

# SCHEDULE OF BUSINESSES AVAILABLE

February 2019

Presented By: **THE FBB GROUP, LTD.**

Colorado's Premier M&A Advisory Firm  
Inspiring Business Relationships Since 1982!

303 S. Cascade Ave., Suite 200  
Colorado Springs, CO 80903

## Table of Contents

Service	2
Distribution	3
Food & Beverage	3
Construction Related	4
Adventure/Outdoor Recreation	5
Healthcare	6
Automotive	6
Footnotes/Legend	7

## New Engagements

## Changes

<b>B2B Specialty Equipment Service Business—#1618</b>	<b>4</b>
<b>Two High-Cash Flow Auto Repair Shops—#2218/2318</b>	<b>6</b>
<b>Specialty Vehicle Maintenance and Repair—#1718</b>	<b>6</b>

**ONE PAGE SUMMARIES ARE AVAILABLE ON OUR WEBSITE AT: [WWW.FBB.COM](http://WWW.FBB.COM)**

Footnotes are provided on the last page.





**SERVICE**

## Commercial Maintenance Service - #2018

**About This Business**

This well-established and respected Denver area business provides unparalleled service to its long-term commercial customers. Approximately 90% of the work performed is recurring. The company is set up to attract commercial clients seeking reputable, insured, and capable professional service. Relocatable, although its current location is centrally located near the bulk of its customers.

**Business Attributes**

- Recurring, year-round revenue
- Efficient processes and procedures
- Experienced and well-trained staff
- Leased Denver area facility

**Financial Information**

**Gross Sales** \$1,208,781  
**SDE** \$238,809

Financial information above reflects 2017 yearend numbers. Jan-Oct Gross Sales of \$1,302,667 are up 28% over the same period of 2017; SDE of \$304,457 is up 34%.

**Asking Price** \$895,000  
**Down Payment** \$179,000

**Contact** Scott Densmore  
scott@fbb.com

## Two Highly Profitable Fitness Centers - #318 and #418

**About This Business**

These two well-established, non-franchise fitness centers have demonstrated increased profitability year after year. Location #1 became profitable quickly and continues to consistently generate good cash flow. Location #2 opened its doors a few years later and is now profitable. Both locations have well-trained managers/staff in place. The asking price is for both locations, but the sellers will entertain the sale of each location separately.

**Business Attributes**

- Independently owned
- Recurring revenue with history of growth
- Well-maintained equipment is owned; not leased
- Good growth potential
- Great locations

**Financial Information**

**Gross Sales** \$1,942,944  
**SDE** \$679,858

Financial information above reflects 2017 yearend numbers.

**Asking Price** \$2,795,000  
**Down Payment** \$440,000

**Contact** Rob Amerine  
rob@fbb.com

## Full-Service Provider of Electronic Systems - #1118

**About This Business**

**RECURRING REVENUE!** This B2B service company installs and services fire alarm, security alarm, and communication systems. It is well known in the industry for providing best in class design, engineering, installation, and monitoring services throughout the state of Colorado. Thriving since its inception over 30 years ago, the company has prized relationships with large organizations that rely on its expertise in new installations and ongoing service.

**Business Attributes**

- Well established with history of increasing sales and profits
- Loyal customer base
- Go-to source for system design
- Knowledgeable, credentialed staff
- Colorado Front Range real estate available to purchase with the business

**Financial Information**

**Gross Sales** \$1,689,613  
**SDE** \$365,942

Financial information above reflects 2017 yearend numbers.

Sales through September of 2018 up 8.6% over the same period in 2017.

**Asking Price** \$1,585,000  
**Down Payment** \$400,000

**Real Estate** \$435,000

**Contact** Mem Garrison  
mem@fbb.com



**DISTRIBUTION**

**eCommerce Distributor of Consumables - #918**

**About This Business**

This business specializes in commercial distribution of office-related consumables. This rapidly growing business is set up to offer its services not only nationwide, but also internationally.

Excellent opportunity for not only a synergistic acquirer, but also an entrepreneur looking for the next venture.

**Business Attributes**

- History of growth in sales and profits
- Recurring revenue stream
- Preferred provider to numerous clients
- Rocky Mountain location

**Financial Information**

<b>Gross Sales</b>	<b>\$25+ million</b>
<b>Adj. EBITDA</b>	<b>\$1.1+ million</b>

Financial information above reflects 2017 yearend numbers.

Sales of \$24.7+M for the first ten months of 2018 were up nearly 10% over the same period in 2017; Adjusted EBITDA of \$1.2M was up 34%!

