

SCHEDULE OF BUSINESSES AVAILABLE

September 2019

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

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

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

Footnotes are provided on the last page.





SERVICE

Well-Established Property Management Firm - #1419 NEW

About This Business

This property management company is one of the oldest in the Colorado Springs, Colorado area. It has a large and diversified client base that includes homeowner associations and individual property owners. Both the company and the industry, in general, have a long history of being recession resistant, due to its recurring monthly revenue. The company has a strong brand name in the marketplace.

This firm should be an appealing acquisition candidate for: 1) an already established property management company looking to grow; 2) a real estate brokerage firm wanting to expand its line of services; or 3) a qualified individual with appropriate experience. The real estate is available to purchase for \$350,000.

Business Attributes

- Well-established relationships with clients
- Recession-resistant industry with recurring revenue
- Strong brand name in the marketplace
- Well-trained and experienced staff
- Pre-qualified for SBA financing

Financial Information

Gross Sales	\$1,616,082
SDE	\$225,970
Asking Price	\$855,000
Down Payment	\$125,000
Contact	Ron Brasch rb@fbb.com

B2B Service Business - #2018

About This Business

Priced to sell quick due to retirement. 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
- 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	\$695,000
Down Payment	\$140,000
Contact	Scott A. Densmore scott@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	\$1,778,962
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 mem@fbb.com



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

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

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 rob@fbb.com

Government/Commercial Staffing Agency - #1119

About This Business

This technology-focused staffing company started over 10 years ago in IT, Engineering, and other related industries. Over the past 10 years, the owners focused on commercial staffing and long-term government contracts. While maintaining the commercial clientele, the company established a proven track record with various government entities (including Department of Defense, Department of Energy, Department of Interior, Department of Veterans Affairs, etc.). The owners currently work part-time making this a great opportunity for an individual looking for a platform staffing business to grow with a proven client base or an industry buyer looking for inroads into government bidding/contracting. The owners are willing to fully train and transfer all software systems and procedures to the new owner.

Business Attributes

- Extensive Client Base
- Government Contracts
- Long-Term Contracts
- Relocatable
- Commercial Accounts
- Experienced Labor Force

Financial Information

Gross Sales	\$995,812
SDE	\$175,614
Asking Price	\$495,000
Down Payment	\$76,000
Contact	Rob Amerine rob@fbb.com



FOOD & BEVERAGE

Healthy Restaurant and Franchise Concept - #1219

About This Business

The owners of this restaurant invested heavily to create a franchise concept focused on health-conscious customers and emerging culinary trends across many different cultures. Now that the first planned restaurant is operating, this business is ready for a new owner with restaurant experience or an existing similar type of franchise looking for another strategic location. Current employees are well trained and have built good rapport with local customers as evidenced by ongoing 4-5 star online reviews. After being open for less than a year, monthly revenues continue to grow as advertising and other budgets are optimized to help increase overall profitability. The owners will provide full training along with all intellectual property developed for this franchise concept focused on active lifestyles.

Business Attributes

- Well Branded
- GrubHub/DoorDash
- Rising 4-5 Star Reviews
- High Traffic Location
- New Equipment
- Long Term Lease
- Colorado Springs

Financial Information

Business	\$198,500
Down Payment	\$198,500

Contact Rob Amerine
rob@fbb.com

Sports Pub with Real Estate - #1318

About This Business

This well-known southern Colorado sports pub is consistently voted one of the best in the city. Operating at the same location for several decades, this unique establishment has become a locals' favorite, as well as a great place where tourists frequently visit on their way through this historic town. Gross sales have remained very steady for 5+ years with respectable increases in owner profitability as local customers and tourist alike 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 to add another great location could successfully operate this proven and profitable business. The owners would like to sell both the restaurant and real estate together.

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

Gross Sales	\$1,535,096
SDE	\$290,126

Financial information above reflects 2018 year-end numbers.

Business	\$499,000
Down Payment	\$100,000

Real Estate	\$1,100,000
Down Payment	\$115,000

Contact Rob Amerine
rob@fbb.com



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

Gross Sales	\$265,689
SDE	\$101,706

Financial information above reflects year-end 2018 numbers.

Asking Price	\$395,000
Down Payment	\$60,000

Contact Scott A. Densmore
scott@fbb.com

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

Gross Sales	\$2,125,338
SDE	\$445,781

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

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

Gross Sales	\$244,662
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



CONSTRUCTION RELATED

Renewable Energy Installation & Service - #1319

About This Business

Established in 2000, this business installs and services Solar Electric, Solar Thermal and Geothermal systems in residential housing. This business also packages other related installation services to provide highly sought-after home systems with great energy efficiency. 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
- The first half of 2019, when compared to the first half of 2018, shows that Gross Sales are up 23% and the Gross Profit Margin has also increased, resulting in a significant increase in SDE
- **Pre-qualified for SBA financing**

Financial Information

Gross Sales	\$2,824,971
SDE	\$415,641
Business	\$1,395,000
Down Payment	\$280,000
Real Estate (optional)	\$800,000
Down Payment	\$160,000
Contact	Scott A. Densmore scott@fbb.com

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 mem@fbb.com



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 \$10,000,000. 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

- Backlog of \$10,000,000
- 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

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

Contact Ron Brasch
rb@fbb.com

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. 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
- **Strong Financial Performance** - January through July 2019 revenue was up 18% from 2018
- **Pre-qualified for SBA financing**

Financial Information

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

Contact Gary Curran
gary@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 approximately 375 acres 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 included

Financial Information

Gross Sales	\$3,805,720
SDE	\$947,050

Financial information above reflects 2018 year-end numbers.

Asking Price/Terms **TBS**

Contact Mem Garrison
mem@fbb.com

FRANCHISE

High Recurring Income Fitness Franchise - #1619

NEW

About This Business

This is one of the top locations and best fitness franchises in the US. As a well-known brand, this location continues to grow as word of mouth spreads and online reputation increases daily with exceptional customer reviews. Active memberships have grown nearly 70% and net cashflow has nearly doubled over the past year. The owner has trained managers in place to run the day-to-day operations making this an opportunity ideal for a fitness industry buyer looking to add another location on the Colorado front-range or an individual buyer looking to own their first gym in an area of town that continues to attract health conscience families. Both the gym and real estate are available for sale and in-depth training is provided by both the owner and the franchisor.

Business Attributes

- Nationally Branded
- Established Location
- Monthly Recurring Revenue
- Great Online Reputation
- High Growth Potential
- Real Estate Available

Financial Information

Gross Sales	\$629,085
SDE	\$246,163

Asking Price/Terms **TBS**

Contact Rob Amerine
rob@fbb.com



MANUFACTURING

Steel Fabrication - #419

NEW

About This Business

This reputable steel manufacturer offers various standard and custom stainless steel fabrications. Its in-house services include 3D modeling, design, research and development. These products are shipped worldwide. This business has been serving industries such as food service, schools, healthcare facilities, laboratories and hotels, for over half a century. We believe this would be an excellent acquisition opportunity for an industry acquirer to get a foothold in the region, expand the product line to the existing customer base, and take the business to the next level of growth. The real estate is owned by the seller and may be purchased or leased with the business.

Business Attributes

- Strong Brand Name
- Experienced, Trained Work Force
- Diversified Customer Base
- Quality Products and Service
- Opportunities for Growth
- Real Estate Available to Purchase or Lease

Financial Information

Gross Sales **\$6,895,000**
SDE **Currently operating at approximately break even**

Asking Price/Terms **TBS**

Contact Mem Garrison
mem@fbb.com

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.