UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 10-Q

☒ **QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For The Quarterly Period Ended March 31, 2018

OR

☐ **TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the transition period from ________________ to _______________

Commission File Number 0-26542

CRAFT BREW ALLIANCE, INC.
(Exact name of registrant as specified in its charter)

Washington	**91-1141254**
(State or other jurisdiction of incorporation or organization)	(I.R.S. Employer Identification No.)

929 North Russell Street
Portland, Oregon 97227
(Address of principal executive offices)

(503) 331-7270
(Registrant's telephone number, including Area Code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes ☒ No ☐

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes ☒ No ☐

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. (See the definitions of "large accelerated filer," "accelerated filer", "smaller reporting company" and "emerging growth company" in Rule 12b-2 of the Exchange Act). Check one:

Large Accelerated Filer ☐	Accelerated Filer ☒
Non-accelerated Filer ☐ (Do not check if a smaller reporting company)	Smaller Reporting Company ☐
	Emerging Growth Company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes ☐ No ☒

The number of shares of the registrant's common stock outstanding as of May 3, 2018 was 19,309,829.

CRAFT BREW ALLIANCE, INC.
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PART I - FINANCIAL INFORMATION

Item 1. Financial Statements

CRAFT BREW ALLIANCE, INC.
CONSOLIDATED BALANCE SHEETS
(Unaudited)
(Dollars in thousands, except per share amounts)

	March 31, 2018	December 31, 2017
Assets		
Current assets:		
Cash, cash equivalents and restricted cash	$ 2,814	$ 579
Accounts receivable, net	28,569	27,784
Inventory, net	15,910	13,844
Assets held for sale	—	22,946
Other current assets	2,508	4,335
Total current assets	49,801	69,488
Property, equipment and leasehold improvements, net	104,394	106,283
Goodwill	12,917	12,917
Intangible, equity method investment and other assets, net	20,779	20,949
Total assets	$ 187,891	$ 209,637
Liabilities and Shareholders' Equity		
Current liabilities:		
Accounts payable	$ 15,012	$ 14,338
Accrued salaries, wages and payroll taxes	4,692	5,877
Refundable deposits	4,291	4,816
Deferred revenue	4,035	3,385
Other accrued expenses	3,742	2,368
Current portion of long-term debt and capital lease obligations	802	699
Total current liabilities	32,574	31,483
Long-term debt and capital lease obligations, net of current portion	10,124	32,599
Fair value of derivative financial instruments	108	221
Deferred income tax liability, net	12,309	12,886
Other liabilities	1,650	1,657
Total liabilities	56,765	78,846
Commitments and contingencies (Note 12)		
Common shareholders' equity:		
Common stock, $0.005 par value. Authorized 50,000,000 shares; issued and outstanding 19,309,829 and 19,309,829	96	96
Additional paid-in capital	142,681	142,196
Accumulated other comprehensive loss	(81)	(164)
Accumulated deficit	(11,570)	(11,337)
Total common shareholders' equity	131,126	130,791
Total liabilities and common shareholders' equity	$ 187,891	$ 209,637

The accompanying notes are an integral part of these financial statements.

CRAFT BREW ALLIANCE, INC.
CONSOLIDATED STATEMENTS OF OPERATIONS
(Unaudited)
(In thousands, except per share amounts)

	Three Months Ended March 31, 2018	Three Months Ended March 31, 2017
Sales	$ 50,085	$ 46,766
Less excise taxes	2,598	2,464
Net sales	47,487	44,302
Cost of sales	32,416	31,633
Gross profit	15,071	12,669
Selling, general and administrative expenses	14,748	15,469
Operating income (loss)	323	(2,800)
Interest expense	(134)	(181)
Other income, net	34	3
Income (loss) before income taxes	223	(2,978)
Income tax provision (benefit)	62	(1,191)
Net income (loss)	$ 161	$ (1,787)
Basic and diluted net income (loss) per share	$ 0.01	$ (0.09)
Shares used in basic per share calculations	19,310	19,261
Shares used in diluted per share calculations	19,488	19,261

The accompanying notes are an integral part of these financial statements.

CRAFT BREW ALLIANCE, INC.
CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS)
(Unaudited)
(In thousands)

	Three Months Ended March 31,	
	2018	**2017**
Net income (loss)	$ 161	$ (1,787)
Unrealized gain on derivative hedge transactions, net of tax	83	51
Comprehensive income (loss)	$ 244	$ (1,736)

The accompanying notes are an integral part of these financial statements.

CRAFT BREW ALLIANCE, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
(Unaudited)
(In thousands)

	Three Months Ended March 31,	
	2018	**2017**
Cash flows from operating activities:		
Net income (loss)	$ 161	$ (1,787)
Adjustments to reconcile net income (loss) to net cash provided by operating activities:		
Depreciation and amortization	2,736	2,895
(Gain) loss on sale or disposal of Property, equipment and leasehold improvements	(516)	3
Deferred income taxes	(605)	(1,207)
Stock-based compensation	485	357
Other	73	172
Changes in operating assets and liabilities:		
Accounts receivable, net	(285)	1,578
Inventories	(1,791)	(1,926)
Other current assets	1,128	(1,018)
Accounts payable and other accrued expenses	3,015	2,946
Accrued salaries, wages and payroll taxes	(1,185)	988
Refundable deposits	(475)	36
Net cash provided by operating activities	2,741	3,037
Cash flows from investing activities:		
Expenditures for Property, equipment and leasehold improvements	(1,104)	(1,965)
Proceeds from sale of Property, equipment and leasehold improvements	22,456	—
Restricted cash from sale of Property, equipment and leasehold improvements	515	—
Net cash provided by (used in) investing activities	21,867	(1,965)
Cash flows from financing activities:		
Principal payments on debt and capital lease obligations	(174)	(131)
Net repayments under revolving line of credit	(22,199)	(1,238)
Net cash used in financing activities	(22,373)	(1,369)
Increase (decrease) in Cash, cash equivalents and restricted cash	2,235	(297)
Cash, cash equivalents and restricted cash:		
Beginning of period	579	442
End of period	$ 2,814	$ 145
Supplemental disclosure of cash flow information:		
Cash paid for interest	$ 178	$ 178
Cash paid for income taxes, net	1	—
Supplemental disclosure of non-cash information:		
Purchases of Property, equipment and leasehold improvements with capital leases	$ —	$ 180
Purchases of Property, equipment and leasehold improvements included in Accounts payable at end of period	203	104

The accompanying notes are an integral part of these financial statements.

CRAFT BREW ALLIANCE, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
(Unaudited)

Note 1. Basis of Presentation

The accompanying consolidated financial statements and related notes should be read in conjunction with the consolidated financial statements and notes thereto included in our Annual Report on Form 10-K for the year ended December 31, 2017 ("2017 Annual Report"). These consolidated financial statements have been prepared pursuant to the rules and regulations of the Securities and Exchange Commission ("SEC"). Accordingly, certain information and footnote disclosures normally included in consolidated financial statements prepared in accordance with accounting principles generally accepted in the United States ("U.S. GAAP") have been condensed or omitted pursuant to such rules and regulations. These consolidated financial statements are unaudited but, in the opinion of management, reflect all material adjustments necessary to present fairly our consolidated financial position, results of operations and cash flows for the periods presented. All such adjustments were of a normal, recurring nature. The results of operations for such interim periods are not necessarily indicative of the results of operations for the full year.

Reclassifications
Certain reclassifications have been made to the prior year's data to conform to the current year's presentation. None of the changes affect our previously reported consolidated Net sales, Gross profit, Operating income, Net income or Basic or diluted net income per share.

Note 2. Recent Accounting Pronouncements

ASU 2018-02
In February 2018, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") 2018-02, Income Statement - Reporting Comprehensive Income (Topic 220): Reclassification of Certain Tax Effects from Accumulated Other Comprehensive Income. ASU 2018-02 allows entities to reclassify accumulated other comprehensive income to retained earnings for stranded tax effects resulting from the Tax Cuts and Jobs Act (the "Act"). This update is effective for interim and annual reporting periods beginning after December 15, 2018, with early adoption permitted. The update should be applied either in the period of adoption or retrospectively to each period (or periods) in which the effect of the income tax rate change resulting from the Act is recognized. The early adoption of ASU 2018-02 on January 1, 2018 did not have a material effect on our financial position, results of operations or cash flows.

ASU 2017-12
In August 2017, the FASB issued ASU 2017-12, "Derivatives and Hedging (Topic 815): Targeted Improvements to Accounting for Hedging Activities." ASU 2017-12 refines and expands hedge accounting for both financial and commodity risks. Its provisions create more transparency around how economic results are presented, both on the face of the financial statements and in the footnotes. It also makes certain targeted improvements to simplify the application of hedge accounting guidance. ASU 2017-12 is effective for fiscal years, including interim periods within those fiscal years, beginning after December 15, 2018, on a prospective basis. We do not expect the adoption of ASU 2017-12 to have a material effect on our financial position, results of operations or cash flows.

ASU 2017-09
In May 2017, the FASB issued ASU 2017-09, "Compensation - Stock Compensation (Topic 718) - Scope of Modification Accounting." ASU 2017-09 provides clarity and is expected to reduce both diversity in practice and the cost and complexity when accounting for a change to the terms of a stock-based award. ASU 2017-09 is effective for fiscal years, including interim periods within those fiscal years, beginning after December 15, 2017, on a prospective basis. The adoption of ASU 2017-09 on January 1, 2018 did not have a material effect on our financial position, results of operations or cash flows.

ASU 2017-04
In January 2017, the FASB issued ASU 2017-04, "Intangibles - Goodwill and Other (Topic 350) - Simplifying the Test for Goodwill Impairment." ASU 2017-04 simplifies the subsequent measurement of goodwill by eliminating Step 2 from the goodwill impairment test. An entity should perform its annual, or interim, goodwill impairment test by comparing the fair value of a reporting unit with its carrying amount, and recognize an impairment charge for the amount by which the carrying amount exceeds the reporting unit's fair value, if applicable. The loss recognized should not exceed the total amount of goodwill allocated to the reporting unit. The same impairment test also applies to any reporting unit with a zero or negative carrying amount. An entity still has the option to perform the qualitative assessment for a reporting unit to determine if the quantitative impairment test is necessary. ASU 2017-04 is effective for fiscal years, including interim periods within those fiscal years, beginning after December 15, 2019, on a prospective

basis. Early adoption is permitted for interim or annual goodwill impairment tests performed after January 1, 2017. We do not expect the adoption of ASU 2017-04 to have a material effect on our financial position, results of operations or cash flows.

ASU 2016-18
In August 2016, the FASB issued ASU 2016-18, "Statement of Cash Flows (Topic 230) - Restricted Cash." ASU 2016-18 reduces the diversity in practice in the classification and the presentation of restricted cash within an entity's statement of cash flows. ASU 2016-18 is effective for annual periods beginning after December 15, 2017, and interim periods within those annual periods, with early adoption permitted. The adoption of ASU 2016-18 on January 1, 2018 did not have a material effect on our financial position, results of operations or cash flows.

