# INVESTMENT PROPOSAL FOR GREENS GONE WILD, LLC





INVESTMENT OFFERING IN CONFORMANCE WITH COLORADO CROWDFUNDING ACT LIMITED TO RESIDENTS OF THE STATE OF COLORADO

## Greens Gone Wild, LLC

**NO MINIMUM** 

MAXIMUM OFFERING - \$200,000 – 10% of ALL OWNERSHIP INTERESTS
Investment Packages ranging from \$100 - \$5,000
Each Package includes Greens Gone Wild Products, Price Discounts on Future
Purchases, and Greens Gone Wild Membership Interests.

January 11th, 2024

http://www.greensgonewild.com

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#### **INVESTMENT SUMMARY**

Thank you for your interest in investing in Greens Gone Wild.

We present for your consideration 'Super Deals' investment packages with a value that is a multiple of the investment price. Each Unit of membership interests is combined with perks that include our products, product discounts and a donation to a local charity.

We are seeking to raise a minimum of \$100,000 and a maximum of \$200,000. This funding will help us grow our brand and sales while increasing our manufacturing capacity.

To obtain information and learn fully about this investment opportunity, we have produced documents that you may download and review on the CrowdSprout equity crowdfunding platform.

#### **Greens Gone Wild**

As an investor, you not only receive the right to participate in the profits of Greens Gone Wild, you will also receive cases of Greens Gone Wild protein bars, discounts on future purchases equal to your investment, and sponsor a donation to a local charity.

You are invited to join us in keeping greens healthy, wild, and fun!

Laura Harris, CEO

#### **INVESTMENT PACKAGES**

The Company offers for purchase 2,000 Units of Membership Interests representing in total an ownership position in the Company representing ten percent (10%).

Each investment of \$100 will get 1 Unit of Membership Interests in Greens Gone Wild representing one ten thousandth of one percent (.0001%) of all ownership rights.

An investor may make an investment ranging in dollar amount between \$100 and \$5,000 in increments of \$100 each.

All Membership Interests sold through this Offering are non-voting with no rights to elect the Board of Managers or vote on any matters of the Membership.

#### **PERKS**

Each investment in Greens Gone Wild includes a number of perks resulting in 'Super Deals'.

#### **Free Products**

Each investment of \$100 will receive one (1) case of Greens Gone Wild protein bars

## **Discounts on Pricing of Future Purchases**

Each investment of \$100 will receive coupons giving the investor discounts of 20% from the retail price on future purchases up to a maximum of \$100 – the amount equal to the investment.

## **Gifts to Charities**

Each investment of \$200 will provide a gift of a case of Greens Gone Wild protein bars to a local charity.

	GREENS GONE WILD OFFER CHART						
In	vestment	Ownership in	Free Discount		Donation	Value	
		Greens Gone	Product	Coupons	Coupons		
		Wild					
\$	100.00	1 Unit	1 Case	\$ 100.00		\$ 246.00	
\$	200.00	2 Units	2 Cases	\$ 200.00	1 Case	\$ 538.00	
\$	300.00	3 Units	3 Cases	\$ 300.00	1 Case	\$ 784.00	
\$	400.00	4 Units	4 Cases	\$ 400.00	2 Case	\$ 1,076.00	
\$	500.00	5 Units	5 Cases	\$ 500.00	2 Cases	\$ 1,322.00	
\$	600.00	6 Units	6 Cases	\$ 600.00	3 Cases	\$ 1,614.00	
\$	700.00	7 Units	7 Cases	\$ 700.00	3 Cases	\$ 1,860.00	
\$	800.00	8 Units	8 Cases	\$ 800.00	4 Cases	\$ 2,152.00	
\$	900.00	9 Units	9 Cases	\$ 900.00	4 Cases	\$ 2,398.00	
\$	1,000.00	10 Units	10 Cases	\$ 1,000.00	5 Cases	\$ 2,690.00	
\$	2,000.00	20 Units	20 Cases	\$ 2,000.00	10 Cases	\$ 5,380.00	
\$	3,000.00	30 Units	30 Cases	\$ 3,000.00	15 Cases	\$ 8,070.00	
\$	4,000.00	40 Units	40 Cases	\$ 4,000.00	20 Cases	\$10,760.00	
\$	5,000.00	50 Units	50 Cases	\$ 5,000.00	25 Cases	\$13,450.00	

#### **OUR PRODUCTS**

Greens Gone Wild makes tasty protein bars with high nutrition.

