11/1/69		.165	.165	.165	- 0 -
	(Sumo - 11/1/69 - 4/1/70)	3.640	4.270	4.030	4.205
4/1/70		- 0 -	- 0 -	- 0 -	25R .470
	(Sumo - 4/1/70 - 11/1/70)	3.640	4.270	4.030	4.675
11/1/70		.15	.15	.15	- 0 -
	(Sumo - 11/1/70 - 4/1/71)	3.79	4.42	4.18	4.675
4/1/71	(98% FALLSTAFF)	- 0 -	- 0 -	- 0 -	.607
	(Sumo - 4/1/71 - 11/1/71)	3.79	4.42	4.18	5.282

MACHINIST
Value

MACHINIST OVER ENGINEER

275 HRS. 10 4	(87.50)	Prior 11/1/68	.035 +
275 HRS. 69.0	79.63	Sumo To 4/1/69	.075 -
275 HRS. 10 8	(87.50)	Sumo To 11/1/69	.10 +
275 HRS. 379	(95.37)	Sumo To 4/1/70	.065 -
275 HRS. 724	43.25	Sumo To 11/1/70	.405 +
275 HRS. 8274	192.50	Sumo To 4/1/71	.255 +
	1013.08	Sumo To 11/1/71	.862 +
	1563.46		

GRAIN BELT BREWERIES, INC.

FINANCIAL STATEMENT

JANUARY 31, 1972

FINANCIAL STATEMENT

GRAIN BELT BREWERIES, INC.

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GRAIN BELT BREWERIES, INC.
BALANCE SHEET COMBINING
JANUARY 31, 1972

<u>ASSETS</u>	<u>COMBINED</u>	<u>MINNEAPOLIS</u>	<u>OMAHA</u>	<u>LIABILITIES & SHAREHOLDERS' EQUITY</u>	<u>COMBINED</u>	<u>MINNEAPOLIS</u>	<u>OMAHA</u>
<u>CURRENT ASSETS</u>				<u>CURRENT LIABILITIES</u>			
Cash - Demand Deposits	\$ 299,837	\$ 227,423	\$ 72,414	Accounts Payable - Trade	\$ 1,599,188	\$ 1,459,877	\$ 139,311
Short Term Investments	598,508	598,508	-0-	Dividend Payable	119,313	119,313	-0-
Accounts Receivable:				Accruals:			
Trade	\$ 1,295,465	\$ 1,295,555	\$ 90	Payrolls, Payroll Taxes, etc.	\$ 542,541	\$ 453,448	\$ 89,093
Sundry	54,705	51,263	3,442	Real Estate Taxes	230,250	227,800	2,450
Allowance for Doubtful	32,000	32,000	-0-	Personal Property Taxes	34,703	33,793	910
	\$ 1,318,170	\$ 1,314,818	\$ 3,352	Pension Trust Contribution	129,300	129,300	-0-
					\$ 936,794	\$ 844,341	\$ 92,453
Advance - Omaha Division (Eliminated)	-0-	2,248,732	-0-				
Inventories:				Federal and State Income Taxes	308,416	330,526	22,110
Products - Finished and in Process	\$ 712,976	\$ 544,007	\$ 168,969	Customers' Deposits on Returnable Containers	456,670	498,858	42,188
Brewing Materials	521,534	451,186	70,348				
Production Supplies	369,977	311,069	58,908				
Non-Returnable Containers	409,614	261,953	147,661				
Advertising Supplies	309,803	290,064	19,739				
	\$ 2,323,904	\$ 1,858,279	\$ 465,625				
Prepaid Expenses:							
Insurance	\$ 39,621	\$ 28,798	\$ 10,823				
Advertising	189,788	190,000	212				
Miscellaneous	42,979	21,359	21,620				
	\$ 272,388	\$ 240,157	\$ 32,231				
TOTAL CURRENT ASSETS	\$ 4,812,807	\$ 6,487,917	\$ 573,622	TOTAL CURRENT LIABILITIES	\$ 3,420,381	\$ 3,252,915	\$ 167,466
<u>OTHER ASSETS</u>				DEFERRED INCOME TAXES	265,000	265,000	-0-
Notes Receivable	\$ 81,494	\$ 81,494	\$ -0-				
Hauenstein Label	25,000	25,000	-0-				
Metropolitan Sports Area Revenue Bonds	15,000	15,000	-0-				
Allowance for Doubtful	10,000	10,000	-0-				
TOTAL OTHER ASSETS	\$ 111,494	\$ 111,494	\$ -0-	ADVANCE FROM MINNEAPOLIS (Eliminated)	-0-	-0-	2,248,732
<u>FIXED ASSETS</u>				<u>SHAREHOLDERS' EQUITY</u>			
Land, Buildings, Machinery and Equipment	\$19,470,353	\$18,218,248	\$1,252,105	Capital Shares - Par Value \$.50 a Share:			
Construction In Progress	227,976	192,255	35,721	Authorized - 2,000,000 Shares			
Allowance for Depreciation	12,226,130	12,011,792	214,338	Issued - 1,000,000 Shares (Including			
	\$ 7,472,199	\$ 6,398,711	\$1,073,488	45,500 Treasury Shares)	\$ 500,000	\$ 500,000	\$ -0-
Returnable Containers	\$ 2,895,021	\$ 2,770,683	\$ 124,338	Capital Surplus	1,117,843	1,117,843	-0-
Allowances for Depreciation	1,234,638	1,166,600	68,038	Earned Surplus	9,190,971	9,894,130	703,159
	\$ 1,660,383	\$ 1,604,083	\$ 56,300	Cost of 45,500 Shares Held in			
TOTAL FIXED ASSETS	\$ 9,132,582	\$ 8,002,794	\$1,129,788	Treasury	233,348	233,348	-0-
				TOTAL SHAREHOLDERS' EQUITY	\$10,575,466	\$11,278,625	\$ 703,159
<u>DEFERRED CHARGE</u>							
Unamortized Cost of Signs	203,964	194,335	9,629				
	\$14,260,847	\$14,796,540	\$1,713,039				