ASU 2016-15
In August 2016, the FASB issued ASU 2016-15, "Statement of Cash Flows (Topic 230) - Classification of Certain Cash Receipts and Cash Payments." ASU 2016-15 addresses eight specific cash flow issues and how they should be reported on the statement of cash flows. ASU 2016-15 is effective for annual periods beginning after December 15, 2017, and interim periods within those annual periods, with early adoption permitted. The adoption of ASU 2016-15 on January 1, 2018 did not have a material effect on our financial position, results of operations or cash flows.

ASU 2016-13
In June 2016, the FASB issued ASU 2016-13, "Financial Instruments - Credit Losses (Topic 326)." ASU 2016-13 addresses accounting for credit losses for assets that are not measured at fair value through net income on a recurring basis. ASU 2016-13 is effective for annual periods beginning after December 15, 2019, and interim periods within those annual periods, with early adoption permitted for fiscal years beginning after December 15, 2018. We do not expect the adoption of ASU 2016-13 to have a material effect on our financial position, results of operations or cash flows.

ASU 2016-02
In February 2016, the FASB issued ASU 2016-02, "Leases." ASU 2016-02 increases transparency and comparability among organizations by recognizing lease assets and lease liabilities on the balance sheet and requires disclosing key information about leasing arrangements. ASU 2016-02 is effective for annual periods beginning after December 15, 2018, and interim periods within those annual periods. We are still evaluating any potential impact that adoption of ASU 2016-02 may have on our financial position, results of operations or cash flows.

ASU 2016-01
In January 2016, the FASB issued ASU 2016-01, "Financial Instruments - Overall (Subtopic 825-10)." ASU 2016-01 enhances the reporting model for financial instruments to provide users of financial statements with more decision-useful information by addressing certain aspects of recognition, measurement, presentation and disclosure of financial instruments. The amendments simplify certain requirements and also reduce diversity in current practice for other requirements. ASU 2016-01 is effective for public companies for fiscal years beginning after December 15, 2017, including interim periods within those fiscal years. The adoption of ASU 2016-01 on January 1, 2018 did not have a material effect on our financial position, results of operations or cash flows.

ASU 2014-09, ASU 2016-10 and ASU 2016-12
In May 2014, the FASB issued ASU 2014-09, "Revenue from Contracts with Customers (Topic 606)." ASU 2014-09, as amended, affects any entity using U.S. GAAP that either enters into contracts with customers to transfer goods or services or enters into contracts for the transfer of nonfinancial assets unless those contracts are within the scope of other standards (e.g., insurance contracts or lease contracts). ASU 2014-09, as amended, is effective for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2017.

In April 2016, the FASB issued ASU 2016-10, "Revenue from Contracts with Customers (Topic 606) - Identifying Performance Obligations and Licensing." ASU 2016-10 clarifies aspects of Topic 606 related to identifying performance obligations and the licensing implementation guidance, while retaining the related core principles for those areas. The effective date and transition requirements for ASU 2016-10 are the same as the effective date and transition requirements in ASU 2014-09.

In May 2016, the FASB issued ASU 2016-12, "Revenue from Contracts with Customers (Topic 606) - Narrow-Scope Improvements and Practical Expedients." ASU 2016-12 clarifies aspects of Topic 606 related to the guidance on assessing collectibility, presentation of sales taxes, non-cash consideration, and completed contracts and contract modifications. The effective date and transition requirements for ASU 2016-12 are the same as the effective date and transition requirements in ASU 2014-09.

The standards permit either the retrospective or the modified retrospective (cumulative effect) transition method. On January 1, 2018, we adopted the new accounting standard Accounting Standards Codification ("ASC") 606, "Revenue from Contracts with

Customers" and all the related amendments to all contracts using the modified retrospective method. We recognized the cumulative effect of initially applying the new revenue standard as an adjustment to the opening balance of accumulated deficit. We expect the impact of the adoption of the new standard to be immaterial to our net income on an ongoing basis.

See also Note 8.

Note 3. Cash, Cash Equivalents and Restricted Cash

We maintain cash balances with financial institutions that may exceed federally insured limits. We consider all highly liquid investments with an original maturity of three months or less to be cash equivalents. As of March 31, 2018 and December 31, 2017, we did not have any cash equivalents.

As part of our cash management system, we use a controlled disbursement account to fund cash distribution checks presented for payment by the holder. Checks issued but not yet presented to banks may result in overdraft balances for accounting purposes. As of March 31, 2018 and December 31, 2017, there were no bank overdrafts. Changes in bank overdrafts from period to period are reported in the Consolidated Statements of Cash Flows as a component of operating activities within Accounts payable and Other accrued expenses.

Cash and cash equivalents that are restricted as to withdrawal or use under terms of certain contractual agreements are recorded in Cash, cash equivalents and restricted cash on our Consolidated Balance Sheets. Restricted cash of $0.5 million at March 31, 2018 represents funds held in an escrow account from the sale of our Woodinville brewery related to a lien; we expect that the lien will be resolved in our favor and the restriction will be removed. We did not have any restricted cash at December 31, 2017.

Note 4. Inventories

Inventories are stated at the lower of standard cost or net realizable value.

We regularly review our inventories for the presence of obsolete product attributed to age, seasonality and quality. If our review indicates a reduction in utility below the product's carrying value, we reduce the product to a new cost basis. We record the cost of inventory for which we estimate we have more than a twelve-month supply as a component of Intangible, equity method investment and other assets, net on our Consolidated Balance Sheets.

Inventories consisted of the following (in thousands):

	March 31, 2018	December 31, 2017
Raw materials	$ 3,916	$ 4,290
Work in process	2,524	1,960
Finished goods	6,919	5,009
Packaging materials	1,162	956
Promotional merchandise	931	1,161
Brewpub food, beverages and supplies	458	468
	$ 15,910	$ 13,844

Work in process is beer held in fermentation tanks prior to the filtration and packaging process.

Note 5. Related Party Transactions

As of both March 31, 2018 and December 31, 2017, Anheuser-Busch, LLC ("A-B") owned approximately 31.4% of our outstanding common stock.

Transactions with A-B, Ambev and Anheuser-Busch Worldwide Investments, LLC (“ABWI”)
In December 2015, we partnered with Ambev, the Brazilian subsidiary of Anheuser-Busch InBev SA, to distribute Kona beers into Brazil. In August 2016, we also entered into an International Distribution Agreement with ABWI, an affiliate of A-B, pursuant to which ABWI distributes our malt beverage products in jurisdictions outside the United States, subject to the terms and conditions of our prior agreement with our other international distributor, CraftCan Travel LLC, and certain other limitations.

Contract Brewing Arrangement with Anheuser-Busch Companies, LLC ("ABC")
On January 30, 2018, we entered into a Contract Brewing Agreement (the “Brewing Agreement”) with ABC, an affiliate of A-B, pursuant to which we brew, package, and palletize certain malt beverage products of A-B's craft breweries at our Portland, Oregon, and Portsmouth, New Hampshire, breweries as selected by ABC. Under the terms of the Brewing Agreement, ABC pays us a per barrel fee that varies based on the annual volume of the specified product brewed by us, plus (a) our actual incremental costs of brewing the product and (b) certain capital costs and costs of graphics and labeling that we incur in connection with the brewed products.

The Brewing Agreement will expire on December 31, 2018, unless the arrangement is extended at the mutual agreement of the parties. The Brewing Agreement contains specified termination rights, including, among other things, the right of either party to terminate the Brewing Agreement if (i) the other party fails to perform any material obligation under the Brewing Agreement or any other agreement between the parties, subject to certain cure rights, or (ii) the Master Distributor Agreement is terminated.

Transactions with A-B, Ambev, ABWI and ABC consisted of the following (in thousands):

	Three Months Ended March 31, 2018	Three Months Ended March 31, 2017
Gross sales to A-B and Ambev	$ 37,568	$ 32,641
International distribution fee earned from ABWI	850	850
International distribution fee from ABWI, recorded in Deferred revenue	650	400
Contract Brewing fee earned from ABC	463	—
Margin fee paid to A-B, classified as a reduction of Sales	518	488
Inventory management and other fees paid to A-B, classified in Cost of sales	90	91

Amounts due to or from A-B and ABWI were as follows (in thousands):

	March 31, 2018	December 31, 2017
Amounts due from A-B related to beer sales pursuant to the A-B distributor agreement	$ 19,587	$ 15,663
Amounts due from ABWI and A-B related to international distribution fee	1,500	5,000
Refundable deposits due to A-B	(1,345)	(1,619)
Amounts due to A-B for services rendered	(6,636)	(4,836)
Net amount due from A-B	$ 13,106	$ 14,208

Transactions with Wynwood
As of March 31, 2018 and December 31, 2017, we owned a 24.5% interest in Wynwood. The carrying value of our investment was $2.0 million as of March 31, 2018.

Transactions with Wynwood consisted of the following (in thousands):

	Three Months Ended March 31, 2018	Three Months Ended March 31, 2017
Master distributor fee earned	$ 7	$ —
Share of loss, classified as a component of Other income (expense), net	23	—
Refund of investment, classified as a reduction in the carrying value of the equity method investment	23	—

Amounts due to or from Wynwood were as follows (in thousands):

	March 31, 2018	December 31, 2017
Amounts receivable related to raw materials and alternating proprietorship fees	$ 186	$ 148
Amounts receivable related to Brewery representative reimbursements	—	32
Amounts due related to purchases of beer pursuant to the distributor agreement	(97)	(116)
Amounts due related to Royalty fees	—	(4)
Net amount receivable	$ 89	$ 60

Operating Leases
We lease our headquarters office space, restaurant and storage facilities located in Portland, land and certain equipment from two limited liability companies, both of whose members include our former Board Chair, who is also a significant shareholder, and his brother, who continues to be employed by us. Lease payments to these lessors were as follows (in thousands) and are included in the Rent expense under all operating leases above:

Three Months Ended March 31, 2018	Three Months Ended March 31, 2017
$ 41	$ 30

We hold lease and sublease obligations for certain office space and the land underlying the brewery and pub location in Kona, Hawaii, with a company whose owners include a shareholder who owns more than 5% of our common stock. The sublease contracts expire on various dates through 2020, with an extension at our option for two five-year periods. Lease payments to this lessor were as follows (in thousands) and are included in the Rent expense under all operating leases above:

Three Months Ended March 31, 2018	Three Months Ended March 31, 2017
$ 143	$ 143

Note 6. Derivative Financial Instruments

Interest Rate Swap Contracts
Our risk management objectives are to ensure that business and financial exposures to risk that have been identified and measured are minimized using the most effective and efficient methods to reduce, transfer and, when possible, eliminate such exposures. Operating decisions contemplate associated risks and management strives to structure proposed transactions to avoid or reduce risk whenever possible.

