



Grain Belt Breweries Company Records.

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PRESIDING OFFICER'S AGENDA

BOARD MEETING

DECEMBER 19, 1972

1. CALL MEETING TO ORDER
2. ANNOUNCEMENT OF QUORUM PRESENT
3. INQUIRE RE EXCEPTIONS AND/OR AMENDMENTS
TO MINUTES OF THE REGULAR NOVEMBER-1972
MEETING
4. REQUEST SECRETARY TO PRESENT THE CURRENT
COMPARATIVE SALES REPORT
5. ERNST & ERNST CONTRACT
6. MODERNIZATION PROGRAM PROPOSAL PREPARED
BY BENDER & ASSOCIATES -- MOTION TO ABANDON
7. COMMUNICATIONS
8. REMARKS

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

The regular December-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, December 19, 1972.

Mr. Frank D. Kiewel, Chairman of the Board, presided and C. R. Sievers, Jr. acted as Secretary.

ATTENDANCE

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

MINUTES
APPROVED

A copy of the Minutes of the regular November-1972 meeting of the Board held on November 21, 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. DeLaittre to approve the Minutes of the regular November-1972 Board meeting as mailed.

The motion carried unanimously.

SALES
REPORT

The Secretary presented the current comparative sales report.

STOCK OPTION

A meeting was set for Tuesday, December 26, 1972 for the Stock Option Committee to review the present stock option program and to discuss the possible granting of additional stock options.

STATUS OF
BUSINESS
REPORTS

Mr. Charles Broughton, Vice President and General Manager, Mr. Gerald N. Meyer, Vice President - Finance, and Mr. Edmund B. Koller, Director of Marketing, entered the meeting to report on the status of the company's business in their respective departments.

Mr. Koller announced that in order to reduce costs there would be no annual sales convention in Minneapolis in 1973 but the regional meetings with the company's distributors would be held as in the past. In his remarks, Mr. Koller discussed the introduction of a new type of NR bottle to be put on the market in the near future.

Mr. Broughton reviewed several prospective cost saving projects including palletization of the keg packages for removal from the racking room and the methods used to dispose of refuse from the company's premises.

STATUS OF
BUSINESS
REPORTS
(CONT.)

Mr. Meyer brought the Board up to date on the company's financial position and requested the approval of Ernst & Ernst as auditors of the company's records for the year 1972. Mr. Meyer also requested that the Board approve the write-off of the cost of studies, plans and drawings prepared by Bender & Associates during the years 1966 through 1971 as being obsolete.

The members of the Board discussed at length the above recommendations made by Mr. Broughton and Mr. Meyer, resulting in the following motions:

ERNST & ERNST

A MOTION was made by Mr. Lampertz and seconded by Mr. Finkelstein authorizing the company to engage Ernst & Ernst, accountants and auditors, to perform the company's 1972 audit with no change in the scope of examination at a fee on a per diem charge basis of approximately \$9450.

The motion carried unanimously.

A MOTION was made by Mr. Burger and seconded by Mr. Gasser authorizing Management to write-off the cost of the studies, plans and drawings prepared by Bender & Associates during the years 1966 through 1971 relating to brewing facilities in an approximate amount of \$90,310 as being obsolete.

The motion carried unanimously.

KEG HOUSE
FACILITIES

A MOTION was made by Mr. Burger and seconded by Mr. Gasser authorizing Management to proceed with the plans for improvements in the Keg House operations by means of palletization as described by Mr. Broughton for a building cost of approximately \$100,000.

The motion carried unanimously.

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


C. R. Sievers, Jr.
Secretary

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9. STOCK OPTION ? Set date before January 1, 1973 ?
10. REMARKS

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GRAIN BELT BREWERIES, INC.
REPORT OF SALES

