

Hopzoil Costing Worksheet



	Per Batch		Per Batch		Production Beer	Production Beer	Enter your data in these fields
	Example #1	Example #2	Example #1	Example #2	Example #1	Example #2	Your Scenario
Dry Hopping - Current input costs							
Ingredients Calculations							
Batch Size (BBLs)	15	15			Annual Production (BBLs)	10,000	10,000
	X	X				X	X
Dry Hopping Rate	1.5	2			Dry Hopping Rate	1.5	2
	=	=				=	=
Dry hop pellets used (pounds)	23	30			Dry hop pellets used	15,000	20,000
	X	X				X	X
Dry Hop Cost/Lb (varies by variety)	\$12.00	\$12.00			Dry Hop Cost/Lb (varies)	\$11.00	\$11.00
	=	=				=	=
Dry Hopping Pellet Cost total	\$270.00	\$360.00			Dry Hopping Pellet Cost total	\$165,000.00	\$220,000.00
	+	+				+	+
Freight (avg. UPS cost/lb)*	\$0.78	\$0.78			Freight pallets/Bulk*	\$0.20	\$0.20
	=	=				=	=
Estimated Freight Cost	\$17.55	\$23.40				\$3,000.00	\$4,000.00
Dry Hop Pellets/Hard Input Costs	\$287.55	\$383.40	Dry Hop Pellets/Hard Input Costs		\$168,000.00	\$224,000.00	\$0.00
Soft Costs							
Labor / filtration / dry-hopping (if filtered separately)	Variable	Variable			Variable	Variable	Variable
Dry-hopping throughput increase	Variable	Variable			Variable	Variable	Variable
Standard dry-hopping: 3 days most common, can range 7-14 days * Substituting with Hopzoil, reduce to 24 hours throughput							
Freezer Storage on site	Variable	Variable			Variable	Variable	Variable
Hop pellets shelf life	1.5 - 2 years	1.5 - 2 years			1.5 - 2 years	1.5 - 2 years	1.5 - 2 years
Carbon footprint reduction	Variable	Variable			Variable	Variable	Variable
Energy/fossil fuel reductions from eliminating hop drying and reduced shipping costs							
Hopzoil™ Costs							
Average Dosing Rate ML/BBL	5	5			Average Dosing Rate ML/BBL	5	5
	ML / batch	75				ML / Production year	50,000
Hopzoil Cost / BBL (high range)	\$15.44	\$15.44			Hopzoil Cost / BBL (high range)	\$15.21	\$15.21
Hopzoil Cost/Batch	\$231.60	\$231.60			Hopzoil Cost/Year	\$152,100.00	\$152,100.00
PLUS SHIPPING	6.45	6.45			PLUS SHIPPING	\$115.63	\$115.63
Total Hopzoil Input Cost/batch	\$238.05	\$238.05	Total Hopzoil Input Cost/year		\$152,215.63	\$152,215.63	\$0.00
Yield Gain (reduce filtration losses)							
Reduction in Dry Hopping Pellets	66%	100%			Reduction in Dry Hopping Pellets	66%	100%
Gain in Kegs (actual - multiple breweries)	2.1	3.15			Gain in Yield	7%	11%
Taproom Sales Gain: net pints/keg	120	120			Keg gain/year	700	1,050
Retail Taproom Gross / Pint	\$5.00	\$5.00			Avg Gross Revenue/Keg	\$110.00	\$110.00
Net Gain/Taproom Sales	\$1,260.00	\$1,890.00	Net Gain/Keg sales		\$77,000.00	\$115,500.00	\$0.00
Net Difference Using Hopzoil							
Total Dry Hop Pellets / Hard Input Costs	\$287.55	\$383.40	Total Dry Hop Pellets / Hard Input Costs		\$168,000.00	\$224,000.00	\$0.00
Soft Costs	Variable	Variable			Soft Costs	Variable	Variable
Savings - % Reduction in Dry Hop Pellets	\$189.78	\$383.40	Savings - Reduction in Dry Hop Pellets		\$110,880.00	\$224,000.00	\$0.00
Hopzoil Input Costs/Batch	\$238.05	\$238.05	Hopzoil Input Costs/Batch		\$152,215.63	\$152,215.63	\$0.00
Net Gain/Taproom Sales	\$1,260.00	\$1,890.00	Net Gain/Keg Sales		\$77,000.00	\$115,500.00	\$0.00
Net Difference / 15 BBL Batch	\$1,211.73	\$2,035.35	Net Difference / Annual Production		\$35,664.37	\$187,284.37	\$0.00

Assumes larger contract volumes, lower price/lb

Source: Yakima warehouse Shipping Dept

Actuals range from 4.65ml to 6ml/BBL

Note: depends on public or proprietary variety

Note: USPS Priority Mail or FedEx Ground

Capture the FRESH!

...Yes, but Pay Attention To the Bottom Line.