We have assessed our vulnerability to certain business and financial risks, including interest rate risk associated with our variable-rate long-term debt. To mitigate this risk, effective January 23, 2014, we entered into an interest rate swap contract with Bank of America, N.A. ("BofA") for 75% of the Term Loan balance, to hedge the variability of interest payments associated with our variable-rate borrowings under our Term Loan with BofA. The Term Loan contract and the interest rate swap terminate on September 30, 2023. The Term Loan contract had a total notional value of $6.9 million as of March 31, 2018. Through this swap agreement, we pay interest at a fixed rate of 2.86% and receive interest at a floating-rate of the one-month LIBOR, which was 1.80% at March 31, 2018.

Effective January 4, 2016, we entered into a $9.1 million notional amount interest rate swap contract with BofA, which was set to expire January 1, 2019, to hedge the variability of interest payments associated with our variable-rate borrowings on our line of credit. The notional amount fluctuated based on a predefined schedule based on our anticipated borrowings. This swap agreement was terminated effective January 18, 2018 as we paid off our line of credit, and we received interest of $27,000.

Since the interest rate swaps hedge the variability of interest payments on variable rate debt with similar terms, they qualify for cash flow hedge accounting treatment.

As of March 31, 2018, unrealized net losses of $0.1 million were recorded in Accumulated other comprehensive loss as a result of these hedges. The effective portion of the gain or loss on the derivatives is reclassified into Interest expense in the same period during which we record Interest expense associated with the related debt. There was no hedge ineffectiveness during the first three months of 2018 or 2017.

The fair value of our derivative instruments was as follows (in thousands):

	March 31, 2018	December 31, 2017
Fair value of interest rate swaps	$ (108)	$ (221)

The effect of our interest rate swap contracts that were accounted for as a derivative instrument on our Consolidated Statements of Operations was as follows (in thousands):

Derivatives in Cash Flow Hedging Relationships	Amount of Gain Recognized in Accumulated OCI (Effective Portion)	Location of Loss Reclassified from Accumulated OCI into Income (Effective Portion)	Amount of Loss Reclassified from Accumulated OCI into Income (Effective Portion)
Three Months Ended March 31,			
2018	$ 112	**Interest expense**	$ 22
2017	$ 83	**Interest expense**	$ 53

See also Note 7.

Note 7. Fair Value Measurements

Factors used in determining the fair value of our financial assets and liabilities are summarized into three broad categories:

- Level 1 – quoted prices in active markets for identical securities as of the reporting date;
- Level 2 – other significant directly or indirectly observable inputs, including quoted prices for similar securities, interest rates, prepayment speeds and credit risk; and
- Level 3 – significant inputs that are generally less observable than objective sources, including our own assumptions in determining fair value.

The factors or methodology used for valuing securities are not necessarily an indication of the risk associated with investing in those securities.

The following table summarizes liabilities measured at fair value on a recurring basis (in thousands):

Fair Value at March 31, 2018	Level 1	Level 2	Level 3	Total
Interest rate swap	$ —	$ (108)	$ —	$ (108)
Fair Value at December 31, 2017				
Interest rate swaps	$ —	$ (221)	$ —	$ (221)

We did not have any assets measured at fair value on a recurring basis at March 31, 2018 or December 31, 2017.

The fair value of our interest rate swaps was based on quarterly statements from the issuing bank. There were no changes to our valuation techniques during the three months ended March 31, 2018.

We believe the carrying amounts of Cash, cash equivalents and restricted cash, Accounts receivable, Other current assets, Accounts payable, Accrued salaries, wages and payroll taxes, and Other accrued expenses are a reasonable approximation of the fair value of those financial instruments because of the nature of the underlying transactions and the short-term maturities involved.

We had fixed-rate debt outstanding as follows (in thousands):

	March 31, 2018	December 31, 2017
Fixed-rate debt on Consolidated Balance Sheets	$ 1,786	$ 1,855
Estimated fair value of fixed-rate debt	$ 1,828	$ 1,915

We calculate the estimated fair value of our fixed-rate debt using a discounted cash flow methodology. Using estimated current interest rates based on a similar risk profile and duration (Level 2), the fixed cash flows are discounted and summed to compute the fair value of the debt.

Note 8. Revenue Recognition

On January 1, 2018, we adopted the Accounting Standards Codification ("ASC") 606, "Revenue from Contracts with Customers" and all the related amendments (the "new revenue standard") for all of our revenue contracts, using the modified retrospective method. We recognized the cumulative effect of initially applying the new revenue standard as an adjustment to the opening balance of Accumulated deficit. The adoption of ASC 606 did not have a material impact on our consolidated financial statements as of January 1, 2018 or for the quarter ended March 31, 2018.

The adjustments to our Consolidated Balance Sheets upon adoption of ASC 606, effective January 1, 2018 were as follows (in thousands):

	Balance at December 31, 2017	Adjustments due to ASC 606	Balance at January 1, 2018
Assets:			
Other current assets	$ 4,335	$ (237)	$ 4,098
Intangible, equity method investment and other assets, net	20,949	(157)	20,792
Common shareholders' equity:			
Accumulated deficit	$ (11,337)	$ (394)	$ (11,731)

In accordance with the new revenue standard requirements, the disclosure of the impact of adoption on our Consolidated Balance Sheets and Consolidated Statements of Operations was as follows (in thousands):

	March 31, 2018		
	As Reported	Balance without Adoption of ASC 606	Effect of Change Higher (Lower)
Consolidated Balance Sheets			
Assets:			
Other current assets	$ 2,508	$ 2,745	$ (237)
Intangible, equity method investment and other assets, net	20,779	20,877	(98)
Liabilities:			
Deferred income tax liability, net	12,309	12,325	(16)
Common shareholders' equity:			
Accumulated deficit	$ (11,570)	$ (11,921)	$ (351)

	Three Months Ended March 31, 2018		
	As Reported	Balance without Adoption of ASC 606	Effect of Change Higher (Lower)
Consolidated Statements of Operations			
Selling, general and administrative expenses	$ 14,748	$ 14,807	$ (59)
Income tax provision	62	46	16
Net income	161	118	43

The following table disaggregates our Sales by major source (in thousands):

	Three Months Ended March 31, 2018		
	Beer Related[1]	Brewpubs	Total
Product sold through distributor agreements[2]	$ 39,667	$ —	$ 39,667
Alternating proprietorship and contract brewing fees	2,710	—	2,710
International distribution fees	850	—	850
Brewpubs[3]	—	6,011	6,011
Other[4]	847	—	847
	$ 44,074	$ 6,011	$ 50,085

(1) Beer Related sales include sales to A-B subsidiaries including Ambev, ABWI and ABC. Sales to wholesalers through the A-B distributor agreement represented 76.6% of our Sales.
(2) Product sold through distributor agreements include domestic and international sales of owned and non-owned brands pursuant to terms in our distributor agreements.
(3) Brewpub sales include sales of promotional merchandise and sales of beer directly to customers.
(4) Other sales include sales of beer related merchandise, hops, spent grain and an export manager fee.

Revenue is recognized when obligations under the terms of a contract with our customers are satisfied; generally this occurs when the product arrives at distribution centers or when the wholesaler takes possession. Revenue is measured as the amount of consideration we expect to receive in exchange for transferring goods. We consider customer purchase orders, which in some cases are governed by a master agreement, to be the contracts with a customer. For each contract related to the production of beer, we consider the promise to transfer products, each of which is distinct, to be the identified performance obligation. The transaction price for each performance obligation is specifically identified within the contract with our customer and represents the fair standalone selling price. Discounts are recognized as a reduction to Sales at the time we recognize the revenue. We generally do not grant return privileges, except in limited and specific circumstances.

A performance obligation is a promise in a contract to transfer a distinct good or service to the customer, and is the unit of accounting pursuant to ASC 606. In contracts with multiple performance obligations, we identify each performance obligation and evaluate whether the performance obligation is distinct within the context of the contract at contract inception. Performance obligations that are not distinct at contract inception are combined.

We entered into an International Distribution Agreement ("IDA") with A-B for the rights to serve as our exclusive distributor in international territories defined by the IDA for a 10-year period. The IDA represents a single international license to all territories defined in the IDA. Revenue is recognized on a straight-line basis over the 10-year term of the agreement. In accordance with ASC 606, we evaluate the factors used in our estimates of variable consideration to be received under contracts on a quarterly basis. We estimate variable consideration as the most likely amount to which we expect to be entitled. We have evaluated, on a quarterly basis, the qualitative factors, including current market conditions and our relationship with A-B and we consider receiving $34.0 million over the 10-year term of the IDA the most likely outcome under the IDA. We believe that the possibility of a significant reversal of cumulative revenue recognized from this agreement under this conclusion to be remote. Under the IDA, A-B has the right to issue purchase orders to distribute product in international territories defined by the IDA. Each purchase order placed under the IDA is a distinct performance obligation. The transaction price for each performance obligation is a sales-based royalty, which is recognized as revenue in accordance with the sales-based royalty exception. Accordingly, royalty revenue is recognized as the variability associated with the royalty is resolved, which is upon A-B's subsequent sale of our product.

In cases where all conditions to a sale are not met at the time of sale, revenue recognition is deferred until all conditions are met. As of January 1, 2018, we had $3.4 million of deferred revenue recorded in Deferred revenue on the Consolidated Balance Sheets related to the IDA. During the first quarter of 2018, we earned the right to receive an additional $1.5 million pursuant to the IDA, of which we have recognized $0.9 million as Sales, resulting in deferred revenue of $4.0 million at March 31, 2018. We will earn the right to receive an additional $4.5 million over the remaining periods in 2018 and we will earn the right to receive an additional $20.0 million in 2019. We expect to recognize an additional $2.5 million of deferred revenue as Sales in the remainder of 2018, $3.4 million in 2019, and $22.6 million thereafter.

Note 9. Segment Results and Concentrations

Our chief operating decision maker monitors Net sales and gross margins of our Beer Related operations and our Brewpubs operations. Beer Related operations include the brewing operations and related domestic and international beer and cider sales of our Kona, Widmer Brothers, Redhook and Omission beer brands and Square Mile cider brand. Brewpubs operations primarily include our brewpubs, some of which are located adjacent to our Beer Related operations. We do not track operating results beyond the gross margin level or our assets on a segment level.

Net sales, Gross profit and gross margin information by segment was as follows (dollars in thousands):

	Three Months Ended March 31,		
2018	**Beer Related**	**Brewpubs**	**Total**
Net sales	$ 41,476	$ 6,011	$ 47,487
Gross profit	$ 14,710	$ 361	$ 15,071
Gross margin	35.5%	6.0%	31.7%
2017			
Net sales	$ 37,851	$ 6,451	$ 44,302
Gross profit	$ 12,270	$ 399	$ 12,669
Gross margin	32.4%	6.2%	28.6%

The segments use many of the same assets. For internal reporting purposes, we do not allocate assets by segment and, therefore, no asset by segment information is provided to our chief operating decision maker.