Greens Gone Wild currently sells the following flavors of protein bars; Blueberry Coconut, Peanut Butter Banana, and our new nut-free flavor, Salted Chocolate Cherry. We use real food in all of our bars each ranging in protein from 9-12g. You can always count on a full serving of spinach in each bar. Our spinach is air-dried and ground into a powder, preserving all its nutrients.

Spinach is one of the most nutrient-dense vegetables on the planet. It has dozens of healthful vitamins and minerals. Check out the full list <a href="here">here</a>.
Our favorite spinach highlights:

- A 100-gram (g) serving of spinach contains 28.1 milligrams (mg) of vitamin C, 34% of a person's daily recommended amount.
- Spinach also contains iron, potassium, vitamin E, and magnesium.
- Spinach also contains vitamin K, fiber, phosphorus, and thiamine. Most of the calories in this vegetable come from protein and <u>carbohydrates</u>.

Source: www.medicalnewstoday.com



Eating just one cup of leafy green vegetables every day could boost muscle function, according to new Edith Cowan University (ECU) research.

The research found nitrate-rich vegetables, such as lettuce, spinach, kale, and even beetroot, provided the greatest health benefits.

"Less than one in ten Australians eat the recommended five to six serves of vegetables per day," Dr. Sim said.

"We should be eating a variety of vegetables every day, with at least one of those serves being leafy greens to gain a range of positive health benefits for the musculoskeletal and cardiovascular system."

Source: <u>scitechdaily.com</u>

For those health-conscious individuals living a busy lifestyle, the adventure enthusiast needing sustainable nourishment, or the parent wanting to teach their children about real food, Greens Gone Wild makes getting your daily greens easy, nutritious, and delicious. We combine a full serving of spinach in each bar with real fruit, nuts, seeds, and pea protein. We believe after trying our bars, you'll be wild about spinach, too!

#### **Protein Bars**

#### **Blueberry Coconut**

INGREDIENTS: Dates, Almond Butter (Almonds), Blueberries, Pea Protein, Coconut, Spinach, Salt, Sunflower Lecithin.





### Peanut Butter Banana

INGREDIENTS: Dates, Peanut Butter (Peanuts), Pea Protein, Banana, Spinach, Cocoa Powder, Kosher Salt, Sunflower Lecithin.

Nutrition	<b>Facts</b>
Serving size	1 bar (65g
Amount per serving Calories	280
	% Daily Value
Total Fat 10g	13%
Saturated Fat 1.5g	8%
Trans Fat 0g	
Cholesterol 0mg	0%
Sodium 35mg	2%
Total Carbohydrate 35g	13%
Dietary Fiber 4g	14%
Total Sugars 26g	
Includes 0g Added Su	gars 0%
Protein 9g	
Vitamin D 0mcg	0%
Calcium 34mg	2%
Iron 1mg	6%
Potassium 418mg	8%
*The % Daily Value tells you how mu serving of food contributes to a daily day is used for general nutrition advi	diet. 2,000 calories a
Calories per gram: Fat 9 • Carbohydrate 4	Protein 4



### **Salted Chocolate Cherry**

INGREDIENTS: Dates, Organic Dried Cherries, Organic Pumpkin Seed Butter (Organic Pumpkin Seeds), Pea Protein, Organic Cacao Nibs, Organic Dehydrated Spinach, Organic Salt, Sunflower Lecithin.

Nutrition	Facts
Serving size	1 bar (65g)
Amount per serving Calories	280
	% Daily Value*
Total Fat 10g	13%
Saturated Fat 1.5g	8%
Trans Fat 0g	
Cholesterol 0mg	0%
Sodium 35mg	2%
Total Carbohydrate 35g	13%
Dietary Fiber 4g	14%
Total Sugars 26g	
Includes 0g Added Sug	gars 0%
Protein 9g	
Vitamin D 0mcg	0%
Calcium 34mg	2%
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*The % Daily Value tells you how mu- serving of food contributes to a daily day is used for general nutrition advice	diet. 2,000 calories a
Calories per gram: Fat 9 • Carbohydrate 4	Protein 4



#### **COMPETITIVE ADVANTAGE**

The nutrition facts labels speak for themselves.





