

Ba Lao Menu (Rough Draft)

- “Mai Tai Play”
 - Rum (Rory)
 - Lime juice
 - Curacao
 - Coconut
 - Garnish - Orange Peel?
 - * orgeat (Breakthru)

- “Gin Collins Play”
 - Gin
 - Lemon juice
 - Grapefruit (or potentially pineapple)
 - Soda Water
 - Red Wine Float

- “Lime Leaf or Pandan Daiquiri”
 - Infused Rum
 - Dem Syrup
 - Lime

- “Spicy Mezcal Marg Play”
 - Pepper infused Tequila or Elliot's Chili Tincture
 - Mezcal
 - Lime
 - Simple and/or triple sec

- “Jinro and Seasonal Fruit”
 - Jinro
 - Seasonal Fruit puree or syrup
 - Lemon or Lime juice
 - Soda Water
 - Garnish - Thai Basil?

- Thai Tea - Thai Coffee - Limeade - Saa Kehm
 - Just add Vodka, Rum, or Tequila?

- Other Potential Ideas

- Fruit Margarita Play
- Bee's Knees with ginger honey
- Moscow Mule play
- Long Island Thai Tea
- Negroni with Ancho

Rail:

Gin - State Line American
 Tequila - Azteca avul - breakthru
 Luna Azul - Frank
 Vodka - Buddy's (rory from momentum)
 Mezcal - Rory
 Rum - Rory - Cihautan (\$18 a bottle)
 Bourbon - 4 roses? (Gen Bev)
 Triple Sec - ? Pierre ferrand dry curaçao (left bank- Jeff Burke)
 Brandy - Dancing Goat

Syrups:

Simple Syrup
 Dem (or brown sugar) Syrup
 Lemongrass / Pandan Syrup
 Honey Ginger

Beer:

Beer Lao
 Heineken
 Tall boys - High Life, PBR
 IPA - K4, Surly, Stone, Potosi,
 Amber - Fat Tire
 New Glarus, 3 sheeps, one barrel,
 Brewing Projekt?
 Guinness?
 Seltzer
 Cider

Soju / Sake:

Jinro

Wine:

NA bottles:

Ginger Beer (Fever Tree)
Fevertree tonic
Root Beer? (Potosi)?
Cans of Soda?

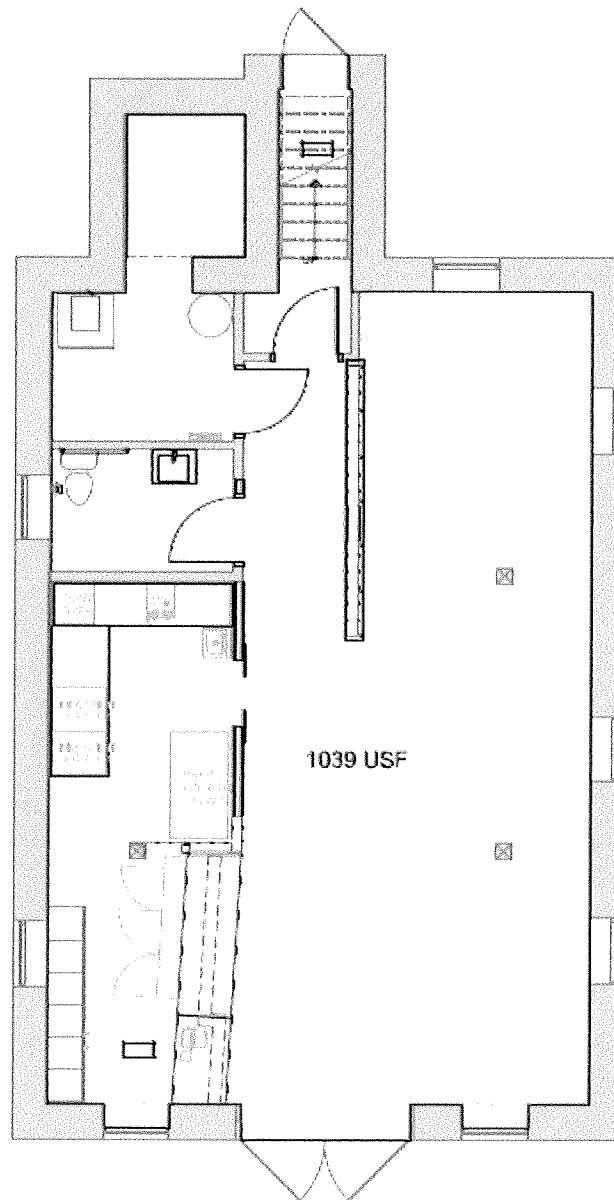
Shelf Bottles:

- Vodka
 - Grey Goose or Belvedere?
 - Tito's?
 - Ketel One?
 - Chopin?
- Gin
 - State Line London Dry
 - Death's Door
 - Hendrick's
- Tequila
 - Espolon
- Rum
 - Rumhaven Coconut (can get for free if we order enough highnoon cans from gen bev)
 - Cihuatan Cinabrio 12 yr (\$29.50-750ml)
- Whiskey / Rye
 - Whistle Pig?
 - Jameson?
 - Woodford?
 - Hibiki?
 - Suntory?
- Scotch / Cognac
 - Hennessy?
 - Lagavulin
 - Jonny Walker

- Mezcal
 - Madre (3x types from Rory)
- Brandy
 - Korbel
- Cordials
 - St. Germain/ St. elder (frank liquor)
 - Aperol
 - Campari
 - Ancho Reyes
 - Pimm's?
 - Coffe Liqueur (State Line?)
 - Averna Amaro
 - Luxardo Amaro
 - Luxardo Marashino
 - Vermouth? (Dolin dry-left bank)
 - Fernet?
 - Grand Marnier, Cointraeu?
 - Canton?
 -

EXHIBIT A

OUTLINE AND LOCATION OF PREMISES



 **FIRST FLOOR PLAN**
SCALE: 1/8" = 1'-0"

Kai Lao LLC. Business Plan 811 Williamson St.

Jamie and Kenneth started Ahan during the summer of 2020, and eventually moved the restaurant into the former El Dorado location at 744 Williamson St. in September 2023. The new location has been a success for Ahan, and we're finding that as our popularity grows, we constantly have people on the waiting list for a table, but we don't have enough space for the waiting customers. The bar fills up fast, and the remaining waiting customers usually wait in the lobby, go for a walk, or go to one of the closest bars in the neighborhood for a drink.

On an average night, Ahan has a waitlist of 200 people. Of those 200 guests, usually, 25 people will drop off the waitlist due to the wait time. If we could provide our guests with a place to wait at our bar across the street, we estimate that with a 25-seat capacity at 811 Williamson St., we would make a minimum of three turns per night. This would bring in 75 patrons, at \$12 per drink, which would equate to \$900 in revenue per day for a yearly total of \$270,000, just from the overflow from Ahan alone.

Boba tea options in the Marquette neighborhood are also limited, and we plan to use the space during the day as a dedicated boba tea shop that features grab-and-go lunch items, such as banh mi. We also plan to feature snacks during the evening bar hours, and we estimate an average of 30 grab-and-go items will be sold per lunch, averaging at \$420 per lunch. This would bring in \$126,000 annually. We also estimate that we would be able to sell 45 boba teas per day at an average of \$6, which would bring in \$270. This would bring in \$81,000 annually.

These projections would provide Kai Lao \$477,000 in sales per year, and that is all without factoring in patrons who come into the bar solely for a drink or snacks.