In preparing this financial information, certain expenses were allocated between the segments based on management estimates, while others were based on specific factors such as headcount. These factors can have a significant impact on the amount of Gross profit for each segment. While we believe we have applied a reasonable methodology, assignment of other reasonable cost allocations to each segment could result in materially different segment Gross profit.

Sales to wholesalers through the A-B distributor agreement represented the following percentage of our Sales:

Three Months Ended March 31,	
2018	**2017**
76.6%	70.6%

Receivables from A-B and ABWI represented the following percentage of our Accounts receivable balance:

March 31, 2018	December 31, 2017
73.8%	74.4%

Note 10. Significant Stock-Based Plan Activity and Stock-Based Compensation

Stock-Based Compensation
Stock-based compensation expense was recognized in our Consolidated Statements of Operations as follows (in thousands):

	Three Months Ended March 31,	
	2018	**2017**
Cost of sales	$ 52	$ 19
Selling, general and administrative expense	433	338
Total stock-based compensation expense	$ 485	$ 357

At March 31, 2018, we had total unrecognized stock-based compensation expense of $2.6 million, which will be recognized over the weighted average remaining vesting period of 2.3 years.

Note 11. Earnings Per Share

The reconciliation between the number of shares used for the basic and diluted per share calculations, as well as other related information, is as follows (in thousands):

	Three Months Ended March 31,	
	2018	**2017**
Weighted average common shares used for basic EPS	19,310	19,261
Dilutive effect of stock-based awards	178	—
Shares used for diluted EPS	19,488	19,261
Stock-based awards not included in diluted per share calculations as they would be antidilutive	—	132

Note 12. Commitments and Contingencies

General
We are subject to various claims and pending or threatened lawsuits in the normal course of business. Although we do not anticipate that the resolution of legal proceedings arising in the normal course of business or the proceeding described below will have a material adverse effect on our financial position, results of operations or cash flows, we cannot predict this with certainty.

Legal
On February 28, 2017 and March 6, 2017, respectively, two lawsuits, Sara Cilloni and Simone Zimmer v. Craft Brew Alliance, Inc., and Theodore Broomfield v. Kona Brewing Co. LLC, Kona Brew Enterprises, LLP, Kona Brewery LLC, and Craft Brew Alliance, Inc., were filed in the United States District Court for the Northern Division of California. On April 7, 2017, the two lawsuits were consolidated into a single complaint under the Broomfield case. The consolidated lawsuit purports to be a class action brought on behalf of all persons who purchased Kona Brewing Company beer within the relevant statute of limitations period. The lawsuit alleges that the defendants misled customers regarding the state in which Kona Brewing Company beers are manufactured and in describing Kona Brewing Company beer as “craft beer.” We intend to vigorously defend against the foregoing action and, on April 28, 2017, we filed a motion to dismiss the complaint. The motion to dismiss was granted in part and denied in part on September 1, 2017. We have not recorded any liabilities with respect to the claims.

Note 13. Termination of Pabst Agreements

Termination of Agreements with Pabst
Effective May 1, 2017, we reached an agreement with Pabst Brewing Company, LLC, and Pabst Northwest Brewing Company, LLC (collectively, "Pabst") to terminate the brewing agreements that provided for brewing selected brands owned by Pabst at our brewery in Woodinville, Washington, through December 31, 2018. In conjunction with the termination of the brewing arrangements, Pabst's option to purchase the Woodinville brewery and adjacent pub pursuant to the Option and Agreement of Purchase and Sale dated as of January 8, 2016 (the "Option Agreement”) was also terminated. Pabst agreed to pay us $2.7 million in connection with the termination of the brewing agreements and Option Agreement. This payment is in addition to the $1.6 million of contract brewing volume shortfall fees for the 2016 calendar year recognized in the fourth quarter of 2016 and $1.7 million related to remaining volume shortfalls for the 2016 - 2017 contract year ended March 31, 2017, recognized in the first quarter of 2017. All payments were received from Pabst in the second quarter of 2017.

See Note 14 for a discussion of the classification of the assets related to our Woodinville brewery as assets held for sale.

Note 14. Assets Held for Sale and Sale of Woodinville, Washington Brewery

Assets held for sale at December 31, 2017 represented the assets related to our Woodinville, Washington Brewery, which was designated as held for sale on May 1, 2017. At the end of 2017, a $493,000 impairment charge was recorded, as a component of Selling, general and administrative expenses in our Consolidated Statements of Operations, related to the sale of our Woodinville brewery, which was sold on January 12, 2018 to assignees of Sound Commercial Investment Holdings, LLC, for a total purchase price of $24.5 million (the "Sale Transaction").

The assets that were sold included the real property, equipment, fixtures, mechanical systems, and certain personal property used in our operation of the brewery and adjacent brewpub. We paid real estate brokerage commissions totaling $560,000 from the sale proceeds and recorded a gain of $500,000 during the quarter ended March 31, 2018 related to the Sale Transaction, which was recorded as a component of Selling, general and administrative expenses in our Consolidated Statements of Operations.

In contemplation of the sale of certain brewing and bottling equipment included in the Sale Transaction, $500,000 of the total purchase price was placed in escrow following the closing. If the purchaser of the equipment had sold it for less than $3.5 million, the shortfall would have been paid to the purchaser up to the amount held in escrow, with the balance, if any, paid to us. If the equipment had not been sold within 180 days following the closing date, the $500,000 in escrow would have been paid to us. The Woodinville brewing and bottling equipment was sold for more than $3.5 million in the first quarter of 2018 and, accordingly, the $500,000 in escrow was remitted to us.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

This quarterly report on Form 10-Q includes forward-looking statements. Generally, the words “believe,” “expect,” “intend,” “estimate,” “anticipate,” “project,” “will,” “may,” “plan” and similar expressions or their negatives identify forward-looking statements, which generally are not historical in nature. These statements are based upon assumptions and projections that we believe are reasonable, but are by their nature inherently uncertain. Many possible events or factors could affect our future financial results and performance, and could cause actual results or performance to differ materially from those expressed, including those risks and uncertainties described in Part I, Item 1A. “Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2017 (“2017 Annual Report”), and those described from time to time in our future reports filed with the Securities and Exchange Commission (the “SEC”). Caution should be taken not to place undue reliance on these forward-looking statements, which speak only as of the date of this quarterly report.

The following discussion and analysis should be read in conjunction with the Consolidated Financial Statements and Notes thereto included herein, as well as the audited Consolidated Financial Statements and Notes and Management’s Discussion and Analysis *of Financial Condition and Results of Operations contained in our 2017 Annual Report. The discussion and analysis includes period-to-period comparisons of our financial results. Although period-to-period comparisons may be helpful in understanding our financial results, we believe that they should not be relied upon as an accurate indicator of future performance.*

Overview

Craft Brew Alliance, Inc. ("CBA") is the seventh largest craft brewing company in the U.S. and a leader in brewing, branding, and bringing to market world-class American craft beers.

CBA's distinctive portfolio combines the power of dynamic national lifestyle brands with strong regional craft breweries rooted in community. Our national portfolio is led by Kona Brewing Co., one of the largest craft breweries in the U.S., and also includes Omission Brewing Co., which is the leader in the gluten-removed beer segment. Our regional portfolio spans some of the country's largest beer states, with Appalachian Mountain Brewery, Cisco Brewers, Redhook Brewery, Square Mile Cider Co., Widmer Brothers Brewing, and Wynwood Brewing Co. We nurture the growth and development of our brands in today's increasingly competitive beer market through our state-of-the-art brewing and distribution capability, integrated sales and marketing infrastructure, and strong focus on partnerships, local community and sustainability.

CBA was formed in 2008 through the merger of Redhook Brewery and Widmer Brothers Brewing, the two largest craft brewing pioneers in the Northwest at the time. Following a successful strategic brewing and distribution partnership, Kona Brewing Co. joined CBA in 2010 and has become one of the largest craft brands in the U.S. As part of CBA, Kona has expanded its reach across all 50 U.S. states and approximately 30 international markets, while remaining deeply rooted in its home of Hawaii.

As competition in the craft beer market continues to grow and consumers increasingly demand local offerings, Craft Brew Alliance has expanded its portfolio of brands and maximized its brewing footprint through strategic partnerships with Appalachian Mountain Brewery, based in Boone, North Carolina; Cisco Brewers, based in Nantucket, Massachusetts; and most recently Wynwood Brewing Co., based in Miami, Florida. Through this strategic partnership model, we gain local relevance in select beer geographies, while our partner breweries gain access to our world-class leadership and national brewing and sales infrastructure to grow their brands. In the third quarter of 2017, we acquired a 24.5% interest in Wynwood Brewing Co.

Publicly traded on NASDAQ under the ticker symbol BREW, Craft Brew Alliance is headquartered in Portland, Oregon and operates breweries and brewpubs across the U.S.

We proudly brew our craft beers in three company-owned breweries located in Portland, Oregon; Portsmouth, New Hampshire; and Kailua-Kona, Hawaii. In 2016, we entered into a contract brewing agreement with A-B Commercial Strategies, LLC ("ABCS"), an affiliate of Anheuser-Busch, LLC ("A-B"), and, during the second quarter of 2017, production began at ABCS's brewery in Fort Collins, Colorado. Additionally, we own and operate three small innovation breweries, which are primarily used for small batch production and experimental, limited-release brews that could potentially scale for larger production; these innovation breweries are located in Portland, Oregon, Seattle, Washington and Portsmouth, New Hampshire.

We distribute our beers to retailers through wholesalers that are aligned with the A-B network. These sales are made pursuant to a Master Distributor Agreement (the "A-B Distributor Agreement") with A-B, which extends through 2028. As a result of this distribution arrangement, we believe that, under alcohol beverage laws in a majority of states, these wholesalers would own the exclusive right to distribute our beers in their respective markets if the A-B Distributor Agreement expires or is terminated. Our Kona and Omission brands are distributed nationally and internationally, while we focus distribution of Appalachian Mountain Brewery, Cisco Brewers, Redhook Brewery, Square Mile Cider, Widmer Brothers and Wynwood Brewing in their respective home markets. Separate from our A-B wholesalers, we maintain an internal independent sales and marketing organization with resources across the key functions of brand management, field marketing, field sales, and national retail sales.

On January 30, 2018, we entered into a Contract Brewing Agreement (the "Brewing Agreement") with ABC, an affiliate of A-B, pursuant to which we brew, package, and palletize certain malt beverage products of A-B's craft breweries at our Portland, Oregon, and Portsmouth, New Hampshire, breweries as selected by ABC. Under the terms of the Brewing Agreement, ABC pays us a per barrel fee that varies based on the annual volume of the specified product brewed by us, plus (a) our actual incremental costs of brewing the product and (b) certain capital costs and costs of graphics and labeling that we incur in connection with the brewed products. The Brewing Agreement will expire on December 31, 2018, unless the arrangement is extended at the mutual agreement of the parties.

