

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

Updated: Top Rated Fitness Franchise

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

Footnotes are provided on the last page.





MANUFACTURING

Franchise B2B Sign Manufacturer - #0121

NEW

About This Business

This well-established sign manufacturer has worked with an estimated 5,000 clients over the past 18 years. The franchise has a diverse client base across many different industries including higher education, libraries, non-profits, churches, healthcare, local municipalities, waste management, and school districts. This business has proven itself to be COVID resistant with gross sales increasing by 10% and early 2021 sales are right on track with 2020. This is a great acquisition for a well-qualified buyer looking to purchase a reputable business in the growing digital signage industry. The owners would like to retire soon and will help in the transition process (time negotiable). The franchisor will also provide in-depth training and is approved by the SBA for financing (SBA lenders who have approved this business are available upon request).

Business Attributes

- Diversified Industries
- Established Client Base
- Strategically Located
- National Brand
- Trained Staff
- SBA pre-qualified

Financial Information

Gross Sales	\$725,914
SDE	\$250,752
Asking Price/Terms	\$675,000
Down Payment	\$170,000

Contact Rob Amerine
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MANUFACTURING

Established Fabrication Product Manufacturer - #1720

About This Business

With over 20 years in business, this company is now positioned for new ownership to leverage its great reputation across many growing target industries. While a majority of its clients are B2B, COVID spurred growth in B2C home-based markets which helped offset lost revenues in 2020 but with lower margins. In 2021, B2B wholesale and retail revenue are expected to return while still capitalizing on the growing B2C markets by reducing COGS. This business primarily manufactures custom covers for a variety of industries including the retail sector, tech and energy companies, airports, healthcare, property management, hospitality/resorts and more. The company provides design and prototyping services as well as production manufacturing. In recent years, the owner found ways to cross sell into the same target markets by supplying an array of FF&E (Furniture, Fixtures, and Equipment) for public space use and outdoor retail centers. The staff is well trained and the owner who averages 25 hours/week at the office is willing to fully train and work through the transition period (time negotiable).

Business Attributes

- Diversified Target Industries
- Established Client Base
- Strategically Located
- National Clients
- Trained Staff
- Scalable Business Model

Financial Information

Gross Sales	\$991,667
SDE	\$221,153

Asking Price/Terms	TBS
Down Payment	TBS

Contact Rob Amerine
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DISTRIBUTION

Wholesale Importer/Distributor - #0120

About This Business

This unique and lucrative business imports semiprecious goods from several well-established offshore vendors and is built on decades of industry skill and hands-on experience. The company works with 3,000+ clients with very low client concentration and has established relationships with national property and resort industry leaders. While there are many long-time, local clients, the business distributes to retailers throughout the U.S., Canada, and a handful of international accounts. This business is a great opportunity for a business-minded professional or a synergistic/industry buyer looking for a strategically located company with diversified distribution channels. This business already has a fully trained experienced manager in place who works directly with the offshore vendors and manages daily operations.

Business Attributes

- High Margins
- Diversified Client Base
- Strategically Located
- Well-Established Vendors
- Fully-Trained Employees
- Real Estate Available

Financial Information

Gross Sales	\$2,494,672
ADJUSTED EBITDA	\$427,225

Financial information above reflects a 3 yr. average.

Asking Price **TBS**

Real Estate **\$1,250,000**

Contact Rob Amerine
rob@fbb.com

CONSTRUCTION

Top Tier Commercial Electrical Contractor - #1820 NEW

About This Business

This electrical services business provides a solid foundation for future growth as construction projects continue to surge to meet infrastructure demands in Southern Colorado. Built from the ground up in the late 1980s, this company has a great reputation with many of the area's large general contractors and commercial developers. While construction projects can be cyclical, the service division continues to grow steadily and has increased by nearly 50% in the last few years. This company would make an ideal acquisition for an industry buyer looking for a strategic Southern Colorado location or an individual buyer with construction experience and desire to own a family business. The business has a well-trained operations manager in place and the owner is willing to stay on board for a period of time (negotiable) to help in the transition.

