

George Pardo – Broker Associate

George is a former corporate officer, shareholder, and division head for The Parksite Group (TPG), a mid-sized wholesale distributor based outside Chicago and with branches throughout the mid-west, northeast, and southeast. He is also the former owner of Vitrastone, a small but national eco-concrete manufacturer based in Durango, Colorado.



In his 16-year career at TPG, George was an award winning business development leader, recognized for high growth in new channels and creativity in establishing routes to market. His experience in wholesale distribution includes several years of P&L responsibility, company-leading EBITDA and ROIC results, Mergers & Acquisitions, and a seat on the company's five-member Executive Committee. During George's tenure at TPG, the company grew from less than \$15MM to over \$400MM through substantial organic growth and multiple mergers & acquisitions.

George earned a bachelor's degree from the University of Florida, holds a Colorado Real Estate License, and is currently pursuing a Certified Business Intermediary designation from the International Business Broker's Association (IBBA). George lives in Evergreen with his wife and two sons and is an avid golfer, mountain biker, and skier. He sits on the board of Rocky Mountain Academy of Evergreen, and is the treasurer for Stingers Soccer Club.

"My early career provided a terrific education for a business intermediary - extensive financial responsibility and long-term collaboration with small business customers to reach our unique and mutual business goals."

Here's what George's former customers have to say about him:

"I have met very few people in my career that have always exceeded my professional expectations. I would put George at the top of my short list. In my years of working with him, his dedication, knowledge and skills both impressed me and added greatly to my bottom line. I cannot emphasize enough my regard for George as a business "partner". December 1, 2011 Skip Fritz, Owner H.I.S. Cabinetry – Customer and Channel Partner for ten years.

"George's strong business acumen, decisive leadership, and high level organizational development skills define his professional character. He values the relationship dynamic and builds trust through honesty and integrity. I have the utmost respect for George and his abilities in the business world. He was and will be a highly valued asset of any business or organization that is fortunate enough to have him on their team." December 4, 2011 Rod Rodriguez, Former General manager at Surface Technology Corp. – Customer and Channel Partner for three years.

Please contact George at (303) 406-1818 (george@fbb.com) with your questions about buying, selling, and valuing a business. Consultations are confidential and without obligation.