YEAR TO DATE - DECEMBER 15, 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>7,542,922</u>	<u>446,039</u>	<u>7,988,961</u>	<u>8,267,253</u>	<u>1,206,606</u>	<u>9,473,859</u>
Cases Reduced to Bbls.	<u>547,470</u>	<u>32,375</u>	<u>579,845</u>	<u>600,043</u>	<u>87,574</u>	<u>687,617</u>
Kegs Reduced to Bbls.	<u>189,826</u>	<u>4,178</u>	<u>194,004</u>	<u>182,807</u>	<u>7,634</u>	<u>190,441</u>
Totals in Barrels	<u>737,296</u>	<u>36,553</u>	<u>773,849</u>	<u>782,850</u>	<u>95,208</u>	<u>878,058</u>
<u>WHITE LABEL</u>						
Cases (288 Oz.)	<u>536,343</u>	<u>-0-</u>	<u>536,343</u>	<u>676,222</u>	<u>-0-</u>	<u>676,222</u>
Cases Reduced to Bbls.	<u>38,928</u>	<u>-0-</u>	<u>38,928</u>	<u>49,081</u>	<u>-0-</u>	<u>49,081</u>
<u>HAUENSTEIN</u>						
Cases (288 Oz.)	<u>1,075,805</u>	<u>-0-</u>	<u>1,075,805</u>	<u>889,176</u>	<u>-0-</u>	<u>889,176</u>
Cases Reduced to Bbls.	<u>78,083</u>	<u>-0-</u>	<u>78,083</u>	<u>64,537</u>	<u>-0-</u>	<u>64,537</u>
<u>STORZ (Including Private Labels)</u>						
Cases (288 Oz.)	<u>349,350</u>	<u>634,934</u>	<u>984,284</u>	<u>-0-</u>	<u>1,432,257</u>	<u>1,432,257</u>
Cases Reduced to Bbls.	<u>25,356</u>	<u>46,083</u>	<u>71,439</u>	<u>-0-</u>	<u>103,954</u>	<u>103,954</u>
Kegs Reduced to Bbls.	<u>4,716</u>	<u>7,697</u>	<u>12,413</u>	<u>-0-</u>	<u>19,290</u>	<u>19,290</u>
Totals in Barrels	<u>30,072</u>	<u>53,780</u>	<u>83,852</u>	<u>-0-</u>	<u>123,244</u>	<u>123,244</u>
Grand Totals in Barrels	<u>884,379</u>	<u>90,333</u>	<u>974,712</u>	<u>896,468</u>	<u>218,452</u>	<u>1,114,920</u>
Increase (Decrease) in Barrels:						
Grain Belt	(45,554)	(58,655)	(104,209)			
White Label	(10,153)	-0-	(10,153)			
Hauenstein	13,546	-0-	13,546			
Storz & Private Labels	<u>30,072</u>	<u>(69,464)</u>	<u>(39,392)</u>			
Total	<u>(12,089)</u>	<u>(128,119)</u>	<u>(140,208)</u>			

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YEAR TO DATE - DECEMBER 15, 1972

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Totals in Barrels	<u>30,072</u>	<u>53,780</u>	<u>83,852*</u>	<u>-0-</u>	<u>123,244</u>	<u>123,244</u>
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Storz & Private Labels	<u>30,072</u>	<u>(69,464)</u>	<u>(39,392)</u>			
Total	<u>(12,089)</u>	<u>(128,119)</u>	<u>(140,208)</u>			

GRAIN BELT BREWERIES, INC.
REPORT OF SALES

YEAR TO DATE - NOVEMBER 17, 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>7,044,625</u>	<u>446,039</u>	<u>7,490,664</u>	<u>7,742,920</u>	<u>1,122,125</u>	<u>8,865,045</u>
Cases Reduced to Bbls.	511,303	32,375	543,678	561,986	81,443	643,429
Kegs Reduced to Bbls.	<u>177,751</u>	<u>4,178</u>	<u>181,929</u>	<u>170,063</u>	<u>7,139</u>	<u>177,202</u>
Totals in Barrels	<u>689,054</u>	<u>36,553</u>	<u>725,607</u>	<u>732,049</u>	<u>88,582</u>	<u>820,631</u>
<u>WHITE LABEL</u>						
Cases (288 Oz.)	<u>503,178</u>	<u>-0-</u>	<u>503,178</u>	<u>639,417</u>	<u>-0-</u>	<u>639,417</u>
Cases Reduced to Bbls.	<u>36,521</u>	<u>-0-</u>	<u>36,521</u>	<u>46,409</u>	<u>-0-</u>	<u>46,409</u>
<u>HAUENSTEIN</u>						
Cases (288 Oz.)	<u>987,906</u>	<u>-0-</u>	<u>987,906</u>	<u>837,722</u>	<u>-0-</u>	<u>837,722</u>
Cases Reduced to Bbls.	<u>71,703</u>	<u>-0-</u>	<u>71,703</u>	<u>60,803</u>	<u>-0-</u>	<u>60,803</u>
<u>STORZ (Including Private Labels)</u>						
Cases (288 Oz.)	<u>309,602</u>	<u>634,934</u>	<u>944,536</u>	<u>-0-</u>	<u>1,348,548</u>	<u>1,348,548</u>
Cases Reduced to Bbls.	22,471	46,083	68,554	-0-	97,877	97,877
Kegs Reduced to Bbls.	<u>3,993</u>	<u>7,697</u>	<u>11,690</u>	<u>-0-</u>	<u>18,070</u>	<u>18,070</u>
Totals in Barrels	<u>26,464</u>	<u>53,780</u>	<u>80,244</u>	<u>-0-</u>	<u>115,947</u>	<u>115,947</u>
Grand Total in Barrels	<u>823,742</u>	<u>90,333</u>	<u>914,075</u>	<u>839,261</u>	<u>204,529</u>	<u>1,043,790</u>
Increase (Decrease) in Barrels:						
Grain Belt	(42,995)	(52,029)	(95,024)			
White Label	(9,888)	-0-	(9,888)			
Hauenstein	10,900	-0-	10,900			
Storz & Private Labels	<u>26,464</u>	<u>(62,167)</u>	<u>(35,703)</u>			
Total	<u>(15,519)</u>	<u>(114,196)</u>	<u>(129,715)</u>			