**Asking Price/Terms** **TBS**

**Contact** Mem Garrison  
mem@fbb.com

**FOOD & BEVERAGE**

**Historic Full-Service Bar/Restaurant - #1318**

**About This Business**

**SBA Prequalified!** This well-known southern Colorado sports bar and restaurant has consistently been voted one of the best in the city. Operating at the same location for nearly 40 years, this unique establishment has become a favorite for both locals and tourists who continue to offer great online reviews.

With an experienced head chef in place and a seasoned wait staff, we believe a new owner/operator with restaurant experience or an industry buyer looking for a great location could successfully operate this proven and profitable business. Real estate is also available to purchase.

**Business Attributes**

- Well established local name
- Veteran managers in place
- Local award winner in many categories
- Loyal customers (4/5-star rating on Yelp/Google)
- Prime, high traffic location
- Real estate, with an estimated value of \$1.12 million, available to purchase with business

**Financial Information**

<b>Gross Sales</b>	<b>\$1,502,395</b>
<b>Adj. EBITDA</b>	<b>\$192,756</b>

Financial information above reflects 2017 yearend numbers.

<b>Asking Price</b>	<b>\$625,000</b>
<b>Down Payment</b>	<b>\$125,000</b>

**Real Estate** **\$1,120,000**

**Contact** Rob Amerine  
rob@fbb.com



**CONSTRUCTION RELATED**

## Landscape, Irrigation, and Erosion Control - #2118

**About This Business**

Well established company offers comprehensive environmental solutions, erosion control, perimeter control, and revegetation solutions for government entities, commercial developers, and the mining, oil, and gas industries. Specialized in storm water management and landscape and irrigation projects, they have several on-going maintenance agreements, including snow removal services. Most orders are from general contractors representing government agencies.

**Business Attributes**

- Backlog of approx. \$9 million
- Experienced management team
- Licensed in five states
- Rocky Mountain Region
- Building/Yard available to lease

**Financial Information**

<b>Gross Sales</b>	<b>\$5,733,205</b>
<b>Adjusted EBITDA</b>	<b>\$1,430,539</b>

2018 YTD Sept. 30 Sales of \$3.7+M; SDE of \$873k.

**Asking Price/Terms**      **\$5,495,000**

**Contact** Mem Garrison  
mem@fbb.com

## B2B Specialty Equipment Service Business - #1618

**About This Business**

This **RELOCATABLE** value-added company provides custom park and playground equipment from around the world. With a focus on fun, creativity, and safety, it services landscape architects, general contractors/developers, parks departments, amusement parks, schools, child care centers, and HOAs...not individual homeowners.

**Business Attributes**

- Steady growth of sales and profits
- Well-earned reputation for quality and service
- Rocky Mountain Region
- Home-based business is relocatable within its market territory

**Financial Information**

<b>Gross Sales</b>	<b>\$3,043,351</b>
<b>SDE</b>	<b>\$934,531</b>

Financial information above reflects preliminary 2018 yearend numbers.

**Asking Price/Terms**      **TBS**

**Contact** Mem Garrison  
mem@fbb.com



**ADVENTURE/OUTDOOR RECREATION**

**Outdoor Adventure Sports Outfitter #1518**

**About This Business**

This very profitable, top-rated outfitter includes not only two very different adventures, but several parcels of real estate, vacation homes, and a bar and grill – and there’s room for expansion! It’s the full deal when looking for outdoor entertainment in the state of Colorado. Top selling entertainment for individuals, families, and groups.

Ideal acquisition candidate for investor or synergistic acquirer.

**Business Attributes**

- Rated Colorado's #1 of its type
- Exceptional team of experienced guides
- Well established and growing
- Well-trained staff in place
- Expansion capabilities
- Real estate with estimated value of \$9.5M included in sale

**Financial Information**

<b>Gross Sales</b>	<b>\$3,623,812</b>
<b>Adj. EBITDA</b>	<b>\$887,951</b>

Financial information above reflects 2017 yearend numbers.

**Asking Price/Terms** **TBS**

**Contact** Mem Garrison  
mem@fbb.com

**HEALTHCARE**

**Relocatable! Scientific Contract Research Services - #1517**

**About This Business**

Founded in 2000, this biopharmaceutical company develops testing kits for both academic and government entities to measure the potential toxic side effects for stem cell research. Many top biopharmaceutical companies utilize this technology to effectively test and predict toxicity and potential damage to cells.

Because clients are spread out across the U.S., the current production lab could be moved to another location.

**Business Attributes**

- Scalable business model
- End-to-end processing lab
- Long term customers
- Over 1,600 products
- 7 active patents
- Licensing opportunities

**Financial Information**

<b>Gross Sales</b>	<b>\$667,653</b>
<b>SDE</b>	<b>\$92,067</b>

Gross Sales and SDE reflect a 4-year average.

