

# SCHEDULE OF BUSINESSES AVAILABLE

June 2019

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

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

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Footnotes are provided on the last page.





**SERVICE**

## Technology Research Services - #2418

### About This Business

This award-winning, technology research and consulting firm is engaged by both small and large IT/software companies that must stay relevant across many different vertical industries including the fast-evolving business intelligence (BI) and cyber-security markets. With a global client base and over 200+ active clients, this business is well diversified and offers a wide array of subscription-based and customized product areas. As a trusted brand and with experienced secondary level management in place, this is an ideal acquisition for a strategic buyer looking to expand into the North American, European, and Asian markets.

### Business Attributes

- Well Branded
- Industry Leader
- International Clients
- Scalable Business Model
- Recurring Revenue
- Secondary Management

### Financial Information

<b>Gross Sales</b>	<b>\$3,399,196</b>
<b>Adj. EBITDA</b>	<b>\$429,389</b>

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

**Contact** Rob Amerine  
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## B2B Service Business - #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 clients.

### Business Attributes

- Leased central Denver location
- Diversified client base
- Scalable
- Recurring revenue
- Owner Retiring
- Pre-qualified for SBA financing

### Financial Information

<b>Gross Sales</b>	<b>\$1,522,216</b>
<b>SDE</b>	<b>\$361,043</b>

Financial information above reflects 2018 year-end numbers.

**Asking Price** **\$895,000**  
**Down Payment** **\$180,000**

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## 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
- Pre-qualified for SBA financing

### Financial Information

<b>Gross Sales</b>	<b>\$1,826,659</b>
<b>SDE</b>	<b>\$599,642</b>

Financial information above reflects 2018 year-end numbers.

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

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## 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

<b>Gross Sales</b>	<b>\$1,778,962</b>
<b>SDE</b>	<b>\$342,630</b>

Financial information above reflects 2018 year-end numbers.

<b>Asking Price</b>	<b>\$1,585,000</b>
<b>Down Payment</b>	<b>\$400,000</b>
<b>Real Estate</b>	<b>\$435,000</b>

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## 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 year-end numbers.

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

**Contact** Mem Garrison  
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**FINANCIAL**

**Top-Ranked Financial Services Franchise - #1019**

**About This Business**

This financial services business was rated one of the top two franchises of 85 national locations. Its performance is due to a prime Front Range location and the exceptional foundation built by the owner. The business has a well-trained staff, including a highly competent general manager, and effective marketing. The Franchisor provides valuable benefits and guidance in this regulated environment. The 2018 sales growth of 20% is on track to repeat in 2019. This business produces excellent cash flow, with low overhead, and low staffing requirements. In addition to high gross sales and cash flow growth, this can be run by a semi-absent owner. The seller has identified multiple opportunities for additional expansion.

**Business Attributes**

- Exceptionally High Margins
- Prime Front Range Location
- Well-Trained Management/Staff
- Can be Run by Semi-Absent Owner
- Sales for the first four months of 2019 were up 21.9% over the same period in 2018. SDE was up 28%!
- Pre-qualified for SBA financing

**Financial Information**

<b>Gross Sales</b>	<b>\$716,496</b>
<b>SDE</b>	<b>\$384,000</b>
<b>Asking Price/Terms</b>	<b>\$795,000</b>
<b>Down Payment</b>	<b>\$160,000</b>

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

**FOOD & BEVERAGE**

**Sports Pub with Real Estate - #1318**

**About This Business**

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 several decades, 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
- Seasoned managers in place
- Local award winner in many categories
- Loyal customers (4/5-star rating on Yelp/Google)
- Prime, high traffic location
- Pre-qualified for SBA financing

**Financial Information**

<b>Gross Sales</b>	<b>\$1,535,096</b>
<b>SDE</b>	<b>\$290,126</b>

Financial information above reflects 2018 year-end numbers.

<b>Business</b>	<b>\$499,000</b>
<b>Down Payment</b>	<b>\$100,000</b>
<b>Real Estate</b>	<b>\$1,100,000</b>
<b>Down Payment</b>	<b>\$120,000</b>

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**AUTOMOTIVE**

## Niche Auto Repair - #819

**About This Business**

This highly respected and well maintained full-service automotive repair shop has been servicing mostly high-end foreign model vehicles for over 55 years. This business brings in customers based solely on its reputation through word-of-mouth referrals. The main parcel of real estate, valued at \$260,000 (subject to appraisal), is to be purchased with the business for a total asking price of \$395,000. The adjacent real estate is optionally available for purchase at \$331,000.

**Business Attributes**

- Owners retiring
- Niche market
- Colorado Springs
- Pre-qualified for SBA financing

**Financial Information**

<b>Gross Sales</b>	<b>\$265,689</b>
<b>SDE</b>	<b>\$101,706</b>

Financial information above reflects year-end 2018 numbers.

<b>Asking Price</b>	<b>\$395,000</b>
<b>Down Payment</b>	<b>\$60,000</b>

**Contact** Scott A. Densmore  
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## Two Profitable "Franchise" Auto Businesses - #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 recession-resistant with strong cash-flow and 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>\$442,600</b>

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

**Contact** Gary Curran  
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## Commercial Vehicle Maintenance and Repair - #1718

**About This Business**

This well-established business specializes in class 6, 7, and 8 truck products and repairs for commercial accounts, as well as the general public. With several large bays, the company is able to accommodate very large vehicles, such as trash and cement trucks. The company is well known for providing 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 over 10% in gross sales. We believe this would make an excellent acquisition candidate for an industry acquirer looking to expand their operation into Southern Colorado, or an individual acquirer with mechanical experience.

