

SCHEDULE OF BUSINESSES AVAILABLE

May 2021

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.



MANUFACTURING

Franchise B2B Sign Manufacturer - #0121

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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SALE PENDING



MANUFACTURING

Established Sewn 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 historically working with primarily B2B clients, 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 have already shown strong growth with Q1 generating over \$250K in gross sales (+30% from 2020) and more than \$90K in SDE! This business primarily manufactures custom fabricated covers for a variety of industries including high tech, retail, clean energy, healthcare, property management/planned communities, hospitality/resorts, airports and more. The company provides design and prototyping services as well as small scale and larger scale production sewing. In recent years, the owner has developed new avenues for cross selling into the same target markets by supplying an array of FF&E (Furniture, Fixtures, and Equipment) for public space use and outdoor retail environments. With a dedicated, well-trained staff in place, the owner averages only 25 hours/week and is willing to work through the transition (negotiable).

Business Attributes

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

Financial Information

Gross Sales	\$1,009,276
SDE	\$233,814

Financial information above reflects a 5 yr. average.

Asking Price/Terms	\$825,000
Down Payment	\$125,000

Contact Rob Amerine
rob@fbb.com



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

SALE PENDING

CONSTRUCTION

Top Tier Commercial Electrical Contractor - #1820

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
Financial information above reflects a 3 yr. average.	
Asking Price	TBS
Real Estate	\$2,550,500
Contact	Rob Amerine rob@fbb.com

SALE PENDING



CONSTRUCTION

Residential Landscape Contractor—#0421

NEW

About This Business

Founded over 30 years ago, this company has a reputation for appealing landscape designs from xeriscape to traditional and is focused on the residential market. The company’s unique design process and construction services cater to high-end homes by providing exceptional creativity and elegance. Its long-term employees embrace work culture and values that are unique to the business as they are rooted deep in its history and are a primary reason for the continued success of the company. We believe this would make an ideal acquisition for an individual buyer with industry experience or and existing landscape business looking to expand into this segment of the southern Colorado market.

Business Attributes

- Well-Established
- Great Reputation
- Significant Growth Potential
- Wide Array of Services
- Experienced, Skilled Staff
- Real Estate Available

<u>Information</u>	<u>Financial</u>
Gross Sales	\$1,486,669
SDE	\$300,612
Business	\$575,000
Real Estate	\$1,385,000
Asking Price	\$1,960,000
Down Payment	\$300,000
Contact	Memory Garrison mem@fbb.com



SERVICE

Multi Location Coin Laundry - #0221

About This Business

SOLO

This well-established laundry business has multiple locations within city limits and has continued to generate steady cashflow with minimal overhead. The owners combined work on average only 20 hours per week and have developed many great relationships with several maintenance/repair companies to consistently keep all equipment in working condition. This business would make a great acquisition for individual looking for a high return investment or an industry buyer looking for additional locations. The business is already pre-qualified by multiple SBA lenders and these contacts are available upon request. The owners are ready to retire and willing to train the new owner in the transition (time negotiable).

Business Attributes

- Established 18+ years
- Well Maintained Equipment
- Low Overhead
- Strategically located

Financial Information

Gross Sales	\$740,822
SDE	\$304,278

Business	\$1,300,000
Down Payment	\$130,000

Contact Rob Amerine
rob@fbb.com

Commercial Janitorial Service Business - #1420

About This Business

SOLO

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
mem@fbb.com



SERVICE

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	\$340,229
SDE	\$94,966
Asking Price	\$275,000
Real Estate	\$530,000

Contact Rob Amerine
rob@fbb.com



SERVICE

Contract Research and Testing Services - #1120

About This Business

HemoGenix, Inc. (HG) was founded in 2000 and continues to be a key player in stem cell assay market. HemoGenix has developed superior proprietary testing procedures for toxicology testing which have been used by biopharmaceutical companies nation-wide 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, HG/PCS 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 resurgence in 2021 has already generated a substantial increase over last year with Q1 revenues over \$300K (\$240K for HG and \$67K for PCS) with a combined Adjusted EBITDA over \$270K. 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 **\$634,258**
SDE **\$199,992**

Asking Price **TBS**

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
rob@fbb.com

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 first 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).

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
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FOOTNOTES/LEGEND

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.