GRAIN BELT BREWERIES, INC.
BALANCE SHEET COMPARISONS

	<u>JANUARY 31, 1972 TO DECEMBER 31, 1971</u>			<u>JANUARY 31, 1972 TO JANUARY 31, 1971</u>		
	<u>JANUARY 31, 1972</u>	<u>DECEMBER 31, 1971</u>	<u>INCREASE DECREASE</u>	<u>JANUARY 31, 1972</u>	<u>JANUARY 31, 1971</u>	<u>INCREASE DECREASE</u>
<u>ASSETS</u>						
CURRENT:						
Cash - Demand Deposits	\$ 299,837	\$ 518,446	\$218,609	\$ 299,837	\$ 520,941	\$221,104
Short Term Investments	598,508	1,095,542	497,034	598,508	99,985	498,523
Accounts Receivable, Less Allowance	1,318,170	1,331,935	13,765	1,318,170	1,500,635	182,465
Inventories	2,323,904	1,949,029	374,875	2,323,904	2,274,554	49,350
Prepaid Expenses	272,388	138,537	133,851	272,388	342,004	69,616
TOTAL CURRENT	\$ 4,812,807	\$ 5,033,489	\$220,682	\$ 4,812,807	\$ 4,738,119	\$ 74,688
Other Assets, Less Allowance	111,494	113,675	2,181	111,494	137,257	25,763
Land, Buildings, Machinery and Equipment, Less Depreciation	7,472,199	7,504,478	32,279	7,472,199	7,768,720	296,521
Returnable Containers, Less Depreciation	1,660,383	1,642,596	17,787	1,660,383	1,296,860	363,523
Unamortized Cost of Signs	203,964	197,666	6,298	203,964	182,739	21,225
	\$14,260,847	\$14,491,904	\$231,057	\$14,260,847	\$14,123,695	\$137,152
<u>LIABILITIES AND EQUITY</u>						
CURRENT:						
Accounts Payable - Trade	\$ 1,599,188	\$ 1,824,611	\$225,423	\$ 1,599,188	\$ 1,992,204	\$393,016
Dividend Payable	119,313	-0-	119,313	119,313	-0-	119,313
Accrued Expenses	936,794	927,469	9,325	936,794	911,248	25,546
Federal and State Income Taxes	308,416	305,000	3,416	308,416	121,414	187,002
Customers' Deposits on Returnable Containers	456,670	487,045	30,375	456,670	509,892	53,222
TOTAL CURRENT	\$ 3,420,381	\$ 3,544,125	\$123,744	\$ 3,420,381	\$ 3,534,756	\$114,377
DEFERRED INCOME TAXES	265,000	260,000	5,000	265,000	100,000	165,000
SHAREHOLDERS' EQUITY:						
Capital Shares	\$ 500,000	\$ 500,000	\$ -0-	\$ 500,000	\$ 500,000	\$ -0-
Capital Surplus	1,117,843	1,117,843	-0-	1,117,843	1,117,843	-0-
Earned Surplus	9,190,971	9,303,284	112,313	9,190,971	9,070,773	120,198
Treasury Shares	233,348	233,348	-0-	233,348	199,679	33,669
	\$10,575,466	\$10,687,779	\$112,313	\$10,575,466	\$10,488,937	\$ 86,529
	\$14,260,847	\$14,491,904	\$231,057	\$14,260,847	\$14,123,695	\$137,152
NET CURRENT ASSETS	\$ 1,392,426	\$ 1,489,364	\$ 96,938	\$ 1,392,426	\$ 1,203,361	\$189,065
RATIO OF CURRENT ASSETS TO CURRENT LIABILITIES	1.407 to 1	1.420 to 1	.013 to 1	1.407 to 1	1.340 to 1	.067 to 1
SHAREHOLDERS' EQUITY PER COMMON SHARE	\$ 11.079	\$ 11.197	\$.118	\$ 11.079	\$ 10.949	\$.130

GRAIN BELT BREWERIES, INC.
CHANGES IN WORKING CAPITAL

MONTH OF JANUARY 1972

Increases - From Operations:

Net Earnings	\$ 7,000	
Provision for Deferred Income Taxes	5,000	
Provision for Depreciation	87,386	
Amortization of Signs	<u>3,999</u>	
TOTAL INCREASES		\$ 103,385

Decreases:

Additions to Land, Buildings, and Machinery and Equipment	\$ 23,814	
Additions to Returnable Containers	<u>49,081</u>	
TOTAL PLANT & EQUIPMENT ADDITIONS	\$ 72,895	
 Additions to Advertising Signs	 10,296	
Increase and/or Decrease in Other Assets	2,181	
Dividends Declared	<u>119,313</u>	
TOTAL DECREASES		<u>200,323</u>