#### **Natural Flavors or Flavorings**

#### According to the FDA;

(3) The term *natural flavor* or *natural flavoring* means the essential oil, oleoresin, essence or extractive, protein hydrolysate, distillate, or any product of roasting, heating or enzymolysis, which contains the flavoring constituents derived from a spice, fruit or fruit juice, vegetable or vegetable juice, edible yeast, herb, bark, bud, root, leaf or similar plant material, meat, seafood, poultry, eggs, dairy products, or fermentation products thereof, whose significant function in food is flavoring rather than nutritional. Natural flavors, include the natural essence or extractives obtained from plants listed in subpart A of part 582 of this chapter, and the substances listed in § 172.510 of this chapter.

Source: fda.gov

At Greens Gone Wild, transparency is one of our top goals. We'll never hide an ingredient under "Natural Flavors".

#### **Refined and Added Sugars**

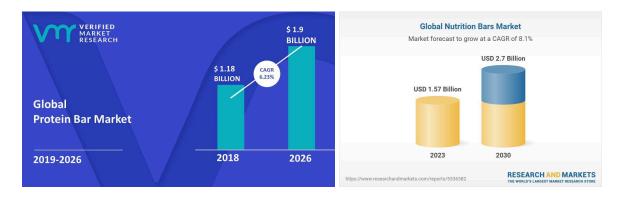
This <u>company</u> dedicates an entire page on its website justifying why Brown Rice Syrup (a refined sugar) is okay to use. Keep in mind that their bars range from 9-13 grams of added sugar per bar. The recommended daily total for men is 36g and for women is 25g.

Source: www.heart.org

Dates are nature's natural sweetener! Additionally, most fruits pack plenty of sweetness, especially when dehydrated. We want our customers to know that while we're not a keto bar, all of our sugar is natural and we'll always ensure our single-sourced ingredients don't contain any juice concentrates or cane sugar.

#### **MARKET RESEARCH**

Third party studies project major growth in the global protein bar market.



#### **CUSTOMER REVIEWS**

Wendy, "Absolutely guilt-free deliciousness! I can never remember to pack a lunch or snacks to keep me going each day. I love keeping Greens Gone Wild in my car. They are best in the summer when the hot car gives them just the right amount of chewy goodness!!"

Karen Ann, "Amazing, tasty protein bars that regularly save me from hangry outbursts in class. The perfect, healthy snack for people always on the go."

Amazon Customer, "These bars are so delicious and filling. 1 bar keeps me energized and going for hours. They are definitely going to be a staple in my pantry."

Drew, "Being gluten and dairy free it's hard to find good snacks and especially protein bars. These bars are delicious and healthy. I highly recommend giving them a try,"

## **SALES ACTIVITY**

Greens Gone Wild has seen a steady increase in sales from 2021. You can see our monthly & yearly breakdown by distribution channel <u>here</u>.