GRAIN BELT BREWERIES, INC.
ANALYSIS OF CASH DISBURSEMENTS
WEEK ENDED DECEMBER 16, 1972

Excise Taxes:			
Federal		\$290,462.84	
State		175,577.72	\$466,040.56
Payrolls - Regular, Gross		<u>\$133,366.95</u>	
Less Deductions:			
F.I.C.A.	\$ 1,164.00		
Federal Income Taxes Withheld	20,110.61		
State Income Taxes Withheld	7,712.74		
U.S. Savings Bonds	3,346.70		
Beer, United Fund, Union Dues & Various Funds	<u>1,920.31</u>	<u>34,254.36</u>	99,112.59
Brewing Materials			49,052.95
Crowns and Labels			12,144.83
Power Plant Fuel			22,270.90
Production Supplies			40,681.88
Repairs to Buildings and Equipment			19,455.91
Non-Returnable Containers			86,080.76
Advertising Expense			34,645.57
Selling Expense			7,752.63
Shipping and Delivery Expense			1,315.34
Administrative and General Expense			7,677.48
Freight on Empty Containers Returned			8.77
Advance to Salesmen for Expenses			100.00
Insurance Premiums:			
Employees Group			41,300.74
From Payroll Deductions:			
F.I.C.A.	\$ 450.00		
Federal Income Taxes Withheld		11,019.78	
United Fund, Union Dues & Various Funds		<u>814.00</u>	12,283.78
Taxes:			
Employer's Contribution to F.I.C.A., Dec. 1-7, 1972			450.00
Omaha Plant Closing Costs			6,763.95
Omaha Idle Plant Expense Plant and Equipment			2,222.00
			311.76
*Construction In Progress			1,914.66
Dividends Paid			47,610.00
Contra to Receipts			231.86
			<u>\$959,428.92</u>
Less Cash Discount Taken on Purchases			1,704.89
			<u>\$957,724.03</u>

*Construction In Progress:			
WS7 System		\$ 1,175.97	
No. 3 Boiler Addition		726.21	
Millhouse Equipment		12.48	
		<u>\$ 1,914.66</u>	

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

CASH

RECEIPTS	FOR WEEK		YEAR TO DATE	
	ENDING Dec. 16, 1972	ENDING Dec. 18, 1971	243 DAYS TO Dec. 16, 1972	243 DAYS TO Dec. 17, 1971
Accounts Receivable—City	\$ 89,828.53	\$ 105,342.78	\$ 4,977,748.20	\$ 5,424,820.19
Accounts Receivable—Country	462,190.82	631,968.77	30,021,787.45	31,252,103.83
Notes Receivable (Incl. Int.)	-0-	-0-	41,918.88	32,295.35
Misc. Incl. Spent Grains, Etc.	4,275.25	4,329.47	354,584.58	401,391.13
Recovery on Bad Debts	-0-	-0-	-0-	-0-
Contra to Disbursed ^{Incl. Storz} Normal	117.81	6,074.68	492,668.60	885,558.16
Matured Investments	99,319.44	299,022.22	3,781,234.71	4,383,559.23
Loan - Banks	-0-	-0-	-0-	400,000.00
Dividends: Re: Employees Group Ins. & Comp.	-0-	-0-	-0-	104,825.00
TOTALS	\$ 655,731.85	\$1,046,737.92	\$39,669,942.42	\$42,884,552.89

CASH ANALYSIS

Balance at Start	\$ 418,379.52	\$ 40,213.24	XXXXXX	XXXXXX
Deposits Less Exchange	655,731.85	1,046,737.92	\$39,669,942.42	\$42,884,552.89
TOTALS	\$1,074,111.37	\$1,086,951.16	XXXXXX	XXXXXX
Disbursements Per Attached	957,724.03	958,647.83	\$39,458,416.94	\$43,096,031.34
(A) Balance at End	\$ 116,387.34	\$ 128,303.33	XXXXXX	XXXXXX
(A) Year 1972 Does Not Include	\$1,488,435.92	in Short Term Investments		
Year 1971 Does Not Include	\$ 795,471.26	in Short Term Investments		