Business Attributes

- Great Reputation
- Established Relationships
- Strategically Located
- Growing Pipeline
- Trained Managers
- Well Integrated Technologies

Financial Information

Gross Sales	\$10,486,348
Adj. EBITDA	\$750,039

Asking Price **TBS**

Real Estate **\$2,550,500**

Contact Rob Amerine
rob@fbb.com



SERVICE

B2B HVAC Contractor with Real Estate - #1620

About This Business

This B2B specialty construction business was established over 25 years ago and through the decades built long standing relationships with many large commercial clients across diverse industries including telecommunications, aerospace, and property management. This business has thrived through 2020 despite COVID. Management believes that this recession-resistant segment of the economy will likely continue to see strong growth. By leveraging the company's great reputation, this business would make a great additional location for an existing HVAC company or provide a good foundation for a new entrepreneur as a platform business to build upon. The owners are willing to train in the transition and make introductions to both clients and subcontractors as necessary.

Business Attributes

- Established Reputation
- Vetted Subcontractor Relationships
- Low Overhead
- Real Estate Includes Existing Tenants (near 7% cap rate)

Financial Information

Gross Sales	\$2,058,317
SDE	\$388,035
Business	\$695,000
Real Estate	\$1,250,000
Down Payment	\$300,000

Contact Rob Amerine
rob@fbb.com

Commercial Janitorial Service Business - #1420

About This Business

This commercial janitorial services business has been locally owned and successfully operated in Colorado for nearly two decades. It provides daily, weekly or monthly janitorial services to its long-term clients which include commercial property managers and building owners, medical facilities and others. It has an established client base with recurring monthly revenue. The demand for this industry has been growing, and growth is anticipated to continue in upcoming years. This business would make an excellent acquisition for a variety of buyers, including an entrepreneurial individual or an existing commercial cleaning business that would like to add to its client base, expand its territory, or expand its service offerings. Industry experience is not required. There are growth opportunities for someone with sales and marketing experience.

Business Attributes

- Established client base with monthly recurring revenue stream
- Trained, experienced staff
- Proven systems in place
- Opportunities for growth
- **Pre-qualified for SBA financing**

Financial Information

Gross Sales	\$662,816
SDE	\$229,242
Asking Price	\$585,000
Down Payment	\$120,000

Contact Mem Garrison
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Full-Service Provider of Electronic Systems - #1118

About This Business

RECURRING REVENUE! This B2B service company installs, engineers, and services fire, security, and communication systems. It is well known in the industry for providing best in class design, engineering, installation, and monitoring services throughout the Front Range of Colorado. Thriving since its inception over 30 years ago, the company has prized relationships with municipalities that rely on its expertise in new installations and ongoing service. The company has metered its growth in order to fit the lifestyle of its current owners. However, as a trusted and respected supplier to many large organizations, the company is positioned for growth. This company represents a valuable add-on or stand-alone investment for companies already operating in a similar space or a private investor seeking a stable platform in a growing market.

Business Attributes

- Well established and profitability Loyal customer base
- Go-to source for system design
- Knowledgeable, credentialed staff
- Colorado Front Range real estate available to purchase with the business
- New significant municipal contract

Financial Information

Gross Sales	\$1,812,274
SDE	\$298,865
Asking Price	\$1,295,000
Down Payment	\$325,000
Real Estate	\$435,000

Contact Mem Garrison
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Sawmill & Sustainable Forestry Enterprise - #0720

About This Business

Founded in 1994, Greenleaf Forestry and Wood Products, Inc (GFWP) grew from Lankford Foresters, Inc. which began in 1975. This holistic business model, unique to the forestry and wood products industries industry, continues to thrive. GFWP's great reputation continues to drive business even with recent COVID-19 restriction, customer orders are increasing as more homeowners focus on home improvement projects and commercial orders continue. With very modest sales/marketing efforts, hundreds of repeat clients across the nation support GFWP. GFWP has a diversified and solid foundation with many integrated growth avenues ranging from tree nursery services, forest health, and fire mitigation to custom milling and specialty wood product manufacturing. The owner started working in the forestry industry over 45 years ago and has incorporated his many decades of experience into GFWP's integrated and sustainable products and services. He has a fully trained team of 3 employees daily operating the sawmill at the Westcliffe campus and a part-time contractor at the leased Black Forest division. The Westcliffe campus (80 acres) is for sale along with all sawmill business assets, existing buildings, two residential building sites, and sawmill equipment. The owner is ready to retire and is willing to fully train the new owner for up to 2-3 years after closing (negotiable as part of transition).