2021	Direct	Wholesale	Monthly Totals	
1	\$0.00	\$0.00	\$0.00	
2	\$0.00	\$0.00	\$0.00	
3	\$0.00	\$0.00	\$0.00	
4	\$0.00	\$0.00	\$0.00	
5	\$933.69	\$0.00	\$933.69	
6	\$813.72	\$0.00	\$813.72	
7	\$614.93	\$0.00	\$614.93	
8	\$2,734.08	\$0.00	\$2,734.08	
9	\$2,936.99	\$1,988.60	\$4,925.59	
10	\$2,580.22	\$797.32	\$3,377.54	
11	\$1,567.36	\$1,716.72	\$3,284.08	
12	\$5,912.76	\$861.86	\$6,774.62	
early Totals	\$18,093.75	\$5,364.50	\$23,458.25	
2022	Direct	Wholesale	Monthly Totals	
<b>2022</b>	Direct \$1,120.33	<b>Wholesale</b> \$1,091.44	Monthly Totals \$2,211.77	
			_	
1	\$1,120.33	\$1,091.44	\$2,211.77	
1 2	\$1,120.33 \$2,117.82	\$1,091.44 \$2,700.27	\$2,211.77 \$4,818.09	
1 2 3	\$1,120.33 \$2,117.82 \$1,255.29	\$1,091.44 \$2,700.27 \$2,628.63	\$2,211.77 \$4,818.09 \$3,883.92	
1 2 3 4	\$1,120.33 \$2,117.82 \$1,255.29 \$1,947.11	\$1,091.44 \$2,700.27 \$2,628.63 \$2,462.10	\$2,211.77 \$4,818.09 \$3,883.92 \$4,409.21	
1 2 3 4 5	\$1,120.33 \$2,117.82 \$1,255.29 \$1,947.11 \$5,314.77	\$1,091.44 \$2,700.27 \$2,628.63 \$2,462.10 \$1,723.80	\$2,211.77 \$4,818.09 \$3,883.92 \$4,409.21 \$7,038.57	
1 2 3 4 5 6	\$1,120.33 \$2,117.82 \$1,255.29 \$1,947.11 \$5,314.77 \$6,705.38	\$1,091.44 \$2,700.27 \$2,628.63 \$2,462.10 \$1,723.80 \$1,199.70	\$2,211.77 \$4,818.09 \$3,883.92 \$4,409.21 \$7,038.57 \$7,905.08	
1 2 3 4 5 6 7	\$1,120.33 \$2,117.82 \$1,255.29 \$1,947.11 \$5,314.77 \$6,705.38 \$13,557.77	\$1,091.44 \$2,700.27 \$2,628.63 \$2,462.10 \$1,723.80 \$1,199.70 \$3,337.12	\$2,211.77 \$4,818.09 \$3,883.92 \$4,409.21 \$7,038.57 \$7,905.08 \$16,894.89	
1 2 3 4 5 6 7	\$1,120.33 \$2,117.82 \$1,255.29 \$1,947.11 \$5,314.77 \$6,705.38 \$13,557.77 \$11,400.53	\$1,091.44 \$2,700.27 \$2,628.63 \$2,462.10 \$1,723.80 \$1,199.70 \$3,337.12 \$3,060.19	\$2,211.77 \$4,818.09 \$3,883.92 \$4,409.21 \$7,038.57 \$7,905.08 \$16,894.89 \$14,460.72	
1 2 3 4 5 6 7 8	\$1,120.33 \$2,117.82 \$1,255.29 \$1,947.11 \$5,314.77 \$6,705.38 \$13,557.77 \$11,400.53 \$6,949.79	\$1,091.44 \$2,700.27 \$2,628.63 \$2,462.10 \$1,723.80 \$1,199.70 \$3,337.12 \$3,060.19 \$1,530.32	\$2,211.77 \$4,818.09 \$3,883.92 \$4,409.21 \$7,038.57 \$7,905.08 \$16,894.89 \$14,460.72 \$8,480.11	
1 2 3 4 5 6 7 8 9	\$1,120.33 \$2,117.82 \$1,255.29 \$1,947.11 \$5,314.77 \$6,705.38 \$13,557.77 \$11,400.53 \$6,949.79 \$6,500.77	\$1,091.44 \$2,700.27 \$2,628.63 \$2,462.10 \$1,723.80 \$1,199.70 \$3,337.12 \$3,060.19 \$1,530.32 \$3,197.12	\$2,211.77 \$4,818.09 \$3,883.92 \$4,409.21 \$7,038.57 \$7,905.08 \$16,894.89 \$14,460.72 \$8,480.11 \$9,697.89	

2023	Direct	Wholesale	Amazon	Monthly Totals
1	\$2,643.40	\$2,673.00	\$0.00	\$5,316.40
2	\$2,073.87	\$9,377.30	\$519.87	\$11,971.04
3	\$1,344.19	\$842.30	\$359.91	\$2,546.40
4	\$2,399.37	\$4,036.38	\$519.87	\$6,955.62
5	\$5,525.68	\$1,350.00	\$519.87	\$7,395.55
6	\$7,760.88	\$2,133.00	\$319.92	\$10,213.80
7	\$7,523.00	\$1,288.80	\$399.90	\$9,211.70
8	\$7,826.59	\$6,111.45	\$679.83	\$14,617.87
9	\$5,893.88	\$2,028.90	\$279.93	\$8,202.71
10	\$3,786.00	\$1,485.00	\$359.91	\$5,630.91
11	\$2,659.00	\$1,657.00	\$439.89	\$4,755.89
12	\$2,397.00	\$2,308.00	\$239.94	\$4,944.94
<b>Yearly Totals</b>	\$51,832.86	\$35,291.13	\$4,638.84	\$91,762.83

### **DISTRIBUTION**

Greens Gone Wild protein bars are currently available on Amazon.com, greensgonewild.com, and various small grocery stores, markets, and coffee shops throughout Colorado, Virginia, and Arizona. You can see the full list of stores here.