Net Increase in Working Capital	\$ 96,938
Working Capital Beginning of Period	<u>1,489,364</u>
Working Capital End of Period	<u>\$1,392,426</u>

GRAIN BELT BREWERIES, INC.
EARNINGS DETAIL - MINNEAPOLIS PLANT

PAGE 4

		MONTH OF JANUARY				
		1972		1971		INCREASE DECREASE AMOUNT
		AMOUNT	PER BBL	AMOUNT	PER BBL	
KEG BEER - Bbls. Sold		11,972-1/2		12,017-1/4		44-3/4
Sales, Including Excise Taxes		\$ 273,881	\$22.876	\$ 262,652	\$21.856	\$11,229
Excise Taxes:						
Federal		\$ 107,753	\$ 9.000	\$ 108,155	\$ 9.000	\$ 402
State		29,226	2.441	23,215	1.932	6,011
		\$ 136,979	\$11.441	\$ 131,370	\$10.932	\$ 5,609
NET SALES		\$ 136,902	\$11.435	\$ 131,282	\$10.924	\$ 5,620
Production Costs		107,752	9.000	103,348	8.600	4,404
GROSS PROFIT - KEG BEER		\$ 29,150	\$ 2.435	\$ 27,934	\$ 2.324	\$ 1,216
CASE BEER - Bbls. Sold		42,624-1/4		46,900-1/4		4,276
- Cases Sold		587,267		646,182		58,915
			PER CASE		PER CASE	
Sales, Including Excise Taxes		\$1,723,712	\$40.440	\$1,799,197	\$38.362	\$75,485
Excise Taxes:						
Federal		\$ 383,618	\$ 9.000	\$ 422,102	\$ 9.000	\$38,484
State		119,839	2.812	105,102	2.241	14,737
		\$ 503,457	\$11.812	\$ 527,204	\$11.241	\$23,747
NET SALES		\$1,220,255	\$28.628	\$1,271,993	\$27.121	\$51,738
Cost of Products Sold:						
Non-Returnable Containers		252,573	5.925	284,844	6.073	32,271
		\$ 967,682	\$22.703	\$ 987,149	\$21.048	\$19,467
Production Costs		657,023	15.415	652,352	13.909	4,671
GROSS PROFIT - CASE BEER		\$ 310,659	\$ 7.288	\$ 334,797	\$ 7.139	\$24,138
TOTAL BARRELS SOLD		54,596-3/4		58,917-1/2		4,320-3/4
TOTAL GROSS PROFIT		\$ 339,809	\$ 6.224	\$ 362,731	\$ 6.156	\$22,922
Advertising Expense		\$ 110,447	\$ 2.023	\$ 110,353	\$ 1.873	\$ 94
Selling Expense		74,896	1.372	71,650	1.216	3,246
Shipping and Delivery Expense		57,014	1.044	52,726	.895	4,288
Administrative Expense		45,874	.840	47,958	.814	2,084
		\$ 288,231	\$ 5.279	\$ 282,687	\$ 4.798	\$ 5,544
OPERATING PROFIT		\$ 51,578	\$.945	\$ 80,044	\$ 1.358	\$28,466
Other Income:						
Purchase Discounts		\$ 6,284	\$.115	\$ 7,908	\$.134	\$ 1,624
Interest - Net		3,601	.066	2,284	.039	1,317
Miscellaneous		63	.001	175	.003	112
Provision for Doubtful Accounts		2,000	.037	2,064	.035	64
		\$ 7,948	\$.145	\$ 8,303	\$.141	\$ 355
EARNINGS BEFORE INCOME TAXES		\$ 59,526	\$ 1.090	\$ 88,347	\$ 1.499	\$28,821
Federal and State Income Taxes		30,526	.559	45,347	.770	14,821
NET EARNINGS		\$ 29,000	\$.531	\$ 43,000	\$.729	\$14,000

