



**WELCOME!**  
October 8, 2019



- **RETAIL EXPERIENCE**
- **WHOLESALE EXPERIENCE**
- **SUPPLIER EXPERIENCE**
  - 8 Years DG Yuengling
  - 4 Years OSKAR BLUES
  - ~2 Years at FLYING FISH





# FFBC History

# Timeline



- Founded by Gene Muller in 1996, Flying Fish became a “virtual” brewery on the WEB.....soliciting feedback on beer styles, names, and building a following before the brewery was ever physically built.

# Why “FLYING FISH?”



- Volans, or the “Flying Fish”, is a constellation in the Southern Hemisphere, representing exploration and adventure. Gene wanted his following to explore new tastes from what was just “popular” at the time, so a Flying Fish represented people who were willing to “drink outside their usual pond”.



# Why “FLYING FISH?”



# Timeline



- After garnering attention (and monetary investment), the brewery physically opened in Cherry Hill, NJ, in late 1996/early 1997.
- Gene and the team operated out of this location until 2012

# Timeline



- Current location in Somerdale, NJ (just south of Cherry Hill, and 12 miles from downtown Philadelphia).....42,000 square feet.....four times the size of the original brewery.



# ECO-EFFORTS



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- 463 Solar Panels were installed on the brewery roof before opening.
- We have a monitor in our Tasting Room that allows guests to watch how much electrical output is coming from Solar.
- We rank 18<sup>th</sup> in the world for breweries, as a percentage of power coming from solar.



# ECO-EFFORTS



- 19 Solar Light Tubes were installed, which uses a prism to collect sunlight and concentrate it, effectively lighting our warehouse “without” electricity.
- Nothing to clean, turn on, or replace/throw away.
- More pleasant than fluorescent lighting.

# ECO-EFFORTS



- 50 BBL Brewhouse, recaptures steam used in the brewing process.
- 1 Gallon of Hot Water saved for every 5 gallons of beer brewed.
- Spent Grain goes to local farms (709 tons in 2019)



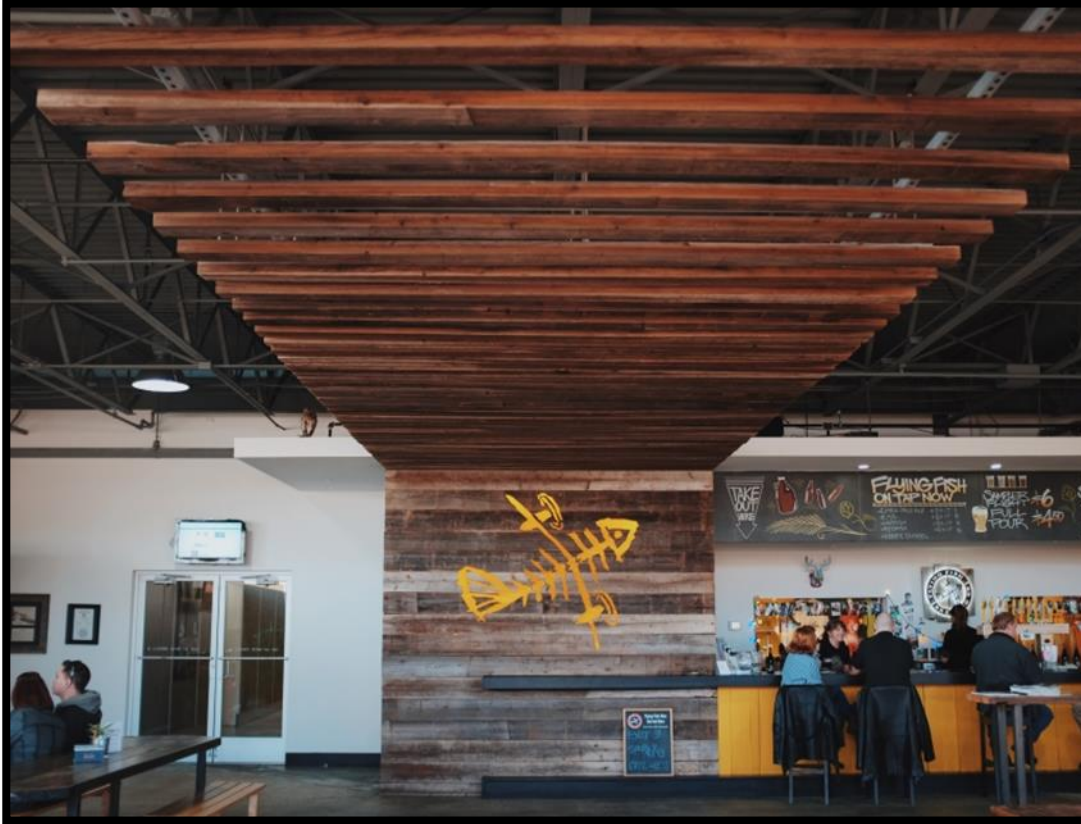
# ECO-EFFORTS



- Rain Gardens on property capture runoff, and help divert it back into the ground, rather than rushing to Cooper Creek and creating erosion.



# ECO-EFFORTS



- Reclaimed wood used in building our Tasting Room and Lighted Signs we hang in the market.



- Infinitely Recyclable (aligns with FFBC values)
- Lighter (can fit more on a truck and reduce shipping)
- Portability (aligns with “adventure”)
- Light Protection (Quality Message)
- Air Protection (Quality Message)

# ECO-EFFORTS



## CRAFT CAN GROWTH IN TOTAL US FOOD



\*one out of four craft beers consumed in cans

Data Set & Source: Total US Food from IRI Syndicated Data



# ECO-EFFORTS







**TOUR TIME!**