SALES

ALL BRANDS	FOR WEEK		YEAR TO DATE	
	ENDING Dec. 16, 1972	ENDING Dec. 18, 1971	MPLS. & OMAHA 243 DAYS TO Dec. 16, 1972	MPLS. & OMAHA 243 DAYS TO Dec. 17, 1971
Cases (288 oz.)	173,637	212,946	10,575,392	12,471,514
Cases Reduced to Barrels	12,602-5/8	15,456-1/8	768,294-7/8	905,187-7/8
Kegs Reduced to Barrels	3,222-3/4	3,804-3/8	206,243	209,732-3/8
Totals in Barrels	15,825-3/8	19,260-1/2	974,537-7/8	1,114,920-1/4
WHITE LABEL, HAUENSTEIN and STORZ (included above)				
Cases (288 oz.)	45,771	44,797	2,596,432	2,997,655
Cases Reduced to Barrels	3,322-1/8	3,251-7/8	188,449-3/4	217,571-1/4
Keg Reduced to Barrels	107	298-1/8	12,412-3/4	19,290-5/8
TOTALS IN BARRELS	3,429-1/8	3,550	200,862-1/2	236,861-7/8

Attested To:

Prepared By:

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FINANCIAL STATEMENT

GRAIN BELT BREWERIES, INC.

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GRAIN BELT BREWERIES, INC.

FINANCIAL STATEMENT

NOVEMBER 30, 1972

GRAIN BELT BREWERIES, INC.
BALANCE SHEET COMBINING
NOVEMBER 30, 1972

<u>ASSETS</u>			<u>LIABILITIES & SHAREHOLDERS' EQUITY</u>	
<u>CURRENT ASSETS</u>			<u>CURRENT LIABILITIES</u>	
Cash - Demand Deposits		\$ 236,738	Accounts Payable - Trade	\$ 1,006,684
Short Term Investments		1,192,401	Dividend Payable	47,610
Accounts Receivable:			Accruals:	
Trade	\$ 1,320,775		Payrolls, Payroll Taxes, etc.	\$ 532,526
Sundry	29,269		Property Taxes	219,141
Allowance for Doubtful	<u>59,877</u>	1,290,167	Pension Trust Contribution	<u>110,000</u>
Inventories:				
Products - Finished and in Process	\$ 399,548		Federal and State Income Taxes	316,391
Brewing Materials	272,955		Customers' Deposits on Returnable Containers	512,053
Production Supplies	284,859			
Non-Returnable Containers	156,802			
Advertising Supplies	<u>257,999</u>	1,372,163		
Prepaid Expenses:				
Insurance	\$ 61,353			
Advertising	250,651			
Miscellaneous	<u>57,947</u>	<u>369,951</u>		
TOTAL CURRENT ASSETS		\$ 4,461,420		\$ 2,744,405
<u>OTHER ASSETS</u>				
Notes Receivable	\$ 46,840		DEFERRED INCOME TAXES	385,000
Hauenstein Label	25,000			
Metropolitan Sports Area Revenue Bonds	15,000			
Allowance for Doubtful	<u>10,000</u>	76,840		
	<u>OMAHA</u>	<u>MINNEAPOLIS</u>		
<u>FIXED ASSETS</u>			<u>SHAREHOLDERS' EQUITY</u>	
Land, Buildings, Machinery and Equipment	\$1,253,009	\$18,550,887	Capital Shares - Par Value \$.50 a Share:	
Construction In Progress	-0-	305,619	Authorized - 2,000,000 Shares	
Allowance for Depreciation	258,198	12,754,396	Issued - 1,000,000 Shares (Including	
Disposal Proceeds - Omaha Division	42,917	-0-	47,800 Treasury Shares)	\$ 500,000
	<u>\$ 951,894</u>	<u>\$ 6,102,110</u>	Capital Surplus	1,117,843
Returnable Containers	\$ 130,615	\$ 3,312,509	Earned Surplus	9,341,641
Allowance for Depreciation	76,638	1,638,424	Cost of 47,800 Shares Held in Treasury	<u>244,092</u>
	<u>\$ 53,977</u>	<u>\$ 1,674,085</u>		10,715,392
	<u>\$1,005,871</u>	<u>\$ 7,776,195</u>		
		8,782,066		
<u>DEFERRED CHARGE</u>				
Unamortized Cost of Signs	\$ 166,124			
Closing Expenses - Omaha Division	<u>358,347</u>	<u>524,471</u>		
		<u>\$13,844,797</u>		<u>\$13,844,797</u>