GRAIN BELT BREWERIES, INC.
EARNINGS DETAIL - OMAHA PLANT

MONTH OF JANUARY

	1972		1971		INCREASE DECREASE AMOUNT
	AMOUNT	PER BBL	AMOUNT	PER BBL	
<u>KEG BEER - Bbls.</u>	<u>1,984</u>		<u>2,218</u>		<u>234</u>
Sales, Including Excise Taxes	\$ 49,383	\$24.891	\$ 52,302	\$23.581	\$ 2,919
Excise Taxes:					
Federal	\$ 17,856	\$ 9.000	\$ 19,955	\$ 9.000	\$ 2,099
State	2,654	1.338	3,425	1.541	771
	<u>\$ 20,510</u>	<u>\$10.338</u>	<u>\$ 23,380</u>	<u>\$10.541</u>	<u>\$ 2,870</u>
NET SALES	\$ 28,873	\$14.553	\$ 28,922	\$13.040	\$ 49
Production Costs	19,234	9.695	17,937	8.087	1,297
GROSS PROFIT - KEG BEER	<u>\$ 9,639</u>	<u>\$ 4.858</u>	<u>\$ 10,985</u>	<u>\$ 4.953</u>	<u>\$ 1,346</u>
<u>CASE BEER - Bbls. Sold</u>	<u>10,898</u>		<u>14,399</u>		<u>3,501</u>
- Cases Sold	<u>150,145</u>		<u>198,390</u>		<u>48,245</u>
		PER CASE		PER CASE	
Sales, Including Excise Taxes	\$404,599	\$37.126	\$496,862	\$34.507	\$92,263
Excise Taxes:					
Federal	\$ 98,078	\$ 9.000	\$129,594	\$ 9.000	\$31,516
State	10,834	.994	13,043	.906	2,209
	<u>\$108,912</u>	<u>\$ 9.994</u>	<u>\$142,637</u>	<u>\$ 9.906</u>	<u>\$33,725</u>
NET SALES	\$295,687	\$27.132	\$354,225	\$24.601	\$58,538
Cost of Products Sold:					
Non-Returnable Containers	153,498	14.085	196,463	13.645	42,965
	<u>\$142,189</u>	<u>\$13.047</u>	<u>\$157,762</u>	<u>\$10.956</u>	<u>\$15,573</u>
Production Costs	124,424	11.417	138,494	9.618	14,070
GROSS PROFIT - CASE BEER	<u>\$ 17,765</u>	<u>\$ 1.630</u>	<u>\$ 19,268</u>	<u>\$ 1.338</u>	<u>\$ 1,503</u>
<u>TOTAL BARRELS SOLD</u>	<u>12,882</u>		<u>16,617</u>		<u>3,735</u>
<u>TOTAL GROSS PROFIT</u>	<u>\$ 27,404</u>	<u>\$ 2.127</u>	<u>\$ 30,253</u>	<u>\$ 1.821</u>	<u>\$ 2,849</u>
Advertising Expense	\$ 12,882	\$ 1.000	\$ 16,617	\$ 1.000	\$ 3,735
Selling Expense	29,289	2.274	28,005	1.685	1,284
Shipping and Delivery Expense	16,350	1.269	17,953	1.081	1,603
Administrative Expense	14,081	1.093	16,754	1.008	2,673
	<u>\$ 72,602</u>	<u>\$ 5.636</u>	<u>\$ 79,329</u>	<u>\$ 4.774</u>	<u>\$ 6,727</u>
OPERATING LOSS	\$ 45,198	\$ 3.509	\$ 49,076	\$ 2.953	\$ 3,878
Other Income:					
Purchase Discounts	\$ 648	\$.051	\$ 832	\$.050	\$ 184
Miscellaneous	440	.034	311	.019	129
	<u>\$ 1,088</u>	<u>\$.085</u>	<u>\$ 1,143</u>	<u>\$.069</u>	<u>\$ 55</u>
LOSS BEFORE INCOME TAXES	\$ 44,110	\$ 3.424	\$ 47,933	\$ 2.884	\$ 3,823
Federal and State Income Taxes	22,110	1.716	23,933	1.440	1,823
NET LOSS	<u>\$ 22,000</u>	<u>\$ 1.708</u>	<u>\$ 24,000</u>	<u>\$ 1.444</u>	<u>\$ 2,000</u>

GRAIN BELT BREWERIES, INC.
STATEMENT OF EARNINGS AND SURPLUS - COMBINED

MONTH OF JANUARY

	1972			1971
	OMAHA	MINNEAPOLIS	COMBINED	COMBINED
Sales, Including Excise Taxes	\$453,982	\$1,997,593	\$2,451,575	\$2,611,013
Excise Taxes:				
Federal	\$115,934	\$ 491,371	\$ 607,305	\$ 679,806
State	13,488	149,065	162,553	144,785
	<u>\$129,422</u>	<u>\$ 640,436</u>	<u>\$ 769,858</u>	<u>\$ 824,591</u>
NET SALES	\$324,560	\$1,357,157	\$1,681,717	\$1,786,422
Cost of Products Sold:				
Non-Returnable Containers	153,498	252,573	406,071	481,307
	<u>\$171,062</u>	<u>\$1,104,584</u>	<u>\$1,275,646</u>	<u>\$1,305,115</u>
Production Costs	143,658	764,775	908,433	912,131
	<u>\$ 27,404</u>	<u>\$ 339,809</u>	<u>\$ 367,213</u>	<u>\$ 392,984</u>
GROSS PROFIT				
Advertising Expense	\$ 12,882	\$ 110,447	\$ 123,329	\$ 126,970
Selling Expense	29,289	74,896	104,185	99,655
Shipping and Delivery Expense	16,350	57,014	73,364	70,679
Administrative Expense	14,081	45,874	59,955	64,712
	<u>\$ 72,602</u>	<u>\$ 288,231</u>	<u>\$ 360,833</u>	<u>\$ 362,016</u>
OPERATING PROFIT	\$ 45,198	\$ 51,578	\$ 6,380	\$ 30,968
Other Income:				
Purchase Discounts	\$ 648	\$ 6,284	\$ 6,932	\$ 8,740
Interest - Net	-0-	3,601	3,601	2,284
Miscellaneous	440	63	503	486
Provision for Doubtful Accounts	-0-	2,000	2,000	2,064
	<u>\$ 1,088</u>	<u>\$ 7,948</u>	<u>\$ 9,036</u>	<u>\$ 9,446</u>
EARNINGS BEFORE INCOME TAXES	\$ 44,110	\$ 59,526	\$ 15,416	\$ 40,414
Federal and State Income Taxes	22,110	30,526	8,416	21,414
	<u>\$ 22,000</u>	<u>\$ 29,000</u>	<u>\$ 7,000</u>	<u>\$ 19,000</u>
NET EARNINGS				
Earned Surplus - Beginning of Period	681,159	9,984,443	9,303,284	9,051,773
	<u>\$703,159</u>	<u>\$10,013,443</u>	<u>\$9,310,284</u>	<u>\$9,070,773</u>
Dividends Declared	-0-	119,313	119,313	-0-
	<u>\$703,159</u>	<u>\$ 9,894,130</u>	<u>\$9,190,971</u>	<u>\$9,070,773</u>
Earned Surplus - End of Period				
Barrels Sold			67,478-3/4	75,534-1/2
Working Days			21	20
Per Common Share:				
Net Earnings			\$.007	\$.020
Dividends Declared			\$.125	\$ -0-

