

Wine & Craft Beer Practice

Your financial picture can be as inspiring—and unpredictable—as your craft. Sensiba San Filippo's (SSF) Wine & Craft Beer practice serves brewers, and winemakers, from start-up's to global operations. Our practice includes manufacturers, distributors, vineyards, wineries, brewers, and equipment manufacturers serving the Wine & Craft Brew industry.

SSF has a deep understanding of the nuances and challenges facing businesses in the Wine & Craft Beer industry, guiding them through their entire business lifecycle. The SSF team provides consulting and technical expertise to our clients on accounting, tax and operational issues.

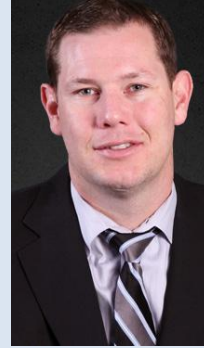
REPRESENTATIVE COMPANIES SERVED

- 16035 Vineyards Boulevard LLC
- Alante Vineyard LLC
- H&W Vineyards
- LAX Wine Bar, LLC
- Markstein Sales Co.
- Pyramid Valley Vineyard, LLC
- Vino Volo
- Weibel Family Vineyards
- Whichwinery.com

ABOUT SENSIBA SAN FILIPPO

SSF is a leading regional accounting, tax and business-consulting firm focused on providing superior service and expertise to clients throughout Northern California. Our firm has the nimbleness of a boutique-consulting firm, the deep expertise based on over 35 years experience, and a sophisticated client service approach. Our firm includes 18 partners and approximately 120 additional professionals. We have six offices across the Bay Area including Pleasanton, San Mateo, San Jose, Morgan Hill, Oakland and San Francisco.

In addition, SSF is a member of KS International (www.ksi.org), a global network of regional accounting firms, with presence in over 60 countries. KSI was formed to help its members better serve the global needs of their clients engaging in international business transactions by providing an international resource for accounting, consulting and taxation services as well as referrals to local service providers.



Brandon Scripps
Wine & Craft Brew
Practice Leader

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Brandon is an Audit Manager with Sensiba San Filippo (SSF) and leads our Wine & Craft Brew practice. With over seven years of experience, he provides financial and business consulting services to companies in this growing manufacturing sector.

Brandon works with closely-held businesses of all sizes, from start-ups to multi-generational family businesses. He helps his clients identify opportunities, challenges, and trends within Bay Area manufacturing. He seeks out any accounting and tax opportunities that are being under-leveraged to assist owners in enhancing growth, managing risk and supplement their bottom line. He counsels on research and development credits, sales tax credits, and the closing of monthly, quarterly, or annual books.

Brandon received his Bachelor's degree in Accounting from California State University, Chico in 2006. He is a licensed CPA in the State of California and holds International Financial Reporting Standards certification by the American Institute of Certified Public Accountants. Outside of work, Brandon enjoys traveling and playing sports.

SSF SERVICES

Assurance, Advisory & Review

The SSF Assurance team provides Financial Statement compilations, audits and reviews for the benefit of company management as well as to provide the reliable, standardized, accurate reports to interested stakeholders — its creditors, investors, vendors, or even potential acquirers. Our professional's will help you to prepare and proactively anticipate what vendors will need as they assess your company, and to best prepare in response to any questions or feedback.

Tax Planning & Compliance

SSF's tax team arms clients with the tax knowledge and analysis to both manage risk and leverage opportunities best suited for their business to prosper. Our active involvement in KS International provides access to local tax and business practices in over 60 countries across the globe. The team provides comprehensive tax planning and compliance services, including all preparation and filing requirements, and procurement of applicable tax credits.

Business Services

SSF's Business Services team helps businesses of all sizes produce timely, meaningful financial statements providing substantive and accurate information for decision making. The improved process and timeliness achieved through working with our Business Services team may also help reduce the costs of an annual financial statement review or audit. Services include:

- Periodic financial statement compilation / preparation
- In-house close assistance, process development and standardization
- QuickBooks training / bookkeeping services
- Fixed asset / depreciation projects
- Accounting training
- Account reconciliations
- Chart of accounts setup and / or review

Business Process Assurance

Our Business Process Assurance Group assists clients in increasing the reliability and consistency of information produced by their business processes and IT systems. Our practice assists companies in establishing processes and controls necessary for assurance of information reported to both internal and external stakeholders.

- SSAE 16 (SOC 1)
- SOC 2 & 3
- WebTrust
- HIPAA Compliance
- ISO 27001 Compliance

Mergers & Acquisitions

As a leading accounting firm, SSF is well-versed in the intricacies of M&A transactions - whether clients are looking for a successful buyout or to prepare for an acquisition, SSF can advise you through the process ensuring that decisions are made with your best interests in mind. Services include:

- Business plan preparation
- Tax planning
- NOL leverage / planning
- Recasting historical financial statements
- ESOP consultation and planning
- Exit strategy development and implementation
- Offer evaluation
- Team selection
- Transaction negotiation
- Due diligence / Target assessment

OUR TEAM TO SERVE YOUR NEEDS



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