We operate in two segments: Beer Related operations and Brewpubs operations. Beer Related operations include the brewing, and domestic and international sales, of craft beers and ciders from our breweries. Brewpubs operations primarily include our five brewpubs, three of which are located adjacent to our Beer Related operations, as well as other merchandise sales, and sales of our beers directly to customers.

Following is a summary of our financial results:

Three Months Ended March 31,	Net sales	Net income (loss)	Number of barrels sold
2018	$47.5 million	$0.2 million	167,000
2017	$44.3 million	$(1.8) million	152,800

Results of Operations

The following table sets forth, for the periods indicated, certain information from our Consolidated Statements of Operations expressed as a percentage of Net sales[(1)]:

	Three Months Ended March 31,	
	2018	2017
Sales	105.5 %	105.6 %
Less excise taxes	(5.5)	(5.6)
Net sales	100.0	100.0
Cost of sales	68.3	71.4
Gross profit	31.7	28.6
Selling, general and administrative expenses	31.1	34.9
Operating income (loss)	0.7	(6.3)
Interest expense	(0.3)	(0.4)
Other income, net	0.1	—
Income (loss) before income taxes	0.5	(6.7)
Income tax provision (benefit)	0.1	(2.7)
Net income (loss)	0.3 %	(4.0)%

(1) Percentages may not add due to rounding.

Segment Information

Net sales, Gross profit and Gross margin information by segment was as follows (dollars in thousands):

2018	Beer Related	Brewpubs	Total
Net sales	$ 41,476	$ 6,011	$ 47,487
Gross profit	$ 14,710	$ 361	$ 15,071
Gross margin	35.5%	6.0%	31.7%
2017			
Net sales	$ 37,851	$ 6,451	$ 44,302
Gross profit	$ 12,270	$ 399	$ 12,669
Gross margin	32.4%	6.2%	28.6%

Sales by Category

Sales by category were as follows (dollars in thousands):

Sales by Category	Three Months Ended March 31, 2018	2017	Dollar Change	% Change
A-B and A-B related[1]	$ 38,363	$ 33,003	$ 5,360	16.2 %
Contract brewing and beer related[2]	5,711	7,312	(1,601)	(21.9)%
Excise taxes	(2,598)	(2,464)	(134)	5.4 %
Net beer related sales	41,476	37,851	3,625	9.6 %
Brewpubs[3]	6,011	6,451	(440)	(6.8)%
Net sales	$ 47,487	$ 44,302	$ 3,185	7.2 %

(1) A-B and A-B related includes domestic and international sales of our owned brands sold through A-B and Ambev, as well as non-owned brands sold pursuant to master distribution agreements, fees earned pursuant to the contract brewing agreement with ABC and the international distribution fees earned from ABWI.

(2) Beer related includes international sales of our beers, and non-owned brands, not sold through A-B or Ambev, as well as fees earned through alternating proprietorship agreements and from contract brewing shortfall fees.

(3) Brewpubs sales include sales of promotional merchandise and sales of beer directly to customers.

Shipments by Category

Shipments by category were as follows (in barrels):

Three Months Ended March 31,	2018 Shipments	2017 Shipments	Increase (Decrease)	% Change	Change in Depletions[1]
A-B and A-B related[2]	146,500	133,400	13,100	9.8 %	(4)%
Contract brewing and beer related[3]	18,700	17,400	1,300	7.5 %	
Brewpubs	1,800	2,000	(200)	(10.0)%	
Total	167,000	152,800	14,200	9.3 %	

(1) Change in depletions reflects the year-over-year change in barrel volume sales of beer by wholesalers to retailers.

(2) A-B and A-B related includes domestic and international shipments of our owned brands distributed through A-B and Ambev, as well as non-owned brands distributed pursuant to master distribution agreements and shipments pursuant to the contract brewing agreement with ABC.

(3) Beer related includes international shipments of our beers, and non-owned brands, not distributed through A-B or Ambev.

The increase in sales to A-B and A-B related in the three-month period ended March 31, 2018 compared to the same period of 2017 was primarily due to an increase in shipment volume and average unit pricing. Shipment volume increased in the first quarter of 2018 primarily as a result of lower than usual shipment volumes in the first quarter of 2017, as we reduced our inventory levels at our wholesale partners as part of our ongoing efforts to address slowing craft segment growth and the inventory pressures facing distributors in the complex craft beer market. International distribution fees earned totaled $0.9 million in both periods.

The decrease in Contract brewing and beer related sales in the three-month period ended March 31, 2018 compared to the same period of 2017 was primarily due to $1.7 million of fees earned in the 2017 period from Pabst Northwest Brewing Company ("Pabst") related to a contract brewing volume shortfall, partially offset by an increase in shipment volume of our non-owned brands.

Brewpubs sales decreased in the three-month period ended March 31, 2018 compared to the same period of 2017, primarily as a result of the closure of our Woodinville brewpub, as well as the conversion of our Portland brewpub into a beer-focused taproom, both at the end of 2017, partially offset by the opening of our newest brewpub, Redhook Brewlab, in Seattle, Washington, in the third quarter of 2017, and an increase in sales at our Kona brewpub.

In December 2017 the Tax Cuts and Jobs Act was signed into law and will provide small and regional brewers and small wineries significant excise tax relief effective January 1, 2018. The new law affects our Excise taxes in the following ways:

- Beer: Reduced the federal excise tax to $3.50 per barrel on the first 60,000 barrels for domestic brewers producing fewer than 2 million barrels annually, down from $7.00 per barrel;

- Beer: Reduced the federal excise tax to $16 per barrel on the first 6 million barrels for all other brewers and all beer importers, down from $18.00 per barrel; and
- Cider: While the existing excise tax on hard cider did not change from $0.226 per gallon, the new laws expanded the small producer tax credit for hard cider to $0.062 on the first 30,000 gallons for an effective rate of $0.164 per gallon; the tax credit on the next 100,000 gallons produced will be $0.056 for an effective rate of $0.17 per gallon; and producers like us, who produce between 130,000 and 750,000 gallons, will receive a $0.033 credit for an effective tax rate of $0.193 per gallon.

Currently, the changes in the Tax Cuts and Jobs Act are set to expire at the end of 2019. However, the Beer Institute, of which we are a member, and other industry groups support extending the relief embodied in the Tax Cuts and Jobs Act and making federal excise tax relief for all brewers and beer importers permanent. Excise taxes may be increased in the future by the federal government or any state government or both. In the past, increases in excise taxes on alcoholic beverages have been considered in connection with various governmental budget-balancing or funding proposals.

Shipments by Brand
The following table sets forth a comparison of shipments by brand (in barrels):

Three Months Ended March 31,	2018 Shipments	2017 Shipments	Increase (Decrease)	% Change	Change in Depletions
Kona	99,000	82,100	16,900	20.6 %	3 %
Widmer Brothers	23,300	27,800	(4,500)	(16.2)%	(19)%
Redhook	18,600	20,700	(2,100)	(10.1)%	(24)%
Omission	10,300	9,200	1,100	12.0 %	8 %
All other(1)	9,400	8,400	1,000	11.9 %	27 %
Total(2)	160,600	148,200	12,400	8.4 %	(4)%

(1) All other includes the shipments and depletions from our Square Mile brand family, as well as the non-owned Cisco Brewers, Appalachian Mountain Brewing and Wynwood Brewing brand families, shipped by us pursuant to distribution agreements.
(2) Total shipments by brand include international shipments and exclude shipments produced under our contract brewing arrangements.

The increase in our Kona brand shipments in the three-month period ended March 31, 2018 compared to the same period of 2017 was primarily due to increases in domestic and international shipments, primarily led by continued demand for Big Wave Golden Ale and Longboard Lager.

The decrease in our Widmer Brothers brand shipments in the three-month period ended March 31, 2018 compared to the same period of 2017 was led by a decrease in Hefeweizen brand shipments, primarily due to a continued strategic focus on the home market of Oregon.

Redhook brand shipments decreased in the three-month period ended March 31, 2018 compared to the same period of 2017, primarily due to a continued strategic focus on the home market of Washington, led by a decline in Longhammer IPA brand, partially offset by increased demand for our Big Ballard IPA brand.

Omission brand shipments increased in the three-month period ended March 31, 2018 compared to the same period of 2017, primarily led by increased demand for our newest brand, Omission Ultimate Light.

The increase in All other shipments in the three-month period ended March 31, 2018 compared to the same period of 2017 was primarily due to increases in the shipment volumes related to our distribution agreements with Wynwood Brewing and Appalachian Mountain Brewing, partially offset by a decrease in Cisco Brewers brand shipments.

Shipments by Package
The following table sets forth a comparison of our shipments by package, excluding shipments produced under our contract brewing arrangements (in barrels):

	Three Months Ended March 31,			
	2018		2017	
	Shipments	% of Total	Shipments	% of Total
Draft	39,200	24.4%	36,000	24.3%
Packaged	121,400	75.6%	112,200	75.7%
Total	160,600	100.0%	148,200	100.0%

The package mix was relatively consistent in the three-month period ended March 31, 2018 compared to the same period of 2017.

Cost of Sales
Cost of sales includes purchased raw and component materials, direct labor, overhead and shipping costs.

Information regarding Cost of sales was as follows (dollars in thousands):

	Three Months Ended March 31,		Dollar	
	2018	2017	Change	% Change
Beer Related	$ 26,766	$ 25,581	$ 1,185	4.6 %
Brewpubs	5,650	6,052	(402)	(6.6)%
Total	$ 32,416	$ 31,633	$ 783	2.5 %

The increase in Beer Related Cost of sales in the three-month period ended March 31, 2018 compared to the same period of 2017 was primarily due to an increase in shipment volume, partially offset by an overall decrease in our Beer Related Cost of sales on a per barrel basis. The decrease in our Beer Related Cost of sales on a per barrel basis was primarily due to the lower cost of having a portion of our beer produced by A-B in its Ft. Collins, Colorado brewery, as well as cost savings associated with removing the Woodinville facility from our brewing footprint and the termination of our contract brewing agreement in Memphis, which had higher costs on a per barrel basis, partially offset by cost of goods, brewery costs and distribution rates on a per barrel basis.

The decrease in Brewpubs Cost of sales in the three-month period ended March 31, 2018 compared to the same period of 2017 was primarily due to closure of the Woodinville brewpub and conversion of the Portland brewpub into a taproom, partially offset by the costs of opening our new brewpub in Seattle, as well as increased sales at our Kona brewpub.

Capacity Utilization
Capacity utilization is calculated by dividing total shipments by approximate working capacity and was as follows:

	Three Months Ended March 31,	
	2018	2017
Capacity Utilization	52%	54%

In June 2014, we initiated full-scale brewing with our brewing partner in Memphis, Tennessee. This partnership provided us scalable capacity and we had the ability to produce up to 100,000 barrels at this location annually. Production ceased with this brewing partner during the second quarter of 2017. In 2016, we entered into a contract brewing agreement with ABCS with the ability to have up to 300,000 barrels produced annually and, during the second quarter of 2017, production began in their facilities. Our capacity utilization declined in the three-month period ended March 31, 2018 compared to the same period of 2017 due to reductions in wholesaler inventories, as well as a larger percentage of our beer being brewed by ABCS as part of our contract brewing relationship and brewery footprint evolution in process.