GRAIN BELT BREWERIES, INC.

FINANCIAL STATEMENT

YEAR 1971

FINANCIAL STATEMENT

GRAIN BELT BREWERIES, INC.

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GRAIN BELT BREWERIES, INC.
BALANCE SHEET COMBINING
DECEMBER 31, 1971
AFTER-CLOSING

ASSETS	COMBINED	MINNEAPOLIS	OMAHA	LIABILITIES & SHAREHOLDERS' EQUITY	COMBINED	MINNEAPOLIS	OMAHA
CURRENT ASSETS				CURRENT LIABILITIES			
Cash - Demand Deposits	\$ 518,446	\$ 461,429	\$ 57,017	Accounts Payable - Trade	\$ 1,824,611	\$ 1,602,704	\$ 221,907
Short Term Investments	1,095,542	1,095,542	-0-	Accruals:			
Accounts Receivable:				Payrolls, Payroll Taxes, etc.	\$ 560,736	\$ 481,381	\$ 79,355
Trade	\$ 1,328,347	\$ 1,328,500	\$ 153	Real Estate Taxes	214,000	214,000	-0-
Sundry	33,588	27,983	5,605	Personal Property Taxes	33,433	33,433	-0-
Allowance for Doubtful	30,000	30,000	-0-	Pension Trust Contribution	119,300	119,300	-0-
	\$ 1,331,935	\$ 1,326,483	\$ 5,452		\$ 927,469	\$ 848,114	\$ 79,355
Advance - Omaha Division (Eliminated)	-0-	2,104,318	-0-				
Inventories:				Federal and State Income Taxes	305,000	305,000	-0-
Products - Finished and in Process	\$ 588,718	\$ 441,762	\$ 146,956	Customers' Deposits on Returnable Containers	487,045	524,688	37,643
Brewing Materials	291,161	245,591	45,570				
Production Supplies	391,030	327,534	63,496				
Non-Returnable Containers	426,565	265,243	161,322				
Advertising Supplies	251,555	229,266	22,289				
	\$ 1,949,029	\$ 1,509,396	\$ 439,633				
Prepaid Expenses:							
Insurance	\$ 50,328	\$ 37,302	\$ 13,026				
Advertising	55,636	50,533	5,103				
Miscellaneous	32,573	13,769	18,804				
	\$ 138,537	\$ 101,604	\$ 36,933				
TOTAL CURRENT ASSETS	\$ 5,033,489	\$ 6,598,772	\$ 539,035	TOTAL CURRENT LIABILITIES	\$ 3,544,125	\$ 3,280,506	\$ 263,619
OTHER ASSETS:				DEFERRED INCOME TAXES	260,000	260,000	-0-
Notes Receivable	\$ 83,675	\$ 83,675	\$ -0-				
Hauenstein Label	25,000	25,000	-0-				
Metropolitan Sports Area Revenue Bonds	15,000	15,000	-0-				
Allowance For Doubtful	10,000	10,000	-0-				
TOTAL OTHER ASSETS	\$ 113,675	\$ 113,675	\$ -0-	ADVANCE FROM MINNEAPOLIS (Eliminated)	-0-	-0-	2,104,318
FIXED ASSETS				SHAREHOLDERS' EQUITY			
Land, Buildings, Machinery and Equipment	\$19,465,101	\$18,212,996	\$1,252,105	Capital Shares - Par Value \$.50 a Share:			
Construction In Progress	209,414	173,693	35,721	Authorized - 2,000,000 Shares			
Allowance for Depreciation	12,170,037	11,962,839	207,198	Issued - 1,000,000 Shares (Including			
	\$ 7,504,478	\$ 6,423,850	\$1,080,628	45,500 Treasury Shares)	\$ 500,000	\$ 500,000	\$ -0-
Returnable Containers	\$ 2,845,940	\$ 2,721,602	\$ 124,338	Capital Surplus	1,117,843	1,117,843	-0-
Allowances for Depreciation	1,203,344	1,136,706	66,638	Earned Surplus	9,303,284	9,984,443	681,159
	\$ 1,642,596	\$ 1,584,896	\$ 57,700	Cost of 45,500 Shares Held in			
TOTAL FIXED ASSETS	\$ 9,147,074	\$ 8,008,746	\$1,138,328	Treasury	233,348	233,348	-0-
				TOTAL SHAREHOLDERS' EQUITY	\$10,687,779	\$11,368,938	\$ 681,159
DEFERRED CHARGE							
Unamortized Cost of Signs	197,666	188,251	9,415				
	\$14,491,904	\$14,909,444	\$1,686,778				