GRAIN BELT BREWERIES, INC.
BALANCE SHEET COMPARISONS

	<u>NOVEMBER 30, 1972 TO OCTOBER 31, 1972</u>			<u>NOVEMBER 30, 1972 TO NOVEMBER 30, 1971</u>		
	<u>NOVEMBER 30, 1972</u>	<u>OCTOBER 31, 1972</u>	<u>INCREASE DECREASE</u>	<u>NOVEMBER 30, 1972</u>	<u>NOVEMBER 30, 1971</u>	<u>INCREASE DECREASE</u>
<u>ASSETS</u>						
CURRENT:						
Cash - Demand Deposits	\$ 236,738	\$ 339,079	\$102,341	\$ 236,738	\$ 424,297	\$187,559
Short Term Investments	1,192,401	894,909	297,492	1,192,401	897,864	294,537
Accounts Receivable, Less Allowance	1,290,167	1,414,823	124,656	1,290,167	1,485,815	195,648
Inventories	1,372,163	1,490,340	118,177	1,372,163	1,784,188	412,025
Prepaid Expenses	369,951	385,769	15,818	369,951	311,322	58,629
TOTAL CURRENT	<u>\$ 4,461,420</u>	<u>\$ 4,524,920</u>	<u>\$ 63,500</u>	<u>\$ 4,461,420</u>	<u>\$ 4,903,486</u>	<u>\$442,066</u>
Other Assets, Less Allowance	76,840	78,495	1,655	76,840	115,846	39,006
Land, Buildings, Machinery and Equipment, Less Depreciation	7,054,004	7,103,892	49,888	7,054,004	7,825,555	771,551
Returnable Containers, Less Depreciation	1,728,062	1,741,996	13,934	1,728,062	1,340,991	387,071
Unamortized Cost of Signs	166,124	170,786	4,662	166,124	191,715	25,591
Closing Expense - Omaha Division	358,347	348,107	10,240	358,347	-0-	358,347
	<u>\$13,844,797</u>	<u>\$13,968,196</u>	<u>\$123,399</u>	<u>\$13,844,797</u>	<u>\$14,377,593</u>	<u>\$532,796</u>
<u>LIABILITIES AND EQUITY</u>						
CURRENT:						
Accounts Payable - Trade	\$ 1,006,684	\$ 1,231,116	\$224,432	\$ 1,006,684	\$ 1,469,958	\$463,274
Dividend Payable	47,610	-0-	47,610	47,610	119,312	71,702
Accrued Expenses	861,667	845,695	15,972	861,667	1,022,620	160,953
Federal and State Income Taxes	316,391	273,040	43,351	316,391	428,602	112,211
Customers' Deposits on Returnable Containers	512,053	523,599	11,546	512,053	556,833	44,780
TOTAL CURRENT	<u>\$ 2,744,405</u>	<u>\$ 2,873,450</u>	<u>\$129,045</u>	<u>\$ 2,744,405</u>	<u>\$ 3,597,325</u>	<u>\$852,920</u>
DEFERRED INCOME TAXES	385,000	375,000	10,000	385,000	175,000	210,000
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	9,341,641	9,335,251	6,390	9,341,641	9,220,773	120,868
Treasury Shares	244,092	233,348	10,744	244,092	233,348	10,744
	<u>\$10,715,392</u>	<u>\$10,719,746</u>	<u>\$ 4,354</u>	<u>\$10,715,392</u>	<u>\$10,605,268</u>	<u>\$110,124</u>
	<u>\$13,844,797</u>	<u>\$13,968,196</u>	<u>\$123,399</u>	<u>\$13,844,797</u>	<u>\$14,377,593</u>	<u>\$532,796</u>
NET CURRENT ASSETS	\$ 1,717,015	\$ 1,651,470	\$ 65,545	\$ 1,717,015	\$ 1,306,161	\$410,854
RATIO OF CURRENT ASSETS TO CURRENT LIABILITIES	1.626 to 1	1.575 to 1	.051 to 1	1.626 to 1	1.363 to 1	.263 to 1
SHAREHOLDERS' EQUITY PER COMMON SHARE	\$ 11.253	\$ 11.231	\$.022	\$ 11.253	\$ 11.111	\$.142

GRAIN BELT BREWERIES, INC.
CHANGES IN WORKING CAPITAL

	<u>MONTH OF NOVEMBER 1972</u>	<u>ELEVEN MONTHS ENDED NOVEMBER 30, 1972</u>
Increases - From Operations:		
Net Earnings	\$54,000	\$ 358,000
Provision for Deferred Income Taxes	10,000	125,000
Provision for Depreciation	79,321	1,354,274
Amortization of Signs	<u>4,662</u>	<u>63,091</u>
TOTAL INCREASES	\$ 147,983	\$1,900,365
Decreases:		
Additions to Land, Buildings, Machinery and Equipment	\$ 3,710	\$ 392,083
Additions to Returnable Containers	<u>19,209</u>	<u>597,184</u>
TOTAL PLANT & EQUIPMENT ADDITIONS	\$15,499	\$ 989,267
Additions to Advertising Signs	-0-	31,548
Increase and/or Decrease in Other Assets	1,655	36,835
Deferred Charge - Omaha Plant	10,240	358,347
Purchase of Treasury Shares	10,744	10,744
Dividends Declared	<u>47,610</u>	<u>319,643</u>
TOTAL DECREASES	<u>82,438</u>	<u>1,672,714</u>
Net Increase in Working Capital	\$ 65,545	\$ 227,651
Working Capital Beginning of Period	<u>1,651,470</u>	<u>1,489,364</u>
Working Capital End of Period	<u>\$1,717,015</u>	<u>\$1,717,015</u>