Business Attributes

- Integrated Revenue Streams
- Fully Operational Sawmill
- Well-established Reputation
- Training Provided
- Financing Available
- Sustainable/Green Business

Financial Information

Gross Sales	\$375,000
SDE	\$95,000
Asking Price	\$275,000
Real Estate	\$530,000

Contact Rob Amerine
rob@fbb.com



Contract Research and Testing Services - #1120

About This Business

HemoGenix, Inc. was founded in 2000 and continues to be a key player in stem cell assay market. The company has developed superior proprietary testing procedures for toxicology testing which have been used by top biopharmaceutical companies for new drug candidates. Many of the tests sold worldwide have been further developed for in-house testing for stem cell and veterinary research, cellular therapy, and regenerative medicine. In 2017, Preferred Cell Systems, Inc. (PCS) was formed and the new website www.preferred-cell-systems.com was launched to help further educate, productize, and market these advanced testing kits and assays. HemoGenix currently has a research contract related to COVID-19 for toxicity testing which is required by the FDA for any new drug. Subject to additional approvals the contract could be significantly larger. With the renewed global emphasis on reliable testing platforms, HemoGenix and Preferred Cell Systems are ready for new ownership to leverage long established industry relationships for contract services and further scale the distribution of its many developed kits and assays. The current owner has built an experienced, well-trained team to fulfill all orders and only works to help procure new business. He is looking to retire but would like to consult for a negotiated timeframe to help in the successful transition of the intellectual property and all in-house lab procedures.

Business Attributes

- Scalable Business Model
- End-to-End Processing Lab
- Long Term Customers
- Over 1,600 products
- Proprietary Testing
- Licensing Opportunities

Financial Information

Gross Sales	\$549,684
SDE	\$115,296

Asking Price	TBS
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Contact Rob Amerine
rob@fbb.com

Although the owner has approved the disclosure of the business names, all inquiries should be directed to The FBB Group (contact information above)



FRANCHISES

Top-Rated Fitness Franchise in Great Location - #0619

About This Business

This well-branded and highly rated franchise successfully navigated COVID and proved itself as a survivor in one of the fastest growing counties in Colorado. 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. While two of the nearby national competitors closed down due to COVID, the national franchise wisely did not charge members in April and May and so when the gym could open back up active memberships further increased demonstrating the business is here to stay with the clear support of the surrounding community. An industry buyer or health conscience entrepreneur 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 is currently stationed out of state. This franchise is approved in the SBA Franchise Directory and is already pre-qualified by SBA lenders.

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	\$346,892
SDE	\$82,424
Asking Price	\$395,000
Down Payment	\$80,000

Contact Rob Amerine
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High Recurring Income Fitness Gym, Semi-Absentee - #1619

About This Business

This is one of the top and best fitness franchises in the nation. 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 grow steadily year-over-year and net cashflow to the owner has increased over 30% this past year. The owner has put trained managers in place to run the day-to-day operations. This is an ideal opportunity for a buyer with fitness industry experience looked for a Colorado location or an individual buyer looking to own their own gym in an area of town that continues to attract health conscience families. Both the gym and real estate are available for sale making this a rare opportunity in the fitness industry. The buyer will receive hands-on training from both the owner and the franchisor. Based on its strong financials, this franchise has also been pre-qualified by multiple SBA lenders allowing nearly \$350K+ of cashflow for only \$170K down payment (assuming the buyer qualifies).

SALE PENDING

Business Attributes

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

Financial Information

Gross Sales	\$842,841
SDE	\$341,484
Asking Price	\$1,095,000
Down Payment	\$170,000

Contact Rob Amerine
rob@fbb.com



AUTOMOTIVE

Retirement Sale – Niche Auto Repair - #1020

About This Business

Listed Near Asset Value! This highly respected and well maintained full-service automotive repair shop has been servicing mostly high-end foreign model vehicles for over 55 years. It has a long track record of profitability; it has enabled two previous owners to retire and it is now time for the third owners to retire and pass it on again. Ready for expansion, this business has an adjacent parcel of real estate that is optionally available. Both parcels of real estate are securely fenced for vehicle storage. The SDE has recently decreased due solely to the owners taking time off, as they are already semi-retired. The customers continue to come in, and management believes that new owners could increase profits by simply working more. With plenty of low hanging fruit, this business is a great opportunity and is ripe for growth.

Business Attributes

- Owners retiring
- Colorado Springs
- **Pre-qualified for SBA financing**

Real Estate Highlights

- Attractive Real Estate
- Currently operates in 1,630 sf (approx.)
- Adjacent 2,160 sf (approx.) warehouse optionally available for expansion

Financial Information

Gross Sales	\$243,344
SDE	\$88,935

Financial information above reflects a three-year average.

Asking Price	\$350,000
Down Payment	\$60,000

Contact Rob Amerine
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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.