GRAIN BELT BREWERIES, INC.
BALANCE SHEET COMPARISONS
 YEAR 1971
AFTER-CLOSING

	DECEMBER 31, 1971	DECEMBER 31, 1970	INCREASE DECREASE
<u>ASSETS</u>			
CURRENT:			
Cash - Demand Deposits	\$ 518,446	\$ 453,093	\$ 65,353
Short Term Investments	1,095,542	498,169	597,373
Accounts Receivable, Less Allowance	1,331,935	1,328,573	3,362
Inventories	1,949,029	1,874,734	74,295
Prepaid Expenses	138,537	302,715	164,178
TOTAL CURRENT	\$ 5,033,489	\$ 4,457,284	\$576,205
Other Assets, Less Allowance	113,675	139,349	25,674
Land, Buildings, Machinery and Equipment, Less Depreciation	7,504,478	7,749,269	244,791
Returnable Containers, Less Depreciation	1,642,596	1,295,996	346,600
Unamortized Cost of Signs	197,666	176,368	21,298
	\$14,491,904	\$13,818,266	\$673,638
<u>LIABILITIES AND EQUITY</u>			
CURRENT:			
Accounts Payable - Trade	\$ 1,824,611	\$ 1,658,920	\$165,691
Accrued Expenses	927,469	972,070	44,601
Federal and State Income Taxes	305,000	100,000	205,000
Customers' Deposits on Returnable Containers	487,045	517,339	30,294
TOTAL CURRENT	\$ 3,544,125	\$ 3,248,329	\$295,796
DEFERRED INCOME TAXES	260,000	100,000	160,000
SHAREHOLDERS' EQUITY:			
Capital Shares	\$ 500,000	\$ 500,000	\$ -0-
Capital Surplus	1,117,843	1,117,843	-0-
Earned Surplus	9,303,284	9,051,773	251,511
Treasury Shares	233,348	199,679	33,669
	\$10,687,779	\$10,469,937	\$217,842
	\$14,491,904	\$13,818,266	\$673,638
NET CURRENT ASSETS	\$ 1,489,364	\$ 1,208,955	\$280,409
RATIO OF CURRENT ASSETS TO CURRENT LIABILITIES	1.420 to 1	1.372 to 1	.048 to 1
SHAREHOLDERS' EQUITY PER COMMON SHARE	\$ 11.20	\$ 10.94	\$.26

GRAIN BELT BREWERIES, INC.
CHANGES IN WORKING CAPITAL
YEAR 1971
AFTER CLOSING

Increases - From Operations:

Net Earnings		\$ 729,511	
Provision for Deferred Income Taxes		160,000	
Provision for Depreciation:			
Plant and Equipment	\$951,682		
Returnable Containers	515,996		
Sign Amortization	66,874	1,534,552	
TOTAL INCREASES			\$2,424,063

Decreases:

Fixed Asset Additions:			
Plant and Equipment	\$706,891		
Returnable Containers	862,596		
Signs	88,172	\$1,657,659	
Decrease in Other Assets		25,674	
Purchase of Treasury Stock		33,669	
Dividends Declared		478,000	
TOTAL DECREASES			<u>2,143,654</u>

Net Increase in Working Capital	\$ 280,409
Working Capital Beginning of Period	<u>1,208,955</u>
Working Capital End of Period	<u>\$1,489,364</u>