GRAIN BELT BREWERIES, INC.
EARNINGS DETAIL - MINNEAPOLIS PLANT

	MONTH OF NOVEMBER						ELEVEN MONTHS ENDED NOVEMBER 30					
	1972		1971		INCREASE DECREASE AMOUNT	1972		1971		INCREASE DECREASE AMOUNT		
	AMOUNT	PER BBL	AMOUNT	PER BBL		AMOUNT	PER BBL	AMOUNT	PER BBL			
<u>KEG BEER - Bbls. Sold</u>	<u>14,482-1/2</u>		<u>13,984-3/4</u>		<u>497-3/4</u>		<u>187,438-1/4</u>		<u>175,672-1/4</u>		<u>11,766</u>	
Sales, Including Excise Taxes	\$ 340,327	\$23.499	\$ 318,985	\$22.810	\$ 21,342		\$ 4,378,563	\$23.360	\$ 3,933,588	\$22.392	\$ 444,975	
Excise Taxes:												
Federal	\$ 130,342	\$ 9.000	\$ 125,863	\$ 9.000	\$ 4,479		\$ 1,686,944	\$ 9.000	\$ 1,581,051	\$ 9.000	\$ 105,893	
State	35,007	2.417	35,237	2.520	230		471,260	2.514	363,893	2.072	107,367	
	<u>\$ 165,349</u>	<u>\$11.417</u>	<u>\$ 161,100</u>	<u>\$11.520</u>	<u>\$ 4,249</u>		<u>\$ 2,158,204</u>	<u>\$11.514</u>	<u>\$ 1,944,944</u>	<u>\$11.072</u>	<u>\$ 213,260</u>	
NET SALES	\$ 174,978	\$12.082	\$ 157,885	\$11.290	\$ 17,093		\$ 2,220,359	\$11.846	\$ 1,988,644	\$11.320	\$ 231,715	
Production Costs	133,239	9.200	124,464	8.900	8,775		1,710,455	9.126	1,539,005	8.760	171,450	
GROSS PROFIT - KEG BEER	<u>\$ 41,739</u>	<u>\$ 2.882</u>	<u>\$ 33,421</u>	<u>\$ 2.390</u>	<u>\$ 8,318</u>		<u>\$ 509,904</u>	<u>\$ 2.720</u>	<u>\$ 449,639</u>	<u>\$ 2.560</u>	<u>\$ 60,265</u>	
<u>CASE BEER - Bbls. Sold</u>	<u>52,792-1/8</u>		<u>48,066-1/2</u>		<u>4,725-5/8</u>		<u>662,122-1/4</u>		<u>688,154-3/8</u>		<u>26,032-1/8</u>	
- Cases Sold	<u>727,358</u>		<u>662,249</u>		<u>65,109</u>		<u>9,122,574</u>		<u>9,481,238</u>		<u>358,664</u>	
		PER CASE		PER CASE				PER CASE		PER CASE		
Sales, Including Excise Taxes	\$2,073,686	\$39.280	\$1,942,562	\$40.414	\$131,124		\$26,428,235	\$39.914	\$27,347,623	\$39.741	\$ 919,388	
Excise Taxes:												
Federal	\$ 475,129	\$ 9.000	\$ 432,599	\$ 9.000	\$ 42,530		\$ 5,958,904	\$ 9.000	\$ 6,193,226	\$ 9.000	\$ 234,322	
State	141,644	2.683	136,559	2.841	5,085		1,772,784	2.677	1,575,790	2.290	196,994	
	<u>\$ 616,773</u>	<u>\$11.683</u>	<u>\$ 569,158</u>	<u>\$11.841</u>	<u>\$ 47,615</u>		<u>\$ 7,731,688</u>	<u>\$11.677</u>	<u>\$ 7,769,016</u>	<u>\$11.290</u>	<u>\$ 37,328</u>	
NET SALES	\$1,456,913	\$27.597	\$1,373,404	\$28.573	\$ 83,509		\$18,696,547	\$28.237	\$19,578,607	\$28.451	\$ 882,060	
Cost of Products Sold:												
Non-Returnable Containers	401,865	7.612	301,064	6.263	100,801		5,113,216	7.722	4,810,066	6.990	303,150	