## **CASH FLOW PROJECTION**

	2024	2025	2026	2027	2028
Direct					
Total Cases (Qty 12 bars)	923	1,847	3,694	7,799	15,642
Total Bars	11,082	22,164	44,327	93,593	187,709
Price per Bar	\$3.79	\$3.79	\$3.79	\$3.59	\$3.58
Cost per Bar	\$1.09	\$1.09	\$1.00	\$1.00	\$0.91
Total Sales	\$ 42,000	\$ 84,000	\$ 168,000	\$ 336,000	\$ 672,000
Projected Profits	\$ 29,921	\$ 59,842	\$ 123,673	\$ 242,407	\$ 501,184
Wholesale					
Total Cases	4,000	8,000	16,744	33,488	68,571
Total Bars Sold	48,000	96,000	200,930	401,860	822,857
Price per Bar	\$2.25	\$2.25	\$2.15	\$2.15	\$2.10
Cost per Bar	\$1.09	\$1.09	\$1.00	\$1.00	\$0.91
Total Sales	\$ 108,000	\$ 216,000	\$ 432,000	\$ 864,000	\$ 1,728,000
Projected Profits	\$ 55,680	\$ 111,360	\$ 231,070	\$ 462,140	\$ 979,200
Amazon					
Total Cases	871	2,489	4,979	9,957	19,914
Total Bars Sold	10,450	29,871	59,742	119,485	238,970
Price per Bar	\$3.33	\$2.33	\$2.33	\$2.33	\$2.33
Cost per Bar	\$1.09	\$1.09	\$1.00	\$1.00	\$0.91
Total Sales	\$ 34,800	\$ 69,600	\$ 139,200	\$ 278,400	\$ 556,800
Projected Profits	\$ 23,409	\$ 37,040	\$ 79,458	\$ 158,915	\$ 339,337
Distributors					
Total Cases Sold	746	1,492	2,983	6,708	13,416
Total Bars Sold	8,950	17,901	35,801	80,497	160,994
Price per Bar	\$1.81	\$1.81	\$1.81	\$1.61	\$1.61
Cost per Bar	\$1.09	\$1.09	\$1.00	\$1.00	\$0.91
Total Sales	\$ 16,200	\$ 32,400	\$ 64,800	\$ 129,600	\$ 259,200
Projected Profits	\$ 6,444	\$ 12,888	\$ 28,999	\$ 49,103	\$ 112,696
Revenue	\$201,000	\$402,000	\$804,000	\$1,608,000	\$3,216,000
Growth Rate	120%	100.0%	100.0%	100.0%	100.0%
Total Profits	\$ 115,454	\$ 221,130	\$ 463,199	\$ 912,564	\$ 1,932,417

## **2024** Roadmap to Success

#### **Areas of Focus**

Direct Sales,, Wholesale, Amazon, Distributors

#### \*Cities of focus in Colorado

Denver, Boulder, Vail, Breck, Silverthorn, Dillon, Frisco, Edwards, Beaver Creek, Fort Collins, Colorado Springs, Ouray, Durango, Telluride, Carbondale, Steamboat Springs, Crested Butte, Mountain Village, Aspen

#### \*Cities of focus not in Colorado

Utah- Park City, Ogden, Salt Lake City Wyoming- Alta, WY, Jackson Hole Idaho- Sun Valley, Ketchum, Boise Montana- Bozeman, Whitefish \*More to come depending on growth

#### How

Travel Full-time (Van Life), Demos, Sales, Events, Cold Emailing/Calling/Drop-Ins, Marketing, Google Ads, SEO, Networking, CRM, Hand Written Notes, SMS Marketing, Ambassador Program, Outsource Certain Admin Work

#### **Breakdown**

#### **Direct Sales**

Q1: \$300/wk Q2: \$6000/wk Q3: \$1000/wk Q4:\$1600/wk

Increase direct orders on GGW Website through SEO, Google Ads, Networking, SMS Marketing, Events, Social Media, Van Life Journey, Ambassador Program

