

Lake Mary OCB, LLC
Orange County
Brewers *powered*
by
Total Beverage



Introduction to OCB

- Total Beverage “TB” and its partners got involved with Orange County Brewers in early April 2019. At that time, it was a mere shell of a building and construction had ceased for many months. TB came with a complete team of 50 experts, specialists, professionals and solution-based companies that cover every aspect of running a business, specifically a brewery, bar and restaurant. TB had looked at several dozen potential locations from Daytona Beach to Orlando, some out-of-business bars, restaurants and clubs and other properties yet to be developed. TB came across OCB in March 2019 and signed an operational agreement on April 5, 2019, which gave TB operational control of the property due to our expertise in the industry.

Orange County Brewers – March 2019

- We took this picture of the outside of the brewery during one of our inspections of the property after our introduction meeting with the partner. After the meeting we entered negotiations and eventually retained controlling interest and operations of the property.



Interior of the brewery in early April 2019. The brewery equipment was the only furnishings in the interior when TB got involved with the existing partner, Orange County Brewers.



A slight change of plans...

- Although TB came with a complete team of 50 experts, specialists, professionals and solution-based companies that cover every aspect of running a business, our new partner was the site general contractor, the “GC” and oversaw the initial buildout. As part of the negotiations, we kept our new partner as the GC. This meant that we had to abandon our initial plan of using many of our own vendors, purveyors and our own general contractor. Eventually we were able to incorporate as many of the initial team of experts, specialists, professionals and solution-based companies and got back on track to follow the business plan as originally intended. As you can see in the next few pages the buildout continued.

May 2019 the brewhouse was connected (left) and then in early June 2019 the serving vessel tower was constructed (right).



Serving vessels were inserted into the tower and the beginning of the buildout of the dining room and kitchen was started in June 2019.



The Buildout from July 2019 through Early September 2019

- Although TB was pushing for the buildout to be more productive and the timeline to be shortened, the buildout took however long it did and we wound up going through a litany of inspections from fire, building, electrical, plumbing and several other divisions from the City of Lake Mary, Florida to insure and protect that we were compliant with all of the local codes, licensing and permitting. The following pages are accelerated buildout pictures and images in chronological order from July through early September 2019. Our soft opening took place on September 23, 2019, and our Grand Opening was on October 5, 2019. The Lake Mary community welcomed us with open arms and seemed to really enjoy the first brewery in Lake Mary.

Wood Paneling goes into the brewery and the wall above the kitchen area is installed in July 2019



Kitchen Hood installation and kitchen equipment is delivered in July 2019



White marble countertop is installed, and high-end vendor Coca Cola does their installation in July 2019



Buildout of cold walk-in room for food and beer storage and Sysco foods professional chef starts the food tasting to create our food menu



Sysco foods tasting to choose the best options for our customized menu, Breads, Brats, Meats and Onion Rings and Rings and more Rings



The bar shelf is installed along with the wall mural on how to brew beer and our managing partner, Sandeep Bhatnagar checks the brewery buildout



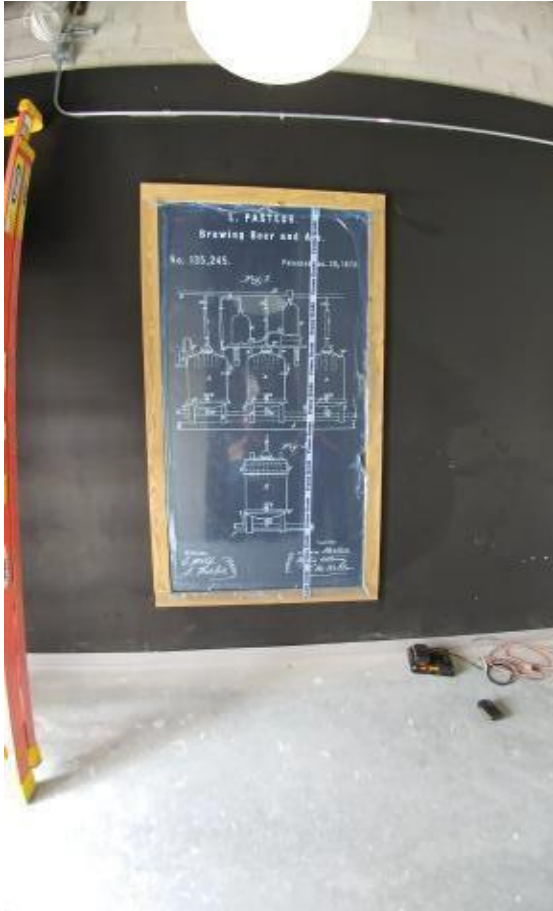
Operations Partner Michael Kolodin prepares to start Hiring and training to follow in August 2019!