GRAIN BELT BREWERIES, INC.
EARNINGS DETAIL - MINNEAPOLIS PLANT
YEAR 1971 AS TO 1970

PAGE 4

	YEAR 1971		YEAR 1970		INCREASE DECREASE
	AMOUNT	PER BBL	AMOUNT	PER BBL	AMOUNT
<u>KEG BEER - Bbls. Sold</u>	<u>189,423-1/2</u>		<u>186,563-3/4</u>		<u>2,859-3/4</u>
Sales, Including Excise Taxes	\$ 4,248,829	\$22.430	\$ 4,083,891	\$21.890	\$164,938
Excise Taxes:					
Federal	\$ 1,704,812	\$ 9.000	\$ 1,679,075	\$ 9.000	\$ 25,737
State	397,897	2.100	369,716	1.982	28,181
	<u>\$ 2,102,709</u>	<u>\$11.100</u>	<u>\$ 2,048,791</u>	<u>\$10.982</u>	<u>\$ 53,918</u>
NET SALES	\$ 2,146,120	\$11.330	\$ 2,035,100	\$10.908	\$111,020
Production Costs	1,708,351	9.019	1,592,588	8.536	115,763
GROSS PROFIT - KEG BEER	<u>\$ 437,769</u>	<u>\$ 2.311</u>	<u>\$ 442,512</u>	<u>\$ 2.372</u>	<u>\$ 4,743</u>
<u>CASE BEER - Bbls. Sold</u>	<u>736,067-3/4</u>		<u>740,876-7/8</u>		<u>4,809-1/8</u>
- Cases Sold	<u>10,141,378</u>		<u>10,207,637</u>		<u>66,259</u>
		PER CASE		PER CASE	
Sales, Including Excise Taxes	\$29,313,316	\$39.824 \$2.890	\$28,811,698	\$38.889 \$2.823	\$501,618
Excise Taxes:					
Federal	\$ 6,624,447	\$ 9.000 \$.653	6,667,891	9.000 .653	43,444
State	1,711,969	2.325 .169	1,631,127	2.202 .160	80,842
	<u>\$ 8,336,416</u>	<u>\$11.325 \$.822</u>	<u>\$ 8,299,018</u>	<u>\$11.202 \$.813</u>	<u>\$ 37,398</u>
NET SALES	\$20,976,900	\$28.499 \$2.068	\$20,512,680	\$27.687 \$2.010	\$464,220
Cost of Products Sold:					
Non-Returnable Containers	5,096,297	6.924 .502	5,051,253	6.818 .495	45,044
	<u>\$15,880,603</u>	<u>\$21.575 \$1.566</u>	<u>\$15,461,427</u>	<u>\$20.869 \$1.515</u>	<u>\$419,176</u>
Production Costs	10,076,930	13.690 .994	9,992,670	13.488 .979	84,260
GROSS PROFIT - CASE BEER	<u>\$ 5,803,673</u>	<u>\$ 7.885 \$.572</u>	<u>\$ 5,468,757</u>	<u>\$ 7.381 \$.536</u>	<u>\$334,916</u>
<u>TOTAL BARRELS SOLD</u>	<u>925,491-1/4</u>		<u>927,440-5/8</u>		<u>1,949-3/8</u>
TOTAL GROSS PROFIT	\$ 6,241,442	\$ 6.744	\$ 5,911,269	\$ 6.374	\$330,173
Advertising Expense	\$ 2,206,446	\$ 2.384	\$ 1,905,158	\$ 2.054	\$301,288
Selling Expense	896,453	.969	905,634	.977	9,181
Shipping and Delivery Expense	726,805	.785	675,193	.728	51,612
Administrative Expense	659,198	.712	671,229	.724	12,031
	<u>\$ 4,488,902</u>	<u>\$ 4.850</u>	<u>\$ 4,157,214</u>	<u>\$ 4.483</u>	<u>\$331,688</u>
OPERATING PROFIT	\$ 1,752,540	\$ 1.894	\$ 1,754,055	\$ 1.891	\$ 1,515
Other Income & Deductions:					
Purchase Discounts	\$ 115,061	\$.124	\$ 99,720	\$.108	\$ 15,341
Interest - Net	26,643	.029	83,954	.090	57,311
Gain On Disposal of Capital Assets	46,003	.050	30,560	.033	15,443
Miscellaneous	4,513	.005	14,756	.016	10,243
Provision for Doubtful Accounts	2,162	.003	4,404	.005	6,566
Contract Cancellation Cost	93,944	.102	15,000	.016	78,944
	<u>\$ 96,114</u>	<u>\$.103</u>	<u>\$ 218,394</u>	<u>\$.236</u>	<u>\$122,280</u>
EARNINGS BEFORE INCOME TAXES	\$ 1,848,654	\$ 1.997	\$ 1,972,449	\$ 2.127	\$123,795
Federal and State Income Taxes	944,045	1.020	1,017,258	1.097	73,213
NET EARNINGS	<u>\$ 904,609</u>	<u>\$.977</u>	<u>\$ 955,191</u>	<u>\$ 1.030</u>	<u>\$ 50,582</u>

GRAIN BELT BREWERIES, INC.
EARNINGS DETAIL - OMAHA PLANT
YEAR 1971 AS TO 1970

	YEAR 1971		YEAR 1970		INCREASE DECREASE AMOUNT
	AMOUNT	PER BBL	AMOUNT	PER BBL	
KEG BEER - Bbls. Sold	27,704		33,805		6,101
Sales, Including Excise Taxes	\$ 691,229	\$24.951	\$ 806,142	\$23.847	\$114,913
Excise Taxes:					
Federal	\$ 249,325	\$ 9.000	\$ 304,255	\$ 9.000	\$ 54,930
State	44,483	1.606	56,618	1.675	12,135
NET SALES	\$ 293,806	\$10.606	\$ 360,873	\$10.675	\$ 67,065
Production Costs	\$ 397,421	\$14.345	\$ 445,269	\$13.172	\$ 47,848
GROSS PROFIT - KEG BEER	\$ 236,481	8.536	\$ 264,056	7.811	\$ 27,575
	\$ 160,940	\$ 5.809	\$ 181,213	\$ 5.361	\$ 20,273
CASE BEER - Bbls. Sold	197,510		228,097		30,587
- Cases Sold	2,721,306		3,142,668		421,362
		PER CASE		PER CASE	
Sales, Including Excise Taxes	\$7,055,867	\$35.724 \$2.593	\$8,000,699	\$35.076 \$2.546	\$944,832
Excise Taxes:					
Federal	\$1,777,605	\$ 9.000 \$.653	\$2,052,872	\$ 9.000 \$.653	\$275,267
State	173,258	.877 .064	217,643	.954 .069	44,385
NET SALES	\$1,950,863	\$ 9.877 \$.717	\$2,270,515	\$ 9.954 \$.722	\$319,652
Cost of Products Sold:	\$5,105,004	\$25.847 \$1.876	\$5,730,184	\$25.122 \$1.824	\$625,180
Non-Returnable Containers	2,846,106	14.410 1.046	2,156,326	13.838 1.005	310,222
Production Costs	\$2,256,898	\$11.437 \$.830	\$2,573,856	\$11.284 \$.819	\$314,958
GROSS PROFIT - CASE BEER	1,817,390	9.202 .668	1,941,012	8.510 .618	123,622
	\$ 441,508	\$ 2.235 \$.162	\$ 632,844	\$ 2.774 \$.201	\$191,336
TOTAL BARRELS SOLD	225,214		261,902		36,688
TOTAL GROSS PROFIT	\$ 602,448	\$ 2.675	\$ 814,057	\$ 3.108	\$211,609
Advertising Expense	\$ 231,851	\$ 1.029	\$ 353,791	\$ 1.351	\$121,940
Selling Expense	346,205	1.538	341,989	1.306	4,216
Shipping and Delivery Expense	213,761	.949	229,093	.875	15,332
Administrative Expense	179,253	.796	191,587	.731	12,334
	\$ 971,070	\$ 4.312	\$1,116,460	\$ 4.263	\$145,390
OPERATING LOSS	\$ 368,622	\$ 1.637	\$ 302,403	\$ 1.155	\$ 66,219
Other Income & Deductions:					
Purchase Discounts	\$ 12,171	\$.054	\$ 37,742	\$.144	\$ 25,571
Miscellaneous	1,647	.007	6,206	.024	7,853
	\$ 10,524	\$.047	\$ 43,948	\$.168	\$ 33,424
LOSS BEFORE INCOME TAXES	\$ 358,098	\$ 1.590	\$ 258,455	\$.987	\$ 99,643
Federal and State Income Taxes	183,000	.813	135,000	.516	48,000
NET LOSS	\$ 175,098	\$.777	\$ 123,455	\$.471	\$ 51,643