As discussed in Notes 13 and 14 of Notes to Consolidated Financial Statements included in Part I, Item 1 of this report, we ceased production at our Woodinville, Washington brewery during the second quarter of 2017, which reduced the capacity of our owned breweries beginning in the third quarter of 2017. As a result, beginning with the third quarter of 2017, our capacity utilization calculation was revised to exclude, from the denominator, the production capacity of our Woodinville, Washington brewery, which we have estimated to be approximately 220,000 barrels per year.

Gross Profit
Information regarding Gross profit was as follows (dollars in thousands):

	Three Months Ended March 31, 2018	2017	Dollar Change	% Change
Beer Related	$ 14,710	$ 12,270	$ 2,440	19.9 %
Brewpubs	361	399	(38)	(9.5)%
Total	$ 15,071	$ 12,669	$ 2,402	19.0 %

Gross profit as a percentage of Net sales, or gross margin, was as follows:

	Three Months Ended March 31, 2018	2017
Beer Related	35.5%	32.4%
Brewpubs	6.0%	6.2%
Overall	31.7%	28.6%

The increase in Beer Related Gross profit and gross margin in the three-month period ended March 31, 2018 compared to the same period of 2017 was primarily due to increased unit pricing and shipment volume, as well as the lower cost of having a portion of our beer produced by A-B in Ft. Collins, partially offset by $1.7 million of fees earned from Pabst related to a contract brewing volume shortfall in the 2017 period, and increases in brewery costs and distribution rates on a per barrel basis.

The decrease in the Brewpubs Gross profit and gross margin in the three-month period ended March 31, 2018 compared to the same period of 2017 was primarily due to the net costs associated with our new brewpub in Seattle, partially offset by the increased sales at our Kona brewpub.

Selling, General and Administrative Expenses
Selling, general and administrative expenses ("SG&A") include compensation and related expenses for our sales and marketing activities, management, legal and other professional and administrative support functions.

Information regarding SG&A was as follows (dollars in thousands):

	Three Months Ended March 31, 2018	2017	Dollar Change	% Change
Selling, general and administrative expenses	$ 14,748	$ 15,469	$ (721)	(4.7)%
As a % of Net sales	31.1%	34.9%		

The decrease in SG&A for the three-month period ended March 31, 2018 compared to the same period of 2017 was primarily due to a gain of $0.5 million related to the sale of the Woodinville brewing and bottling equipment, timing of creative and media spend, and a decrease in employee related costs, partially offset by increases in rent and technology related expenses.

Interest Expense
Information regarding Interest expense was as follows (dollars in thousands):

Three Months Ended March 31, 2018	2017	Dollar Change	% Change
$ 134	$ 181	$ (47)	(26.0)%

	Three Months Ended March 31, 2018	2017
Average debt outstanding	$16,554	$27,308
Average interest rate	2.70%	1.88%

The decrease in Interest expense in the three-month period ended March 31, 2018 compared to the same period of 2017 was primarily due to a decrease in our average debt outstanding, partially offset by an increase in our average interest rate. The decrease in our average debt outstanding was due to principal payments made on our term loan and the payoff of our line of credit following the sale of our Woodinville, Washington Brewery in January 2018.

Income Tax Provision

Our effective income tax rate was 27.8% for the first three months of 2018 and 40.0% in the first three months of 2017. The effective income tax rates reflect the impact of non-deductible expenses (primarily meals and entertainment expenses), state and local taxes, tax credits, and income excluded from taxation under the domestic production activities exclusion.

The decrease in our effective income tax rate was primarily due to tax legislation, which reduced our federal tax rate from 34% to 21% effective January 1, 2018. We expect our effective income tax rate to be 27% for all of 2018.

Liquidity and Capital Resources

We have required capital primarily for the construction and development of our production breweries, to support our brewery footprint evolution, and to fund our working capital needs. Historically, we have financed our capital requirements through cash flows from operations, bank borrowings and the sale of common and preferred stock. We anticipate meeting our obligations for the twelve months beginning April 1, 2018 primarily from cash flows generated from operations and borrowing under our line of credit facility as the need arises. Capital resources available to us at March 31, 2018 included $2.3 million of Cash, cash equivalents and restricted cash and $39.4 million available under our line of credit facility.

At March 31, 2018 and December 31, 2017, we had $17.2 million and $38.0 million of working capital, respectively, and our debt as a percentage of total capitalization (total debt and common shareholders' equity) was 7.7% and 20.3%, respectively.

A summary of our cash flow information was as follows (in thousands):

	Three Months Ended March 31,	
	2018	**2017**
Net cash provided by operating activities	$ 2,741	$ 3,037
Net cash provided by (used in) investing activities	21,867	(1,965)
Net cash used in financing activities	(22,373)	(1,369)
Increase (decrease) in Cash, cash equivalents and restricted cash	$ 2,235	$ (297)

Cash provided by operating activities of $2.7 million in the first three months of 2018 resulted from our Net income of $0.2 million, net non-cash expenses of $2.2 million and changes in our operating assets and liabilities as discussed in more detail below.

Accounts receivable, net, increased $0.8 million to $28.6 million at March 31, 2018 compared to $27.8 million at December 31, 2017. This increase was primarily due to increased shipment volume and a $3.9 million increase in our receivable from A-B attributable to the timing of shipments, as well as $0.5 million due from the sale of Woodinville brewing and bottling equipment, partially offset by a net decrease of $3.5 million for amounts due from ABWI related to the international distribution fee. The receivable from A-B totaled $21.1 million at March 31, 2018. Historically, we have not had collection problems related to our accounts receivable.

Inventories increased $2.1 million to $15.9 million at March 31, 2018 compared to $13.8 million at December 31, 2017. The increase from December 31, 2017 was primarily due to increases in work in process and finished goods as a result of timing of shipments in the fourth quarter of 2017 and first quarter of 2018, seasonality and the forecasted demand for our beer.

Accounts payable increased $0.7 million to $15.0 million at March 31, 2018 compared to $14.3 million at December 31, 2017, primarily due to the timing of payments related to our contract brewing relationship with ABCS.

As of March 31, 2018, we had a state net operating loss carryforward ("NOL") of $16,607, tax-effected, available to offset payment of future income taxes. We anticipate that we will utilize this NOL in the near future and, accordingly, once utilized, we will be required to satisfy all of our income tax obligations with cash.

Capital expenditures of $1.1 million in the first three months of 2018 were primarily directed to beer production capacity and efficiency improvements. As of March 31, 2018, we had an additional $0.2 million of expenditures recorded in Accounts payable on our Consolidated Balance Sheets, compared to $0.5 million at December 31, 2017. Beginning in 2015 through expected completion in 2019, we are investing approximately $20 million in a new Hawaiian Brewery. We anticipate total capital expenditures of approximately $16.0 million to $19.0 million in 2018 primarily for our new Kona brewery and the addition of a new can line in our Portland brewery to address consumer demand.

Loan Agreement

We have a loan agreement (as amended, the "Loan Agreement") with Bank of America, N.A., which currently consists of a $39.4 million revolving line of credit ("Line of Credit"), including provisions for cash borrowings and up to $2.5 million notional amount of letters of credit, and a term loan ("Term Loan") with an original principal balance of $10.8 million. We may draw upon the Line of Credit for working capital and general corporate purposes until expiration on November 30, 2020. In accordance with the Loan Agreement, starting with the first quarter of 2018, availability under the Line of Credit is reduced by $625,000 each quarter. As of March 31, 2018, we had $39.4 million in funds available to be drawn upon from our line of credit. The maturity date of the Term Loan is September 30, 2023. At March 31, 2018, we did not have any borrowings outstanding under the Line of Credit and $9.1 million was outstanding under the Term Loan.

Under the Loan Agreement, interest accrues at an annual rate based on the London Inter-Bank Offered Rate ("LIBOR") Daily Floating Rate plus a marginal rate. The marginal rate varies from 0.75% to 1.75% for the Line of Credit and Term Loan based on our funded debt ratio. At March 31, 2018, our marginal rate was 0.75%, resulting in an annual interest rate of 2.41%.

Accrued interest for the Term Loan is due and payable monthly. Principal payments on the Term Loan are due monthly in accordance with an agreed-upon schedule set forth in the Loan Agreement, with any unpaid principal balance and unpaid accrued interest due and payable on September 30, 2023.

The Loan Agreement authorizes acquisitions within the same line of business as long as we remain in compliance with the financial covenants of the Loan Agreement and there is at least $5.0 million of availability remaining on the Line of Credit following the acquisition. As of March 31, 2018, we were in compliance with all financial covenants.

Critical Accounting Policies and Estimates

Our financial statements are based upon the selection and application of significant accounting policies that require management to make significant estimates and assumptions. Judgments and uncertainties affecting the application of these policies may result in materially different amounts being reported under different conditions or using different assumptions. Our estimates are based upon historical experience, market trends and financial forecasts and projections, and upon various other assumptions that management believes to be reasonable under the circumstances at various points in time. Actual results may differ, potentially significantly, from these estimates.

Our critical accounting policies, as described in our 2017 Annual Report on Form 10-K, relate to goodwill, indefinite-lived intangible assets, long-lived assets, refundable deposits on kegs, revenue recognition and deferred taxes. Other than as described in Notes 2 and 8 of Notes to Consolidated Financial Statements included in Part I, Item 1 of this Form 10-Q regarding revenue recognition, there have been no changes to our critical accounting policies since December 31, 2017.

Seasonality

Our sales generally reflect a degree of seasonality, with the first and fourth quarters historically exhibiting low sales levels compared to the second and third quarters. Accordingly, our results for any particular quarter are not likely to be indicative of the results to be achieved for the full year.

Off-Balance Sheet Arrangements

We do not have any off-balance sheet arrangements that have, or are reasonably likely to have, a material current or future effect on our financial condition, changes in financial condition, revenue or expenses, results of operations, liquidity, capital expenditures or capital resources.

Recent Accounting Pronouncements

See Notes 2 and 8 of Notes to Consolidated Financial Statements included in Part I, Item 1 of this Form 10-Q.

Item 3. Quantitative and Qualitative Disclosures About Market Risk

There have been no material changes in our reported market risks and risk management policies since the filing of our 2017 Annual Report on Form 10-K, which was filed with the SEC on March 7, 2018.

