**Consultations**

The excel example that I sent you holds the current iteration of the program But, I have been implementing various iterations of the program since 2015 in the breweries that I’ve been hired to lead.

**Open Gate Brewery – St. James’ Gate, Dublin, Ireland – Head Brewer**

I was hired as the Head Brewer for the Open Gate Brewery in Dublin before it opened it’s doors to the public. During my time there I created an Iteration of the program to fit the existing equipment and documented brewery KPIs. My time there waw short, but I used said program to create a Toasted Oat and Vanilla Brown for the brewery and an Amarillo Rye Pale Ale, that went on to become The Rye Pale ale that was produced in a large format and distributed globally. Subsequently, the product went on to win a World Beer Award in 2015.

**Wicklow Brewery – Redcross, Wicklow – Head Brewer**

Much like the Open Gate Brewery, I created a new iteration of the program, which was a true upgrade from the previous iteration, to match the existing equipment. More importantly I was able to use the program to create the product specifications for the existing products that the brewery had.

**Line Creek Brewing Company, Peachtree City, GA – Head Brewer**

I received my 01-B Visa (person of extraordinary talent), worked with OEM, designed the brewery, core products, built the KPIs into a new iteration of the program. Surpassed a 3-year production target in 3 months. Won best flavored sour in American at the World Beer Awards. The company has gone on to open 3 locations in a very challenging market.

**Big Kettle Brewing Company, Lawrenceville, GA.**

This was a 10m start up with a fully automated brewery, packaging line and CIP kitchen. The company’s business model was built on a contract manufacturing facility.

I would potential customer specs and enter them into the program, that now had been tailored for this project with which was complex and robust. It was my role to create a contract that contained product specifications, deviation tolerances, detailed batch reports and COGS. Along with tracking product and process trends.

Essentially acting as a consultant within the organization. The program ran the quality and production side of the business.

**Here I consulted for 50 customers.**

**Thinman Brewery**

Fully integrated the program at both locations. Stabilized the production and process flow of the company, provided ownership with batch reports, highlighting areas of opportunity and accountability for associates.

Some of the awards that were won through use of the program

A list of beer names

AI-generated content may be incorrect.

**How much did I make from each of the consultations**.

With the above structure, this is hard to quantify. But, at Thinman I was on $120k a year. Potentially take that figure and look at the Integration time 2-4 weeks. Let’s chat about this some more tomorrow.

**My cost/hr -** $75 - $120

Because the process from start to finish Is in stages, it’s not a clean flow through of hours. Let’s chat about this some more tomorrow…

**Cost Savings**

Pending on product, packaging ratio and equipment available.

**Potential Yield Recovery**

|  |  |  |  |
| --- | --- | --- | --- |
| **US BEER BARRELS** | **Litres** | **330ml can** | **Cases** |
| **5.73** | **672.4** | **2037** | **84** |

**Sample below shows a potential profit increase of: $2168.09. One of the key components below is that it highlights the areas of opportunity and areas that need further analysis and process improvement. Additionally, the distribution cost really comes in to play.**

**A screenshot of a financial report

AI-generated content may be incorrect.**

**A screenshot of a spreadsheet

AI-generated content may be incorrect.**

A spreadsheet with numbers and a number of items

AI-generated content may be incorrect.

**Market Demand.**

Currently there are reported 9796 craft breweries operating the US alone. Craft is defined as producing no more than 6 million barrels a year or 7040865 HL. Craft breweries produced a combined 23.1 million barrels in 2024 which if spread evenly shows an average of 2348/brewery.

Here is a clip from an article from the brewers association here. Though there is a slight downward trend, for me it highlights the importance of what the program brings. Clear line of sight and stability.

A screenshot of a website

AI-generated content may be incorrect.

A close-up of a text

AI-generated content may be incorrect.

A close-up of a text

AI-generated content may be incorrect.