

SCHEDULE OF BUSINESSES AVAILABLE

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

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

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Changes

ONE PAGE SUMMARIES ARE AVAILABLE ON OUR WEBSITE AT: WWW.FBB.COM

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

Gross Sales	\$3,399,196
Adj. EBITDA	\$429,389

Asking Price/Terms **TBS**

Contact Rob Amerine
rob@fbb.com

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

Gross Sales	\$1,522,216
SDE	\$361,043

Financial information above reflects 2018 year-end numbers.

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

Contact Scott A. Densmore
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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

Financial Information

Gross Sales	\$1,826,659
SDE	\$599,642

Financial information above reflects 2018 year-end numbers.

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

Contact Rob Amerine
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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

Gross Sales	\$1,778,962
SDE	\$342,630

Financial information above reflects 2018 year-end numbers.

Asking Price	\$1,585,000
Down Payment	\$400,000
Real Estate	\$435,000

Contact Mem Garrison
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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

Gross Sales	\$3,623,812
Adj. EBITDA	\$887,951

Financial information above reflects 2017 year-end numbers.

Asking Price/Terms **TBS**

Contact Mem Garrison
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FINANCIAL

Top-Rated Financial Services Franchise - #1019

NEW

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 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

Financial Information

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

Contact Gary Curran
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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 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
- Pre-qualified for SBA financing

Financial Information

Gross Sales	\$1,535,096
SDE	\$290,126
Financial information above reflects 2018 year-end numbers.	
Asking Price	\$625,000
Down Payment	\$97,000
Real Estate	\$1,120,000

Contact Rob Amerine
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AUTOMOTIVE

Specialty Automotive Repair - #819

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. The main parcel of real estate for this business, valued at \$260,000 (subject to appraisal) is to be purchased with the business for a total asking price of \$395,000. This business currently operates with two vehicle lifts and there is opportunity for expansion into the adjacent property. The adjacent real estate is optionally available for purchase at \$331,000.

Business Attributes

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

Financial Information

Gross Sales	\$265,689
SDE	\$83,706

SDE has been calculated for the business only. Financial information above reflects year-end 2018 numbers.

Asking Price	\$135,000
Down Payment	\$60,000

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

Gross Sales	\$2,493,869
SDE	\$442,600

Asking Price	\$1,395,000
Down Payment	\$280,000

Contact Gary Curran
gary@fbb.com

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

Gross Sales	\$2,114,591
SDE	\$461,031

Gross Sales and SDE reflect Jan-Dec 2018.

Asking Price	\$1,295,000
Down Payment	\$200,000

Real Estate	\$598,000
Down Payment	\$60,000

Contact Rob Amerine
rob@fbb.com



HEALTHCARE

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

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

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

Financial Information

Gross Sales	\$244,662
Based on internal financials.	
Asking Price	\$395,000
Down Payment	\$80,000
Contact	Rob Amerine rob@fbb.com

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

Gross Sales	\$2,697,319
SDE	\$760,418
Asking Price/ Terms	To be Suggested
Contact	Ron Brasch rb@fbb.com



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

Gross Sales	\$667,653
SDE	\$92,067

Gross Sales and SDE reflect a 4-year average.

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

Contact Rob Amerine
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CONSTRUCTION RELATED

Recreational Facility Construction Contractor - #319

About This Business

Profits for 2018 are 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 return on investment of 91%. 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
- Prequalified for SBA-guaranteed loan
- Does major projects with solid profit margins

Financial Information

Gross Sales	\$6,206,597
Adjusted EBITDA	\$1,430,247

Business	\$3,950,000
Real Estate	\$450,000

Asking Price	\$4,400,000
Down Payment	\$660,000

Contact Ron Brasch
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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

Financial Information

SDE (3 yr. average) **\$484,639**

Asking Price/Terms **TBS**

2018
Gross Sales **\$3,043,351**
SDE **\$934,531**

Financial information above reflects 2018 year-end numbers.

Contact Mem Garrison
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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

Gross Sales **\$5,733,205**
Adjusted EBITDA **\$1,430,539**

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

Asking Price **\$5,495,000**
Down Payment **\$1,500,000**

Contact Mem Garrison
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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.