#### Wholesale

Sales Goal- Q1: \$1500/wk Q2: \$2000/wk Q3: \$2500/wk Q4:\$3000/wk

New Accounts- Q1: 4/wk Q2: 6/wk Q3: 8/wk Q4: 4/wk

Markets/Grocery Stores, Cafes & Coffee Shop, Sports Apparel/Rental Stores
Natural Grocers, Clarks, REI, Epic Mountain Sports, Vail Resorts, & many more TBD

#### **Amazon Sales**

Q1: \$250/wk Q2: \$500/wk Q3: \$750/wk Q4:\$1400/wk

Build Amazon Store Front and spend marketing \$\$ for better listing/more visibility

#### Distribution

Q1: \$150/wk Q2: \$300/wk Q3: \$400/wk Q4:\$500/wk

Q1 & Q2: Local distributors throughout the Rocky Mountain region

Brandwidth, Loco, & more TBD

Q3 & Q4: Nationwide distribution if it makes financial sense (KeHe or Unfi)

#### **Weekly Schedule for Laura**

**Monday - Wednesday**: 1 day for travel, 1 day for admin, 1 day off \*Will fluctuate depending on weather & urgency of tasks.

Additional part-time WFH remote job outside of GGW to help keep costs down

Thursday - Sunday: DEMOS + admin work sprinkled throughout.

2 demos per day or 1 all day demo depending on location

Ex. Durango & Denver have several accounts in each location so 2 demos per day

Ex. Ouray & Mountain Village each have 1 account and are secluded so 1 demo per day

#### **Demo Schedule**

**Q1:** Rotate between cities every 4-5 week **Q2:** 5-6 weeks **Q3:** 6-7 weeks **Q4:** Stay along the Front Range during the end of muddy season. Move into the mountains hitting our top accounts towards the end.

## Weekly Schedule for Zach

Work almost full-time outside of GGW to help keep costs down
Shipping department until volume increases requiring us to outsource or pay Zach
Stay on top of inventory for all product and ingredients
Demos and events along the front range as needed
Admin work

#### **Production Schedule**

TBD & created by Zach

#### **2024 SALES GOALS**

Weekly & Quarterly Breakdown per Sales Channel						
					Yearly	
	Q1/Week	Q2/Week	Q3/Week	Q4/Week	Total	% of Sales
Direct	\$300	\$600	\$1,000	\$1,600	\$42,000	20.90%
Wholesale	\$1,500	\$2,000	\$2,500	\$3,000	\$108,000	53.73%
Amazon	\$250	\$500	\$750	\$1,400	\$34,800	17.31%
Distribution	\$150	\$300	\$400	\$500	\$16,200	8.06%
Total/Week	\$2,200	\$3,400	\$4,650	\$6,500	\$201,000	100.00%
Quarterly						
Total*	\$26,400	\$40,800	\$55,800	\$78,000	\$201,000	
*Calculation = 12 wks/Quarter which includes 1 week off per quarter						

#### THE COMPANY

Greens Gone Wild was formed in early 2019 as a Colorado LLC.

Greens Gone Wild is managed by a Board of Managers.

Ownership of Greens Gone Wild is held in the form of Membership Interests in a Colorado limited liability company.

Each purchaser of Membership Interests through this Offering will receive no voting rights in the election of the Board of Managers or on key issues as are identified in the Operating Agreement.

The ownership of Greens Gone Wild is held as follows:

- Laura Harris owns 45.95% of all Membership Interests
- Zach Meier owns 37.6% of all Membership Interests
- Graham Harris owns 5.56% of all Membership Interests non-voting
- All other Members collectively hold 10.88% of all Membership Interests with no one Member owning more than 5%

#### **MANAGEMENT**

Laura Harris, Founder, and CEO, and Zach Meier, CO-Founder and Chief Culinary Officer lead Greens Gone Wild.

Greens Gone Wild plans to establish a full Board of Advisors by Q3 of 2024.

#### Laura Harris - Founder & CEO



Hi! Laura here! I'm a woman in my early 40s who is obsessed with spinach, my dogs, the mountains, and being my own boss. I'm a Virginia native and a Colorado transplant. Several years ago, I moved to Colorado for a major change in scenery and life. The mountains, weather, and the people and their desire for healthy food and an active lifestyle made this the ideal place to put down roots and build a business. There is no other place like Colorado!

