

SCHEDULE OF BUSINESSES AVAILABLE

November 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 nearly 10% in 2020. While sales have decreased compared to 2020, profit margins have increased due to focus on inhouse products and existing clients are already building in signage work into their 2022 budgets. 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 (local SBA lenders who have reviewed the financials are available upon request).

Business Attributes

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

Financial Information

Gross Sales	\$726,028
SDE	\$246,197
Asking Price/Terms	\$545,000
Down Payment	\$110,000

Contact Rob Amerine
rob@fbb.com

DISTRIBUTION

Propane Distributer & Delivery Business - #1121

About This Business

This company has provided solutions for its customers' propane needs for more than a decade. Located in Colorado, and easily managed, this community-minded business provides a dynamic blend of residential delivery and commercial bulk delivery, propane tank setup, tank leases and sales, refills propane cylinders, and testing services. Its team has a strong reputation for industry knowledge, reliability, and safety. With an established and growing customer base, a history of increasing sales and profits, this business would make an excellent acquisition candidate for a sales-oriented entrepreneur or a synergistic acquirer looking to expand its offering of services.

Business Attributes

- Growth Opportunities
- Relocatable
- Residential & Commercial
- Repeat Accounts
- Well-Trained Staff in Place
- Excellent Reputation

Financial Information

Gross Sales	\$1,363,050
SDE	\$202,490

Jan-June Gross Sales are \$998,271, SDE \$155,048.

Asking Price **TBS**

Contact Memory Garrison
mem@fbb.com



CONSTRUCTION

Specialty Construction Contractor - #1221

About This Business

This highly reputable Specialty Construction Contractor is an industry leader, providing turnkey services for projects of all sizes and scope. The company serves many sectors of the building construction market including, but not limited to multifamily, office, retail, institutional, and light industrial clients. This business would be an attractive acquisition for another similar business looking to expand into Colorado's rapidly growing front range, or for an entrepreneur with an engineering/construction background looking to acquire an established profitable business. It does major project work with solid profit margins for many clients, including government entities and commercial accounts.

Business Attributes

- Well-Established
- Strong Reputation
- Experienced Staff
- Repeat Business/Referrals
- Diversified Customer Base
- Opportunities for Growth

Financial Information

Gross Sales	\$21,900,459
Adjusted EBITDA	\$2,821,700

Jan.-Sep. Gross Sales are \$18,556,411, Adj. EBITDA \$2,651,667

Asking Price **TBS**

Contact Memory Garrison
mem@fbb.com

Residential Landscape Contractor - #0421

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

Financial Information

Gross Sales	\$1,486,669
SDE	\$300,612

Jan.- Sep. Gross Sales are \$1,893,665; SDE is \$649,840

Business	\$575,000
Real Estate	\$1,385,000

Asking Price **\$1,960,000**
Down Payment **\$300,000**

Contact Memory Garrison
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CONSTRUCTION

Specialty Trade Construction Contractor - #0621

About This Business

Established over 40 years ago, this highway infrastructure company has built a reputation as an industry leader, specializing in installation, removal and repair of highway guardrails, safety railings, highway safety components, and crash barrier services in Colorado. Comprised of a dedicated team of knowledgeable employees with decades of experience in the industry, the business brings a high level of skill and expertise to every project. Included with the business sale, is a large and well-maintained fleet of vehicles and equipment. This business would be an attractive acquisition for another similar business looking to expand, or for an entrepreneur with an engineering/construction background looking to acquire an established profitable business.

SALE PENDING

Business Attributes

- Strong Brand Name
- Current Backlog of \$5,200,000
- Experienced Key Employees
- Long History with CDOT & General Contractors

Financial Information

Gross Sales	\$8,120,826
SDE	\$1,052,092

Asking Price	TBS
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Contact Memory Garrison
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SERVICE

Physical Therapy Practice with Real Estate - #1021

About This Business

Established over two decades ago, this physical therapy practice has built its reputation in the community as a provider of exceptional, 1-on-1 healthcare. This multi-dimensional clinic provides traditional physical therapy, specialized health and wellness, and customized sports performance programs. The trained staff is well-diversified which enables the business to successfully treat a large variety of patients with varying diagnoses, ages, and complexities. The practice is very automated and uses sophisticated software for billing and patient documentation. It treats Medicare, HMO and PPO patients, as well as cash/self-paying clients. The establishment operates within a custom designed facility that is to be purchased with the business. Fully equipped for physical therapy with a spa-like experience, the building offers several treatment rooms and fitness areas, along with an inviting, open-concept, reception area. We believe this company would make an excellent acquisition for a sales and marketing oriented entrepreneur with PT or medical background or for an industry buyer looking to establish or grow a presence in Southern Colorado or expand into a related sector.