**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
- Pre-qualified for SBA financing

**Financial Information**

<b>Gross Sales</b>	<b>\$2,125,338</b>
<b>SDE</b>	<b>\$445,781</b>

Gross Sales and SDE reflect Jan-Dec 2018.

<b>Asking Price</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



**HEALTHCARE**

**Top-Rated Fitness Franchise in Great Location - #619**

**About This Business**

This business is well positioned in one of the fastest growing counties in Colorado and is part of well branded, highly rated, national franchise. The owner has done the hard work including a custom build out, hiring a well-trained staff, and growing its memberships to a profitable level. An industry buyer, health conscience entrepreneur, or passive investor can now capitalize on this opportunity and further realize the rising profits from this monthly recurring revenue business. The owner and staff take pride in the friendly and clean atmosphere intentionally built to attract new members in the area for years to come. The owner has a full-time military career and would like to sell due to possible relocation soon.

**Business Attributes**

- Top-rated franchise
- Strategic location
- Increasing profits
- Growing membership
- Equipment 100% owned
- Well trained staff
- **Pre-qualified for SBA financing**

**Financial Information**

<b>Gross Sales</b>	<b>\$244,662</b>
<b>Asking Price</b>	<b>\$395,000</b>
<b>Down Payment</b>	<b>\$80,000</b>

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**Rapidly Growing CBD National Operation - #519**

**About This Business**

This company is a major player in the CBD oil business. It has become an industry leader with its own complete product line that is sold nationally on a wholesale basis, online, and through its own retail stores. The company's growth has been exponential: 2018 revenues of \$2.7 million increased by 363% over 2017. Year-to-date 2019 revenues are anticipated to exceed \$4 million, with EBITDA to exceed \$1 million. Internal value drivers also include high profit margins, diversified customer base, and exceptional vendor relationships. The company operates with a long-term strategy that includes franchising its brand and products throughout the United States. Multiple franchises have already been sold.

**Business Attributes**

- High quality product line with high profit margins
- Distribution channels already established
- Well-run, professional operation
- In-house sales team, plus strong online presence
- Does not grow or process the hemp

**Financial Information**

<b>Gross Sales</b>	<b>\$2,697,319</b>
<b>SDE</b>	<b>\$760,418</b>
<b>Asking Price/ Terms</b>	<b>To be Suggested</b>

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## 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.

<b>Asking Price</b>	<b>\$1,500,000</b>
<b>Down Payment</b>	<b>\$1,500,000</b>

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## CONSTRUCTION RELATED

## Plumbing & HVAC Business - #719

**NEW**

### About This Business

Established in 2000, this Colorado Springs based business provides new installation services for Plumbing, Gas Piping, HVAC, and related specialty products. This business is well known for being the go-to provider of cutting-edge technology for custom homes. The experienced three-person management team is capable of running the business during periodic Owner vacations. The profits of this business have been increasing and the company is well positioned for further expansion.

### Business Attributes

- Well-diversified product offering
- Gross Sales for Q1 2019 are up over 34% compared to Q1 2018
- **Pre-qualified for SBA financing**

### Financial Information

<b>Gross Sales</b>	<b>\$2,824,971</b>
<b>SDE</b>	<b>\$415,641</b>

<b>Business</b>	<b>\$1,395,000</b>
<b>Down Payment</b>	<b>\$280,000</b>

<b>Real Estate (optional)</b>	<b>\$800,000</b>
<b>Down Payment</b>	<b>\$160,000</b>

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## B2B Value-Added Distributor - #1618

### About This Business

This **RELOCATABLE** value-added distributor 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
- **Pre-qualified for SBA financing**

### Financial Information

<b>SDE (3 yr. average)</b>	<b>\$484,639</b>
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<b>Asking Price/Terms</b>	<b>TBS</b>
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<b>2018</b>	
<b>Gross Sales</b>	<b>\$3,043,351</b>
<b>SDE</b>	<b>\$934,531</b>

Financial information above reflects 2018 year-end numbers.

**Contact** Mem Garrison  
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## Recreational Facility Construction Contractor - #319

### About This Business

Adjusted EBITDA for 2018 is over \$1,400,000 for this elite recreational facility contractor, which serves a specialized high-end niche of the construction industry. It has a backlog of \$8,000,000. The company has very limited competition. It primarily serves the Colorado Front Range, but works throughout the state on major projects that have solid profit margins. The company has long-term client relationships, having been in business for over 30 years. The clients are mainly general contractors, engineering firms and architects. An experienced, well-trained workforce is in place. This business would be appealing to an individual experienced in construction or a construction-related firm looking to expand. The real estate is available for purchase. The business will qualify for a long-term SBA guaranteed loan with a relatively low down payment and provide the purchaser a cash on cash return on investment of about 90%. Working capital of \$500,000 Accounts Receivable and \$125,000 Inventory is included in the transaction.

### Business Attributes

- Long-term client relationships
- Experienced, well-trained workforce
- Limited competition in niche segment
- Does major projects with solid profit margins
- **Pre-qualified for SBA financing**

### Financial Information

<b>Gross Sales</b>	<b>\$6,206,958</b>
<b>Adjusted EBITDA</b>	<b>\$1,441,534</b>
<b>Business</b>	<b>\$3,950,000</b>
<b>Real Estate</b>	<b>\$450,000</b>
<b>Asking Price</b>	<b>\$4,400,000</b>
<b>Down Payment</b>	<b>\$660,000</b>

**Contact** Ron Brasch  
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## 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 \$3.7M+;  
Adjusted EBITDA of \$873k.

<b>Asking Price</b>	<b>\$5,495,000</b>
<b>Down Payment</b>	<b>\$1,500,000</b>

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

**TBS (To be suggested by Purchaser)**

**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.