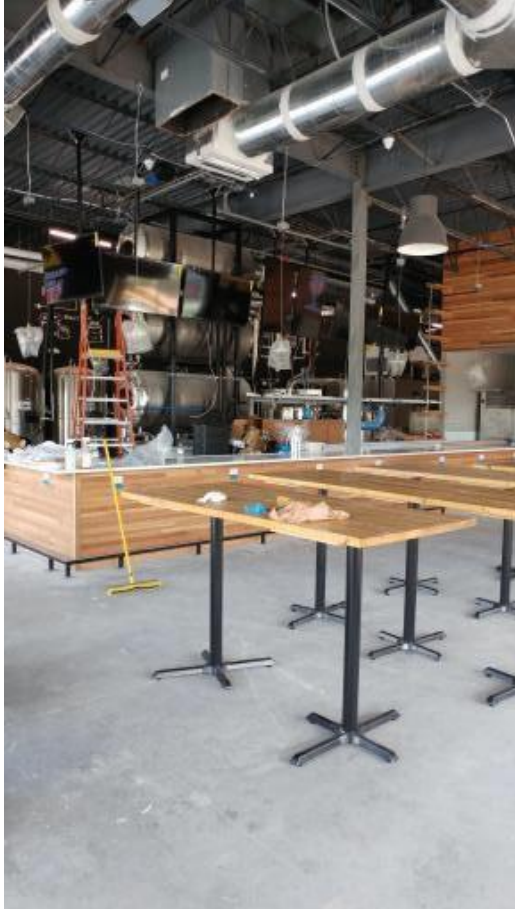
Brewery chairs and stools are delivered, and the beer tap system is installed in August 2019



The first beer patent by Louis Pasteur was done in January 1873 and is reflected in our wall mural and 13 – 55 inch TV's are installed in August 2019



Interior tables are hand-built in August 2019



Kegged Beer and Beer Delivery System



Employee Team Members are hired and trained in Sept 2019



Training Session for team members and kitchen team members in Sept 2019



Friends & Family Day just prior to the Soft Opening in September 2019



Soft Opening on Sept 23, 2019 & Jeep Night



Grand Opening on Oct 5, 2019



The Biggest and Best Food in Lake Mary. Brats and our famous Buffalo Chicken Sandwich and waffle fries with a touch of cinnamon and powdered sugar in Nov 2019



The patio scene and Friday night live entertainment in December 2019



Review

- The previous slides were a timeline and chronological order of our development of the brewery property over a 6-month period covering all aspects of the buildout, development and progression of the menu, hiring, training and introduction to the public. One of the contributing factors about this particular property was the geographic demographics, which translated into median household income in Lake Mary, Florida of \$135,000 per household, when nearby towns like Sanford and University of Central Florida and downtown Orlando were far less. Another factor was 55,000 employees within a mile on International Parkway, which includes home offices and offices of Deloitte, Verizon, AAA, Chase, Jeunesse and Seminole State University to mention a few.

Overview of financial revenues and expenses and goals

- Orange County Brewers powered by Total Beverage, made \$1,000,000 in revenue in the first year of business in Lake Mary, Florida. Total Beverage was the exclusive property management firm for Orange County Brewers powered by Total Beverage. Total Beverage has a current project in South Daytona known as the South Daytona Brewery Project powered by Total Beverage. This property will become a destination as it's a 12,000 square foot brewery with multiple income streams that will enhance profitability, longevity, and the likelihood of success. For information on this and any other project, please email us at Opportunity@tbmicrobrewery.com.