



Top: Burning Brothers Brewing owners, Thom Foss and Dane Breimhorst

Client Spotlight

The Burning Brothers, Thom Foss and Dane Breimhorst, met in their late teens and decided to run away to join the circus. They joined the Renaissance Festival as fire-eaters instead, where they traveled the circuit, shared a tent and learned to stick flaming torches in each other's mouths. Fast forward through many years—Thom and Dane, both being home brewers, began planning to launch a micro-brewery. But during the planning process, Dane was diagnosed with Celiac Disease. The diagnosis meant no gluten, and worse, no beer.

After finding no satisfactory gluten-free beer on the market, they developed a recipe for a tasty beer using completely gluten-free grains, never containing wheat, barley or rye. They pulled their old brewery plans from the shelf, and launched a gluten-free brewery named after their earlier adventures.

Burning Brothers Brewing started in 2011, and moved into their current Saint Paul

location in 2013. In addition to investing their own capital, Thom and Dane took on significant debt from banks, friends and family. Despite several years of double-digit revenue growth, cash flow remained tight supporting the debt. They came to the Twin Cities Region SBDC in early 2017 to work on a plan for sustainable growth.

After analyzing the brewery's operations and break-even point, they developed a plan that included modest price increases, expense reductions, and debt restructuring to spread out debt payments to more closely match the life-span of the equipment. With revenue growing and debt service significantly reduced, Burning Brothers can now focus primarily on growth.

"We will continue to work with the SBDC on some marketing plans, and how to use our excess capacity to expand into other areas, maybe gluten-free malt vinegar or hard ciders," says Thom.



15
New businesses created



1,030
Jobs created and saved



\$3.3M
Capital accessed for business investment



442
Entrepreneurs and businesses served



\$3.2M
Business revenue increased



4,132
Total hours of consulting services

Twin Cities Region

Small Business Development Center

www.stthomas.edu/sbdc

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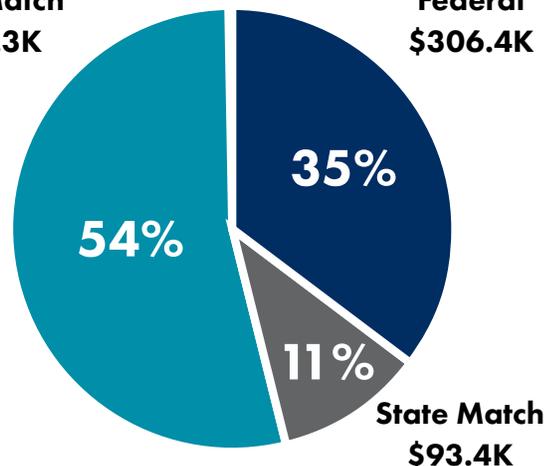
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Other local funding partners include community lenders, economic development organizations, corporate donors, and private individuals. We're so grateful for their incredible continuing commitment to this program. Together, we are helping businesses start, grow, and succeed.

2017 Funding

Local Match
\$463.3K

Federal
\$306.4K



Funding Partners

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University of St. Thomas
Terrence Murphy Hall 100
1000 LaSalle Avenue
Minneapolis, MN 55403
Phone: 651.962.4500
smallbusiness@stthomas.edu

www.stthomas.edu/sbdc

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