Item 4. Controls and Procedures

Disclosure Controls and Procedures
Our management, including our Chief Executive Officer and our Chief Financial Officer, carried out an evaluation of the effectiveness of the design and operation of our disclosure controls and procedures (as defined in Exchange Act Rule 13a-15(e)) under the Securities Exchange Act of 1934 (“Exchange Act”) as of the end of the period covered by this report. Based on that evaluation, our Chief Executive Officer and Chief Financial Officer concluded that, as of the end of the period covered by this report, disclosure controls and procedures were effective to ensure that information required to be disclosed in the reports filed or submitted by us under the Exchange Act is recorded, processed, summarized and reported within the time periods specified by the Securities and Exchange Commission’s rules and forms and that such information is accumulated and communicated to management, including our Chief Executive Officer and Chief Financial Officer, as appropriate, to allow timely decisions regarding required disclosures.While reasonable assurance is a high level of assurance, it does not mean absolute assurance. Disclosure controls and internal control over financial reporting cannot prevent or detect all errors, misstatements or fraud. In addition, the design of a control system must recognize that there are resource constraints, and the benefits associated with controls must be proportionate to their costs.

Changes in Internal Control Over Financial Reporting
During the first quarter of 2018, there were no changes in our internal control over financial reporting identified in connection with the above evaluation required by Exchange Act Rule 13a-15 or 15d-15, except those disclosed below, that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

Beginning January 1, 2018, we implemented ASC 606, Revenue from Contracts with Customers. Although the new revenue standard is not expected to have a material impact on our ongoing net income, we did implement changes to our processes related to revenue recognition and the control activities within them. These included the development of new policies based on the five-step model provided in the new revenue standard, ongoing assessment of any variable consideration, new training, ongoing contract review requirements, and gathering of information provided for disclosures.

PART II - OTHER INFORMATION

Item 1. Legal Proceedings

See Note 12 of Notes to Consolidated Financial Statements included in Part 1, Item 1 of this report.

Item 1A. Risk Factors

There have been no changes in our reported risk factors since the filing of our 2017 Annual Report on Form 10-K, which was filed with the SEC on March 7, 2018.

Item 6. Exhibits

The following exhibits are filed herewith and this list is intended to constitute the exhibit index:

10.1	Summary of Compensation Arrangements for Non-Employee Directors as of January 1, 2018
31.1	Certification of Chief Executive Officer of Craft Brew Alliance, Inc. pursuant to Exchange Act Rule 13a-14(a)
31.2	Certification of Chief Financial Officer of Craft Brew Alliance, Inc. pursuant to Exchange Act Rule 13a-14(a)
32.1	Certification pursuant to Exchange Act Rule 13a-14(b) and 18 U.S.C. Section 1350
99.1	Press Release dated May 9, 2018
101.INS	XBRL Instance Document
101.SCH	XBRL Taxonomy Extension Schema Document
101.CAL	XBRL Taxonomy Extension Calculation Linkbase Document
101.DEF	XBRL Taxonomy Extension Definition Linkbase Document
101.LAB	XBRL Taxonomy Extension Label Linkbase Document
101.PRE	XBRL Taxonomy Extension Presentation Linkbase Document

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

CRAFT BREW ALLIANCE, INC.

May 9, 2018

By: /s/ Edwin A. Smith

Edwin A. Smith
Corporate Controller and
Principal Accounting Officer

EXHIBIT 10.1

**SUMMARY OF COMPENSATION ARRANGEMENTS
FOR NON-EMPLOYEE DIRECTORS**

As of January 1, 2018, non-employee directors are entitled to receive stock-based and cash compensation for their service on the Board of Directors as follows:

Stock-Based Compensation:
Effective immediately before the 2018 Annual Meeting of Shareholders, each non-employee director will receive an annual grant of fully-vested shares of our common stock with a fair value of $47,500, other than the Chairman of the Board, who will receive a fully-vested stock grant with a fair value of $70,000.

Cash Compensation:
Each non-employee director receives an annual cash retainer of $42,500, other than the Chairman of the Board, who receives an annual cash retainer of $65,000, in each case payable quarterly.

Additional cash compensation for participation on Board committees is also paid quarterly. The Chair of the Audit Committee receives an annual cash retainer of $15,000, while other members of the Audit Committee receive $5,000. The Chairs of the Nominating and Governance, Compensation, and Strategic Planning Committees each receive an annual cash retainer of $10,000. Other members of the Compensation Committee receive an annual cash retainer of $3,000, while each member of the Nominating and Governance Committee and the Strategic Planning Committee receives an annual retainer of $2,000.

EXHIBIT 31.1

CERTIFICATION

I, Andrew J. Thomas, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Craft Brew Alliance, Inc. (the "Registrant");

2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;

3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the Registrant as of, and for, the periods presented in this report;

4. The Registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the Registrant and we have:

   a. Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the Registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;

   b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;

   c. Evaluated the effectiveness of the Registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and

   d. Disclosed in this report any change in the Registrant's internal control over financial reporting that occurred during the Registrant's most recent fiscal quarter (the Registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the Registrant's internal control over financial reporting; and

5. The Registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the Registrant's auditors and the audit committee of the Registrant's board of directors (or persons performing the equivalent functions):

   a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the Registrant's ability to record, process, summarize and report financial information; and

   b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the Registrant's internal control over financial reporting.

Date: May 9, 2018

By: /s/ Andrew J. Thomas

Andrew J. Thomas

Chief Executive Officer

EXHIBIT 31.2

CERTIFICATION

I, Joseph K. Vanderstelt, certify that:

1. I have reviewed this quarterly report on Form 10−Q of Craft Brew Alliance, Inc. (the "Registrant");

2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;

3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the Registrant as of, and for, the periods presented in this report;

4. The Registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a−15(e) and 15d−15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a−15(f) and 15d−15(f)) for the Registrant and we have:

   a. Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the Registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;

   b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;

   c. Evaluated the effectiveness of the Registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and

   d. Disclosed in this report any change in the Registrant's internal control over financial reporting that occurred during the Registrant's most recent fiscal quarter (the Registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the Registrant's internal control over financial reporting; and

5. The Registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the Registrant's auditors and the audit committee of the Registrant's board of directors (or persons performing the equivalent functions):

   a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the Registrant's ability to record, process, summarize and report financial information; and

   b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the Registrant's internal control over financial reporting.

Date: May 9, 2018

By: /s/ Joseph K. Vanderstelt

Joseph K. Vanderstelt

Chief Financial Officer

EXHIBIT 32.1

CERTIFICATION PURSUANT TO
18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES–OXLEY ACT OF 2002

In connection with the Quarterly Report of Craft Brew Alliance, Inc. (the "Registrant") on Form 10-Q for the quarter ended March 31, 2018, as filed with the Securities and Exchange Commission on May 9, 2018 (the "Report"), Andrew J. Thomas, the Chief Executive Officer of the Registrant, and Joseph K. Vanderstelt, the Chief Financial Officer of the Registrant, each hereby certifies, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that, to his knowledge:

1. The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934, as amended; and

2. The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Registrant.

Date: May 9, 2018

BY: /s/ Andrew J. Thomas
Andrew J. Thomas
Chief Executive Officer
(Principal Executive Officer)

BY: /s/ Joseph K. Vanderstelt
Joseph K. Vanderstelt
Chief Financial Officer
(Principal Financial Officer)

FOR IMMEDIATE RELEASE

CRAFT BREW ALLIANCE REPORTS STRONG FIRST QUARTER RESULTS FUELED BY INCREASES IN NET SALES, GROSS MARGIN, AND EPS

Kona Big Wave continues to outperform craft segment with 22% depletions growth

Portland, Ore. (May 9, 2018) - Craft Brew Alliance, Inc. (“CBA”) (Nasdaq: BREW), a leading craft brewing company, today announced financial results for the first quarter ended March 31, 2018 and reconfirmed guidance for the full year. CBA delivered net sales growth of 7% in the first quarter, along with strong revenue per barrel increases and improvement in beer-related costs per barrel that generated a 310-basis point expansion in gross margin over the first quarter in 2017. These improvements, coupled with disciplined cost management, helped drive a 112% increase in CBA’s first quarter operating income.

Harnessing the Power of Kona’s Liquid Aloha
As more breweries and brands compete for consumers’ share of mind, Kona’s flagship Big Wave Golden Ale continued to outperform the craft market, with global depletions up 22% in the first quarter. Kona’s overall depletion growth of 3% reflects continued strong demand both domestically and internationally, for Kona’s distinctive portfolio that addresses consumer demand for both flavor and sessionability. In the first quarter, Kona also introduced a new year-round offering, Kanaha Blonde Ale, a refreshing 99-calorie beer with a hint of mango that is available nationwide.

Unlocking Value through our AB Partnership
We continued to leverage our enhanced agreements with Anheuser-Busch (“AB”), with CBA brands participating in key wholesaler focus programs to support the upcoming summer selling season as we realized ongoing cost efficiencies through producing and shipping beer from AB’s Fort Collins brewery.

Leveraging Improved Financial Fundamentals
CBA delivered first quarter net sales growth of 7%, gross profit improvement of 19%, and gross margin of 31.7%, including beer gross margin of 35.5%. These results reflect the significant operational achievements we completed last year to optimize our brewery footprint with the transition out of Memphis, closure and sale of our Woodinville facility, and start-up of brewing operations in Fort Collins, while simultaneously reducing wholesaler inventories by over 30%. As a result of our successful cost management and improved financial fundamentals, we are now able to increase investment behind our brands to further strengthen the top line.

Select financial highlights for the first quarter 2018:

- Depletions for Kona grew 3% in the first quarter, while overall CBA depletions were down 4% for the quarter, compared to the same period in 2017.
- CBA’s shipments increased 9%, reflecting a soft comparison to lower shipment volumes in the first quarter of 2017 due to a significant effort to reduce our wholesaler inventories by more than 30%. The health of our first quarter 2018 shipments, achieved while maintaining optimum wholesaler inventory levels, supports our distribution partners who are addressing complexity and space constraints associated with today’s competitive market, while giving CBA further flexibility to meet demand.
- Net sales increased 7% to $47.5 million in the first quarter, primarily attributed to increases in shipment volume and average unit pricing and partially offset by the non-recurrence of a $1.7 million contract brewing volume shortfall fee received from Pabst in the first quarter of 2017.
- Gross profit increased by 19%, to $15.1 million, and gross margin increased by 310 basis points to 31.7% compared to the first quarter in 2017. Our beer gross margin expanded to 35.5%, primarily due to increases

in average unit pricing and shipment volume, as well as improved operating efficiencies as a result of our brewery footprint optimization.
- Selling, general and administrative expense ("SG&A") for the first quarter was $14.7 million, a 5% decrease compared to the first quarter of 2017, which primarily reflects the impact of a $0.5 million gain realized on the sale of our Woodinville facility completed in the first quarter this year, as well as timing of sales and marketing initiatives.
- Diluted earnings per share was $0.01 for the first quarter, an improvement of $0.10 over the first quarter diluted net loss per share of $0.09 in 2017, reflecting an effective tax rate of 27.8%.