Business Attributes

- Great Location
- Strong Brand Name
- Market Niche
- Well-Trained Staff
- Recurring Revenue

Financial Information

Gross Sales	\$870,320
SDE	\$70,875

Asking Price	TBS
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Real Estate	\$1,300,000
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Contact Chelsey Cerrillo
chelsey@fbb.com



SERVICE

Full-Svc Provider of Engineered, Electronic Systems - #1421

About This Business

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. 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 & Profitability
- Go-to Source for System Design
- Knowledgeable, Credentialed Staff
- Expandable Market
- Recurring Revenue Stream
- Opportunities for Growth
- Strong Brand in the Market

Financial Information

Gross Sales **\$1,812,274**
SDE **\$303,631**

Gross Sales Jan.-Sep. 2021 are \$1,399,211, SDE is \$286,125.

Asking Price **\$998,500**

Real Estate **\$435,000**

Contact Memory Garrison
mem@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
Adjusted EBITDA	\$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)



RETAIL

Highly Profitable Sewing and Quilting Retailer - #1521

About This Business

NEW

This unique business established for nearly 40 years provides high-end retail sewing and quilting products along with weekly online classes to a well-diversified customer base. The company thrived through the recent pandemic with increased sales and capturing more customers both locally and online. While YTD 2021 revenues are lower than previous years, profitability has increased with an experienced, trained staff in place allowing the owners to work only part-time. This company would make an ideal acquisition for an individual or a group of partners searching for an well managed business with different ways to grow using a hybrid of online and traditional retail marketing approaches. The owners are willing to fully train the new owner in the transition period (time negotiable) and SBA lending references are available upon request.

Business Attributes

- Well-known Local Brand
- Repeat Customers
- Multiple Revenue Sources
- Experienced Trained Staff
- Industry Leader
- Low Overhead

Financial Information

Gross Sales	\$1,133,342
SDE	\$313,464

Jan-Sep. Gross Sales are \$687,838, Adj. EBITDA \$101,668

Asking Price	\$850,000
Down Payment	\$175,000

Contact Rob Amerine
rob@fbb.com

Colorado Ski Rental Shop with Real Estate - #1621

About This Business

This well-known ski and snowboard rental shop has been in business since 1972. The shop has maintained a stable earnings base throughout its 48 seasons in operation, including during the global pandemic of 2020. The shop is open during the winter ski season which is generally from November to April each year. It beats out its competition by offering the best prices for the best quality with the best customer service. It's the largest retailer in the area and offers a wide variety of latest technology ski and snowboard equipment available for rent or purchase. The shop's master ski technicians provide full-service repair, waxing, and tuning inhouse using state-of-the-art machinery. The shop is located in a prime location with a prominent building that attracts customers traveling to a major ski area. The real estate is available for purchase with the business. Industry experience is not necessary but would be helpful in running the business. This business should make an appealing acquisition to a wide variety of buyers who are interested in the ski industry and like living a high-quality lifestyle.

Business Attributes

- Long History
- Great Location
- Stable Earnings Base
- Strong Vendor Alliances
- Seasonal
- Newer Equipment

Financial Information

Gross Sales	\$398,417
SDE	\$163,901

Asking Price	\$550,000
Down Payment	\$112,000

Real Estate **\$410,000**

Contact Chelsey Cerrillo
chelsey@fbb.com

SALE PENDING



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

Financially Healthy 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. Even with the recent COVID-19 shutdown and re-opening, more new members have signed up than anticipated due to lack of local competition and other gyms that went out of business. With local mask mandate removed, personal training has come back strong the last 3 months with an estimated Adjusted EBITDA over \$300K+ this year! The owner has 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. This franchise has also been pre-qualified by multiple SBA lenders for qualified buyers.

Business Attributes

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

Financial Information

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

Contact Rob Amerine
rob@fbb.com



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.