	<u>\$1,055,048</u>	<u>\$19.985</u>	<u>\$1,072,340</u>	<u>\$22.310</u>	<u>\$ 17,292</u>		<u>\$13,583,331</u>	<u>\$20.515</u>	<u>\$14,768,541</u>	<u>\$21.461</u>	<u>\$1,185,210</u>	
Production Costs	672,806	12.744	649,262	13.508	23,544		9,405,551	14.205	9,679,478	14.066	273,927	
GROSS PROFIT - CASE BEER	<u>\$ 382,242</u>	<u>\$ 7.241</u>	<u>\$ 423,078</u>	<u>\$ 8.802</u>	<u>\$ 40,836</u>		<u>\$ 4,177,780</u>	<u>\$ 6.310</u>	<u>\$ 5,089,063</u>	<u>\$ 7.395</u>	<u>\$ 911,283</u>	
<u>TOTAL BARRELS SOLD</u>	<u>67,274-5/8</u>		<u>62,051-1/4</u>		<u>5,223-3/8</u>		<u>849,560-1/2</u>		<u>863,826-5/8</u>		<u>14,266-1/8</u>	
<u>TOTAL GROSS PROFIT</u>	<u>\$ 423,981</u>	<u>\$ 6.302</u>	<u>\$ 456,499</u>	<u>\$ 7.357</u>	<u>\$ 32,518</u>		<u>\$ 4,687,684</u>	<u>\$ 5.518</u>	<u>\$ 5,538,702</u>	<u>\$ 6.412</u>	<u>\$ 851,018</u>	
Advertising Expense	\$ 160,883	\$ 2.391	\$ 120,271	\$ 1.938	\$ 40,612		\$ 1,810,334	\$ 2.131	\$ 1,875,778	\$ 2.172	\$ 65,444	
Selling Expense	66,850	.994	69,402	1.119	2,552		837,202	.985	827,753	.958	9,449	
Shipping and Delivery Expense	50,689	.753	60,367	.973	9,678		643,842	.758	672,716	.779	28,874	
Administrative Expense	46,394	.690	43,938	.708	2,456		525,621	.619	552,079	.639	26,458	
	<u>\$ 324,816</u>	<u>\$ 4.828</u>	<u>\$ 293,978</u>	<u>\$ 4.738</u>	<u>\$ 30,838</u>		<u>\$ 3,816,999</u>	<u>\$ 4.493</u>	<u>\$ 3,928,326</u>	<u>\$ 4.548</u>	<u>\$ 111,327</u>	
OPERATING PROFIT	\$ 99,165	\$ 1.474	\$ 162,521	\$ 2.619	\$ 63,356		\$ 870,685	\$ 1.025	\$ 1,610,376	\$ 1.864	\$ 739,691	
Other Income:												
Purchase Discounts	\$ 5,836	\$.087	\$ 6,700	\$.108	\$ 864		\$ 90,961	\$.107	\$ 107,475	\$.125	\$ 16,514	
Interest - Net	4,602	.069	4,327	.070	275		24,938	.029	22,464	.026	2,474	
Miscellaneous	163	.002	153	.002	10		788	.001	2,180	.002	1,392	
Provision for Doubtful Accounts	2,415	.036	2,263	.036	152		29,877	.035	31,306	.036	1,429	
Onaha Idle Plant Expense	-0-	-0-	-0-	-0-	-0-		28,824	.034	-0-	-0-	28,824	
	<u>\$ 8,186</u>	<u>\$.122</u>	<u>\$ 8,917</u>	<u>\$.144</u>	<u>\$ 731</u>		<u>\$ 57,986</u>	<u>\$.068</u>	<u>\$ 100,813</u>	<u>\$.117</u>	<u>\$ 42,827</u>	
EARNINGS BEFORE INCOME TAXES	\$ 107,351	\$ 1.596	\$ 171,438	\$ 2.763	\$ 64,087		\$ 928,671	\$ 1.093	\$ 1,711,189	\$ 1.981	\$ 782,518	
Federal and State Income Taxes	53,351	.793	87,438	1.409	34,087		464,671	.547	877,189	1.016	412,518	
NET EARNINGS	<u>\$ 54,000</u>	<u>\$.803</u>	<u>\$ 84,000</u>	<u>\$ 1.354</u>	<u>\$ 30,000</u>		<u>\$ 464,000</u>	<u>\$.546</u>	<u>\$ 834,000</u>	<u>\$.965</u>	<u>\$ 370,000</u>	