"CBA's solid first quarter results underscore the improved health of our company by combining sustained strength for Kona, anchored by a 22% increase in flagship Big Wave, with exceptional company-wide cost management and efficiency gains," said CBA CEO Andy Thomas. "We are now in a stronger position than ever to increase investments behind our Kona plus strategy as we explore new avenues for growth in this transformed and ever-changing competitive marketplace."

Anticipated financial highlights for 2018:
As CBA's first quarter performance was in line with our expectations, we are reaffirming our 2018 guidance as follows:

- Total CBA depletion change ranging between a decline of 2% and an increase of 3%.
- Shipments ranging between a decrease of 2% and increase of 3%, which reflects ongoing progress to align our supply chain.
- Average price increases of 1% to 3%, reflecting improvements in revenue management and lower federal excise taxes.
- Total gross margin rate of 32.0% to 35.0%, reflecting increases in net revenue per barrel, continued improvements in brewery operations, lower fixed overhead, and ongoing efforts to stabilize pub operations.
- SG&A expense ranging from $59 million to $61 million, as we continue to reinvest cost savings into our brands and expand our consumer and trade marketing programming.
- Capital expenditures of approximately $16 million to $19 million, which reflects continued work on the new Kona brewery and the addition of a new canning line in our Portland brewery.
- Effective tax rate of 27%.

"We're seeing the building blocks of CBA's financials come together in a way that truly reinforces the strengthening of our company as an outcome of the team's hard work," said CBA CFO Joe Vanderstelt. "These results could not have come together at a more important time in our business as we look for opportunities to grow the topline by strategically investing in our brands in an otherwise challenging segment."

Forward-Looking Statements
Statements made in this press release that state the Company's or management's intentions, hopes, beliefs, expectations or predictions of the future, including depletions, shipments and sales growth, price increases, and gross margin rate improvement, the level and effect of SG&A expense and business development, anticipated capital spending, our effective tax rate, and the benefits or improvements to be realized from strategic initiatives and capital projects, are forward-looking statements. It is important to note that the Company's actual results could differ materially from those projected in such forward-looking statements. Additional information concerning factors that could cause actual results to differ materially from those in the forward-looking statements is contained from time to time in the Company's SEC filings, including, but not limited to, the Company's report on Form 10-K for the year ended December 31, 2017. Copies of these documents may be found on the Company's website, www.craftbrew.com, or obtained by contacting the Company or the SEC.

About Craft Brew Alliance
Craft Brew Alliance (CBA) is an independent craft brewing company that brews, brands, and brings to market world-class American craft beers.

Our distinctive portfolio combines the power of Kona Brewing Company, a dynamic, growing national craft beer brand, with strong regional breweries and innovative lifestyle brands, Appalachian Mountain Brewery, Cisco Brewers, Omission Brewing Co., Redhook Brewery, Square Mile Cider Co., Widmer Brothers Brewing, and Wynwood Brewing Co. CBA nurtures the growth and development of its brands in today's increasingly competitive beer market through our state-of-the-art brewing and distribution capability, integrated sales and marketing infrastructure, and strong focus on partnerships, local community and sustainability.

Formed in 2008, CBA is headquartered in Portland, Oregon and operates breweries and brewpubs across the U.S. CBA beers are available in all 50 U.S. states and 30 different countries around the world. For more information about CBA and our brands, please visit www.craftbrew.com.

Contact:
Jenny McLean
Director of Communications
Craft Brew Alliance, Inc.
(503) 331-7248
jenny.mclean@craftbrew.com

Craft Brew Alliance, Inc.
Condensed Consolidated Statements of Operations
(Dollars and shares in thousands, except per share amounts)
(Unaudited)

	Three Months Ended March 31,	
	2018	**2017**
Sales	$ 50,085	$ 46,766
Less excise taxes	2,598	2,464
Net sales	47,487	44,302
Cost of sales	32,416	31,633
Gross profit	15,071	12,669
As percentage of net sales	31.7 %	28.6%
Selling, general and administrative expenses	14,748	15,469
Operating income (loss)	323	(2,800)
Interest expense	(134)	(181)
Other income, net	34	3
Income (loss) before income taxes	223	(2,978)
Income tax provision (benefit)	62	(1,191)
Net income (loss)	$ 161	$ (1,787)
Basic and diluted net income (loss) per share	$ 0.01	$ (0.09)
Weighted average shares outstanding:		
Basic	19,310	19,261
Diluted	19,488	19,261
Total shipments (in barrels):		
Core Brands	160,600	148,200
Contract Brewing	6,400	4,600
Total shipments	167,000	152,800
Change in depletions (1)	(4)%	0%

(1) Change in depletions reflects the period-over-period change in barrel volume sales of beer by wholesalers to retailers.

Craft Brew Alliance, Inc.
Condensed Consolidated Balance Sheets
(In thousands)
(Unaudited)

	March 31, 2018	March 31, 2017
Current assets:		
Cash, cash equivalents and restricted cash	$ 2,814	$ 145
Accounts receivable, net	28,569	22,430
Inventory, net	15,910	21,030
Other current assets	2,508	3,513
Total current assets	49,801	47,118
Property, equipment and leasehold improvements, net	104,394	120,477
Goodwill	12,917	12,917
Intangible, equity method investment and other assets, net	20,779	19,392
Total assets	$ 187,891	$ 199,904
Current liabilities:		
Accounts payable	$ 15,012	$ 17,921
Accrued salaries, wages and payroll taxes	4,692	5,955
Refundable deposits	4,291	6,502
Deferred revenue	4,035	2,185
Other accrued expenses	3,742	2,239
Current portion of long-term debt and capital lease obligations	802	1,502
Total current liabilities	32,574	36,304
Long-term debt and capital lease obligations, net of current portion	10,124	26,572
Other long-term liabilities	14,067	18,746
Total common shareholders' equity	131,126	118,282
Total liabilities and common shareholders' equity	$ 187,891	$ 199,904

Craft Brew Alliance, Inc.
Condensed Consolidated Statements of Cash Flows
(In thousands)
(Unaudited)

	Three Months Ended March 31,	
	2018	**2017**
Cash flows from operating activities:		
Net income (loss)	$ 161	$ (1,787)
Adjustments to reconcile net income (loss) to net cash provided by operating activities:		
Depreciation and amortization	2,736	2,895
(Gain) loss on sale or disposal of Property, equipment and leasehold improvements	(516)	3
Deferred income taxes	(605)	(1,207)
Other, including stock-based compensation	558	529
Changes in operating assets and liabilities:		
Accounts receivable, net	(285)	1,578
Inventories	(1,791)	(1,926)
Other current assets	1,128	(1,018)
Accounts payable and other accrued expenses	3,015	2,946
Accrued salaries, wages and payroll taxes	(1,185)	988
Refundable deposits	(475)	36
Net cash provided by operating activities	2,741	3,037
Cash flows from investing activities:		
Expenditures for Property, equipment and leasehold improvements	(1,104)	(1,965)
Proceeds from sale of Property, equipment and leasehold improvements	22,456	—
Restricted cash from sale of Property, equipment and leasehold improvements	515	—
Net cash provided by (used in) investing activities	21,867	(1,965)
Cash flows from financing activities:		
Principal payments on debt and capital lease obligations	(174)	(131)
Net repayments under revolving line of credit	(22,199)	(1,238)
Net cash used in financing activities	(22,373)	(1,369)
Increase (decrease) in Cash, cash equivalents and restricted cash	2,235	(297)
Cash, cash equivalents and restricted cash, beginning of period	579	442
Cash, cash equivalents and restricted cash, end of period	$ 2,814	$ 145

Craft Brew Alliance, Inc.
Select Financial Information on a Trailing Twelve-Month Basis
(Dollars in thousands, except per share amounts)
(Unaudited)

	Twelve Months Ended March 31, 2018	Twelve Months Ended March 31, 2017	Change	% Change
Net sales	$ 210,641	$ 207,587	$ 3,054	1.5 %
Gross profit	$ 67,660	$ 63,551	$ 4,109	6.5 %
As percentage of net sales	32.1 %	30.6%	150 bps	
Selling, general and administrative expenses	59,742	60,769	(1,027)	(1.7)%
Operating income	$ 7,918	$ 2,782	$ 5,136	184.6 %
Net income	$ 11,471	$ 1,102	$ 10,369	940.9 %
Basic and diluted net income per share	$ 0.59	$ 0.06	$ 0.53	883.3 %
Total shipments (in barrels):				
Core Brands	743,000	754,700	(11,700)	(1.6)%
Contract Brewing	19,500	24,100	(4,600)	(19.1)%
Total shipments	762,500	778,800	(16,300)	(2.1)%
Change in depletions (1)	(2)%	0%		

(1) Change in depletions reflects the period-over-period change in barrel volume sales of beer by wholesalers to retailers.

Supplemental Disclosures Regarding Non-GAAP Financial Information

Craft Brew Alliance, Inc.
Reconciliation of Adjusted EBITDA to Net income (loss)
(In thousands)
(Unaudited)

	Three Months Ended March 31, 2018	Three Months Ended March 31, 2017
Net income (loss)	$ 161	$ (1,787)
Interest expense	134	181
Income tax provision (benefit)	62	(1,191)
Depreciation expense	2,693	2,830
Amortization expense	43	65
Stock-based compensation	485	357
Loss on disposal of assets	(516)	3
Adjusted EBITDA	$ 3,062	$ 458

CBA has presented Adjusted Earnings before Interest, Taxes, Depreciation and Amortization ("Adjusted EBITDA") in these tables to provide investors with additional information to evaluate our operating performance on an ongoing basis using criteria that are used by management. We define Adjusted EBITDA as net income (loss) before interest, income taxes, depreciation and amortization, stock-based compensation and other non-cash charges, including loss on impairment of assets and net gain or loss on disposal of property, equipment and leasehold improvements. We use Adjusted EBITDA, among other measures, to evaluate operating performance, to plan and forecast future periods' operating performance, and as an incentive compensation target for certain management personnel.

As Adjusted EBITDA is not a measure of operating performance or liquidity calculated in accordance with generally accepted accounting principles in the United States of America ("GAAP"), this measure should not be considered in isolation of, or as a substitute for, net income (loss) as an indicator of operating performance, or net cash provided by (used in) operating activities as an indicator of liquidity. The use of Adjusted EBITDA instead of net income (loss) has limitations as an analytical tool, including the inability to determine profitability; the exclusion of interest expense and associated cash requirements, given the level of our indebtedness; and the exclusion of depreciation and amortization which represent significant and unavoidable operating costs, given the capital expenditures needed to maintain our operations. We compensate for these limitations by relying on GAAP results. Our computation of Adjusted EBITDA may differ from similarly titled measures used by other companies. As Adjusted EBITDA excludes certain financial information compared with net income (loss) and net cash provided by (used in) operating activities, the most directly comparable GAAP financial measures, users of this financial information should consider the types of events and transactions which are excluded. The table above shows a reconciliation of Adjusted EBITDA to net income (loss).