Over the years, I've worked in various fields that have not allowed for breaks, so protein bars became a staple for me. During one of my bartending shifts, I took the first bite of my bar and wished for it to be packed with spinach. But a bar packed with protein and greens simply did not exist. At that moment, I realized my true calling: to create a

vegan protein bar with minimal ingredients, no refined or added sugar, and LOTS of spinach, which I will put in just about anything. I became determined to find a way to share my spinach obsession with the masses.

#### **Zach Meier - Co-founder & Chief Culinary Officer**



I grew up in the tiny town of Lander, Wyoming, and I moved to Sundance, another very small and isolated town in Wyoming when I was 13. Fresh, nutritious food was hard to come by in the grocery stores, as everything had to be shipped to our town; nothing was grown locally. Less than a week after I graduated high school, I left Wyoming for Colorado, where I found my true calling: cooking. I attended the Auguste Escoffier School of Culinary Arts in Boulder, Colorado, and earned my diploma in culinary arts. From there, I went on to work in some of the best restaurants in the Denver Metro area, which helped me to build on what I had already learned in culinary school. My work as a prep cook, line cook, sous chef, and an executive pastry chef, led me to Laura and to Greens Gone Wild, where I now serve as chief culinary officer.

## **FINANCIALS**

#### **2022 Profits and Losses**

#### Greens Gone Wild, LLC

#### Profit and Loss

January - December 2022

	TOTAL
Income	
Discounts given	-1,023.18
QuickBooks Payments Sales	0.00
Sales of Product Income	97,161.13
Unapplied Cash Payment Income	-1,067.96
Total Income	\$95,069.99
Cost of Goods Sold	\$53,801.86
GROSS PROFIT	\$41,268.13
Expenses	
Advertising & Marketing	12,022.79
Ask My Accountant	11,228.26
Bank Charges & Fees	843.48
Business Consulting	13,582.00
Car & Truck	4,789.61
Contractors	889.00
Dues & Subscriptions	366.00
Education	925.55
Event Fee	4,214.00
Insurance	35.55
Interest Paid	1,437.82
Job Supplies	6,497.96
Legal & Professional Services	4,500.00
Meals & Entertainment	2,546.14
Office Supplies and Software	5,075.39
Parking	223.15
Rent & Lease	1,088.00
Repairs & Maintenance	60.00
Sale Taxes	-2,185.07
Storage	681.67
Taxes & Licenses	1,733.17
Telephone	2,800.77
Travel and Transportation	4,347.35
Total Expenses	\$77,702.59
NET OPERATING INCOME	\$ -36,434.46
Other Income	
Non-taxable Grant Income	8,593.18
Total Other Income	\$8,593.18
Other Expenses	
Charitable Contributions	537.42
Total Other Expenses	\$537.42
NET OTHER INCOME	\$8,055.76
NET INCOME	\$ -28,378.70

## 2023 Profits and Losses - \*Finalized P&L will be uploaded next week.

## Greens Gone Wild, LLC

#### Profit and Loss

January - December 2023

	TOTAL
Income	
Discounts given	-1,576.20
Sales of Product Income	85,678.42
Total Income	\$84,102.22
Cost of Goods Sold	
Cost of Goods Sold	29,975.46
Production Cost	2,633.58
Shipping	4,275.78
Total Cost of Goods Sold	\$36,884.82
GROSS PROFIT	\$47,217.40
Expenses	
Advertising & Marketing	4,254.51
Bank Charges & Fees	1,387.91
Car & Truck	905.48
Contractors	795.00
Cost of Goods	553.33
Dues & Subscriptions	348.74
Education	17.00
Event Fee	4,050.00
Insurance	688.08
Interest Paid	1,169.79
Job Supplies	1,631.37
Legal & Professional Services	765.00
Loan Interest	64.88
Meals & Entertainment	1,460.17
Office Rent	990.00
Office Supplies and Software	3,882.61
QuickBooks Payments Fees	7,732.10
Rent & Lease	217.54
Sale Taxes	105.72
Small Office Equipment	99.00
Storage	5,079.10
Taxes & Licenses	864.37
Telephone	323.22
Travel and Transportation	4,347.55
Uncategorized Expense	202.56
Total Expenses	\$41,935.03
NET OPERATING INCOME	\$5,282.37
NET INCOME	\$5,282.37

## Welcome to



## Greens Gone Wild!