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

	MONTH OF NOVEMBER				ELEVEN MONTHS ENDED NOVEMBER 30					
	1972		1971		1972			1971		
	MINNEAPOLIS	COMBINED	OMAHA	MINNEAPOLIS	OMAHA	MINNEAPOLIS	COMBINED	COMBINED	OMAHA	MINNEAPOLIS
Sales, Including Excise Taxes	\$2,414,013	\$2,840,923	\$579,376	\$2,261,547	\$3,217,188	\$30,806,798	\$34,023,986	\$38,494,660	\$7,213,449	\$31,281,211
Excise Taxes:										
Federal	\$ 605,471	\$ 704,023	\$145,561	\$ 558,462	\$ 812,990	\$ 7,645,848	\$ 8,458,838	\$ 9,665,984	\$1,891,707	\$ 7,774,277
State	176,651	186,874	15,078	171,796	98,966	2,244,044	2,343,010	2,144,540	204,857	1,939,683
	\$ 782,122	\$ 890,897	\$160,639	\$ 730,258	\$ 911,956	\$ 9,889,892	\$10,801,848	\$11,810,524	\$2,096,564	\$ 9,713,960
NET SALES	\$1,631,891	\$1,950,026	\$418,737	\$1,531,289	\$2,305,232	\$20,916,906	\$23,222,138	\$26,684,136	\$5,116,885	\$21,567,251
Cost of Products Sold:										
Non-Returnable Containers	401,865	502,413	201,349	301,064	1,126,643	5,113,216	6,239,859	7,478,956	2,668,890	4,810,066
	\$1,230,026	\$1,447,613	\$217,388	\$1,230,225	\$1,178,589	\$15,803,690	\$16,982,279	\$19,205,180	\$2,447,995	\$16,757,185
Production Costs	806,045	945,592	171,866	773,726	965,967	11,116,006	12,081,973	13,154,322	1,935,839	11,218,483
GROSS PROFIT	\$ 423,981	\$ 502,021	\$ 45,522	\$ 456,499	\$ 212,622	\$ 4,687,684	\$ 4,900,306	\$ 6,050,858	\$ 512,156	\$ 5,538,702
Advertising Expense	\$ 160,883	\$ 136,444	\$ 16,173	\$ 120,271	\$ 92,014	\$ 1,810,334	\$ 1,902,348	\$ 2,085,967	\$ 210,189	\$ 1,875,778
Selling Expense	66,850	96,484	27,082	69,402	167,730	837,202	1,004,932	1,152,159	324,406	827,753
Shipping and Delivery Expense	50,639	77,032	16,665	60,367	93,722	643,842	737,564	875,410	202,694	672,716
Administrative Expense	46,394	56,819	12,881	43,933	76,296	525,621	601,917	716,696	164,617	552,079
	\$ 324,816	\$ 366,779	\$ 72,801	\$ 293,978	\$ 429,762	\$ 3,816,999	\$ 4,246,761	\$ 4,830,232	\$ 901,906	\$ 3,928,326
OPERATING PROFIT	\$ 99,165	\$ 135,242	\$ 27,279	\$ 162,521	\$ 217,140	\$ 870,685	\$ 653,545	\$ 1,220,626	\$ 389,750	\$ 1,610,376
Other Income:										
Purchase Discounts	\$ 5,836	\$ 7,185	\$ 485	\$ 6,700	\$ 3,697	\$ 90,961	\$ 94,658	\$ 118,894	\$ 11,419	\$ 107,475
Interest - Net	4,602	4,327	-0-	4,327	-0-	24,938	24,938	22,464	-0-	22,464
Miscellaneous	163	373	220	153	1,660	788	2,448	5,442	3,262	2,180
Provision for Doubtful Accounts	2,415	2,263	-0-	2,263	-0-	29,877	29,877	31,306	-0-	31,306
Omaha Idle Plant Expense	-0-	-0-	-0-	-0-	-0-	28,824	28,824	-0-	-0-	-0-
	\$ 8,186	\$ 9,622	\$ 705	\$ 8,917	\$ 5,357	\$ 57,986	\$ 63,343	\$ 115,494	\$ 14,681	\$ 100,813
EARNINGS BEFORE INCOME TAXES	\$ 107,351	\$ 144,864	\$ 26,574	\$ 171,438	\$ 211,783	\$ 928,671	\$ 716,888	\$ 1,336,120	\$ 375,069	\$ 1,711,189
Federal and State Income Taxes	53,351	73,864	13,574	87,438	105,783	464,671	358,888	689,120	188,069	877,189
NET EARNINGS	\$ 54,000	\$ 71,000	\$ 13,000	\$ 84,000	\$ 106,000	\$ 464,000	\$ 358,000	\$ 647,000	\$ 187,000	\$ 834,000
Earned Surplus - Beginning of Period	9,335,251	9,149,773	680,061	9,829,834	681,159	9,984,443	9,303,284	9,051,773	506,061	9,557,834
	\$9,389,251	\$9,220,773	\$693,061	\$9,913,834	\$ 787,159	\$10,448,443	\$ 9,661,284	\$ 9,698,773	\$ 693,061	\$10,391,834
Dividends Declared	47,610	-0-	-0-	-0-	-0-	319,643	319,643	478,000	-0-	478,000
Earned Surplus - End of Period	\$9,341,641	\$9,220,773	\$693,061	\$9,913,834	\$ 787,159	\$10,128,800	\$ 9,341,641	\$ 9,220,773	\$ 693,061	\$ 9,913,834
Barrels Sold	67,274-5/8	78,224-1/4	16,173	62,051-1/4	90,333	849,560-1/2	939,893-1/2	1,074,015-5/8	210,189	863,826-5/8
Working Days	20	21					231	230		
Per Common Share:										
Net Earnings	\$.057	\$.074					\$.376	\$.678		
Dividends Declared	\$.050	\$ -0-					\$.335	\$.500		