GRAIN BELT BREWERIES, INC.
STATEMENT OF EARNINGS AND SURPLUS - COMBINED
YEAR 1971 AS TO 1970

	1971		1970	
	OMAHA	MINNEAPOLIS	COMBINED	COMBINED
Sales, Including Excise Taxes	\$7,747,096	\$33,562,145	\$41,309,241	\$41,702,430
Excise Taxes:				
Federal	\$2,026,930	\$ 8,839,259	\$10,356,189	\$10,704,093
State	217,741	2,109,866	2,327,607	2,275,104
	<u>\$2,244,671</u>	<u>\$10,439,125</u>	<u>\$12,683,796</u>	<u>\$12,979,197</u>
NET SALES	\$5,502,425	\$23,123,020	\$28,625,445	\$28,723,233
Cost of Products Sold:				
Non-Returnable Containers	2,846,106	5,096,297	7,942,403	8,207,581
	<u>\$2,656,319</u>	<u>\$18,026,723</u>	<u>\$20,683,042</u>	<u>\$20,515,652</u>
Production Costs	<u>2,053,871</u>	<u>11,785,281</u>	<u>13,839,152</u>	<u>13,790,326</u>
GROSS PROFIT	\$ 602,448	\$ 6,241,442	\$ 6,843,890	\$ 6,725,326
Advertising Expense	\$ 231,851	\$ 2,206,446	\$ 2,438,297	\$ 2,258,949
Selling Expense	346,205	896,453	1,242,658	1,247,623
Shipping and Delivery Expense	213,761	726,805	940,566	904,286
Administrative Expense	179,253	659,198	838,451	862,816
	<u>\$ 971,070</u>	<u>\$ 4,488,902</u>	<u>\$ 5,459,972</u>	<u>\$ 5,273,674</u>
OPERATING PROFIT	\$ 368,622	\$ 1,752,540	\$ 1,383,918	\$ 1,451,652
Other Income & Deductions:				
Purchase Discounts	\$ 12,171	\$ 115,061	\$ 127,232	\$ 137,462
Interest - Net	-0-	26,643	26,643	83,954
Gain on Disposal of Capital Assets	-0-	46,003	46,003	30,560
Miscellaneous	1,647	4,513	2,866	20,962
Provision for Doubtful Accounts	-0-	2,162	2,162	4,404
Contract Cancellation Cost	-0-	93,944	93,944	15,000
	<u>\$ 10,524</u>	<u>\$ 96,114</u>	<u>\$ 106,638</u>	<u>\$ 262,342</u>
EARNINGS BEFORE INCOME TAXES	\$ 358,098	\$ 1,848,654	\$ 1,490,556	\$ 1,713,994
Federal and State Income Taxes	183,000	784,045	601,045	782,258
Deferred Income Taxes	-0-	160,000	160,000	100,000
	<u>\$ 183,000</u>	<u>\$ 944,045</u>	<u>\$ 761,045</u>	<u>\$ 882,258</u>
NET EARNINGS	\$ 175,098	\$ 904,609	\$ 729,511	\$ 831,736
Earned Surplus - Beginning of Period	506,061	9,557,834	9,051,773	8,699,037
	<u>\$ 681,159</u>	<u>\$10,462,443</u>	<u>\$ 9,781,284</u>	<u>\$ 9,530,773</u>
Dividends Declared	-0-	478,000	478,000	479,000
	<u>\$ 681,159</u>	<u>\$ 9,984,443</u>	<u>\$ 9,303,284</u>	<u>\$ 9,051,773</u>
Earned Surplus - End of Period				
Barrels Sold	225,214	925,491-1/4	1,150,705-1/4	1,189,340-5/8
Working Days			251	254
Per Common Share:				
Net Earnings			\$.76	\$.87
Dividends Declared			\$.50	\$.50