**Asking Price** **\$1,500,000**  
**Down Payment** **\$1,500,000**

**Contact** Rob Amerine  
rob@fbb.com



**AUTOMOTIVE**

## Specialty Vehicle Maintenance and Repair - #1718

**About This Business**

Established vehicle repair business specializes in class 6, 7, and 8 truck products and repairs for commercial accounts, and the general public. The company is able to accommodate very large vehicles, and provides the best full-service truck parts and repairs to Southern Colorado. The customer base is well diversified with the top commercial account responsible for just 11% of gross sales, the next 10 largest commercial accounts make up just over 20% of total sales.

**Business Attributes**

- Well-established with a long history in business
- Great reputation
- 70% commercial / 30% consumer
- State-of-the-art equipment and processes
- Trained, tenured technicians
- Real estate available to purchase or lease

**Financial Information**

<b>Gross Sales</b>	<b>\$2,114,591</b>
<b>SDE</b>	<b>\$461,031</b>

Gross Sales and SDE reflect Jan-Dec 2018.

<b>Asking Price/Terms</b>	<b>\$1,295,000</b>
<b>Down Payment</b>	<b>\$200,000</b>
<b>Real Estate</b>	<b>\$598,000</b>
<b>Down Payment</b>	<b>\$60,000</b>

**Contact** Rob Amerine  
rob@fbb.com

## Two High-Cash Flow Auto Repair Shops - #2218/2318

**About This Business**

Both high traffic locations have been in business 15+ years and have outstanding reputations. This nationally-branded chain brings quality name-recognition and low licensing fees. It is a recession-resistant business with the opportunity for growth. The seller would entertain selling each location individually; however, there are clear synergies involved with owning both locations, including purchasing, marketing, accounting, and employee sharing.

**Business Attributes**

- Prime metro Denver locations
- Strong cash-flow
- Well-trained, reliable staff
- Clear growth opportunities
- **Pre-qualified for SBA financing**

**Financial Information**

<b>Gross Sales</b>	<b>\$2,493,869</b>
<b>SDE</b>	<b>\$435,093</b>

Financial information above reflects yearend 2018 numbers.

<b>Asking Price/Terms</b>	<b>\$1,395,000</b>
<b>Down Payment</b>	<b>\$280,000</b>

**Contact** Gary Curran  
gary@fbb.com

## Specialty Automotive Repair - #618

**About This Business**

Providing over 55 years of quality service, this highly respected and well maintained full-service automotive repair shop primarily services high-end foreign model vehicles. There is opportunity for expansion into the adjacent property.

This business has two parcels of real estate. The main parcel is to be purchased with the business. The second parcel is optionally available for purchase, but will not be sold separate from the business.

**Business Attributes**

- November 2018 YTD Gross Sales increased over 13% compared to same period in 2017
- Well established and profitable
- Owner retiring
- Niche market
- Colorado Springs

**Financial Information**

<b>Gross Sales</b>	<b>\$240,059</b>
<b>SDE</b>	<b>\$100,218</b>

Financial information above reflects 2017 yearend numbers.

<b>Asking Price</b>	<b>\$199,500</b>
<b>Down Payment</b>	<b>\$92,400</b>
<b>Real Estate</b>	<b>\$249,000</b>
<b>Optional Real Estate</b>	<b>\$331,000</b>

**Contact** Scott Densmore  
scott@fbb.com



**Footnotes and Legend to the Schedule of Businesses**

**TBS (To be suggested by Purchaser)** - Seller, in his/her sole discretion, has the right to accept or reject all offers.

**Down Payment** - Down Payments are estimated and assuming purchaser qualifies for SBA financing in most cases.

**SDE (Seller's Discretionary Earnings)** - A calculation showing the cash flow generated by the business for the most recent tax year, unless otherwise indicated, by adding back to the net profit those costs that are discretionary to the Seller. These costs could include the owner's salary and benefits, interest paid on the Seller's notes/debts that are not assumed by the Purchaser, non-cash expenses, such as depreciation (in appropriate situations) and amortization, and certain non-recurring or unusual expenses.

**Adjusted EBITDA (Adjusted Earnings Before Interest, Taxes, Depreciation, and Amortization)** - A calculation showing the cash flow generated by the business for the most recent tax year, unless otherwise indicated, by adding back to the net operating profit interest paid on the Seller's notes/debts that are not assumed by the Purchaser, non-cash expenses, such as depreciation (in appropriate situations) and amortization. In addition, owner's salary and benefits over and above normal would also be added back.

**EBITDA (Earnings Before Interest, Taxes, Depreciation, and Amortization)** - A financial metric used by sophisticated financial buyers, such as Private Equity Groups. EBITDA often implies GAAP accounting.

Details of either the SDE, Adjusted EBITDA, or EBITDA calculations are available for review in each detailed presentation package.