

# SCHEDULE OF BUSINESSES AVAILABLE

August 2022

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

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

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## New Engagements

## Changes

**ONE PAGE SUMMARIES ARE AVAILABLE ON OUR WEBSITE AT: [WWW.FBB.COM](http://WWW.FBB.COM)**

Footnotes are provided on the last page.



**MANUFACTURING**

**Commercial Sign Manufacturer & Vehicle Graphics - #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 decreased in 2021, first quarter 2022 sales and profitability are back on track with 2020. This is a great acquisition for a qualified buyer looking to purchase a reputable business in the growing 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**

<b>Gross Sales</b>	<b>\$656,764</b>
<b>SDE</b>	<b>\$201,576</b>
<b>Business Down Payment</b>	<b>\$495,000</b>
	<b>\$100,000</b>

**Contact** Rob Amerine  
rob@fbb.com

**DISTRIBUTION**

**Full-Service Coffee Goods Distributor - #0422**

**About This Business**

Trusted supplier of everything needed to make and sell coffee. Loyal customer base and trained staff in place. This business has remained consistently profitable through both good and bad economic times. Multi-faceted business with manufacturing, distribution, wholesale, and service & maintenance revenue streams. The business operates within a 7,000SF office warehouse, which is strategically located near major roadways. The company has historically leveraged the owner's knowledge of inventory management, distributing, and purchasing. A basic knowledge of business development, marketing, customer service, and warehouse operations would be helpful to a new owner. We believe this business would make an excellent acquisition candidate for an individual with an entrepreneurial spirit or a similar company looking to increase its market share. This company is well run, well organized, and ready for a smooth transition.

**Business Attributes**

- Business to Business
- Strong Branding
- Stable Earnings Base
- Strong Vendor Alliances
- Long History
- Growing Earnings Base

**Financial Information**

<b>Gross Sales</b>	<b>\$1,288,577</b>
<b>SDE</b>	<b>\$118,690</b>
FF&E is \$65,900 and Inventory is \$85,000, both included in the price.	
<b>Business Down Payment</b>	<b>\$450,000</b>
	<b>\$92,700</b>

**Contact** Chelsey Cerrillo  
Chelsey@fbb.com



**DISTRIBUTION**

**Online Collectible Distributor with Retail Store Front - #2021**

**About This Business**

This established collectible enterprise has created a well-known brand name across a wide variety of segments including multiple card types and popular comics. The company's unique hybrid retail store and online model leverages social media for managing "card breaks" providing extremely high margins. Even through the recent pandemic, this uniquely positioned business only gained momentum resulting in sales nearly doubling from 2020 to 2021 with the same trend continuing with **2x SDE in 2022 compared to 2021!** With key distributor relationships in place and its customer base growing each day, this business is ready for new ownership to fully capitalize on the existing platform. This company would make an ideal acquisition of an entrepreneur familiar with the collectibles industry or a synergistic buyer who can further leverage the current distributor relationships and social media channels. The owners will train in the transition (time negotiable) and plan to relocate to be closer to family.

**Business Attributes**

- Well-Known Brand
- Diversified Customer Base
- Strong Social Media
- Repeat Customers
- Trained Staff
- Established Distributors

**Financial Information**

**Gross Sales** \$5,002,320  
**SDE** \$440,792

Jan-Mar 2022 Sales of \$1,354,661; SDE of \$130,278

Inventory is \$626,000 and included in the price.

**Business Down Payment** \$4,000,000  
\$825,000

**Contact** Rob Amerine  
Rob@fbb.com

**CONSTRUCTION**

**Residential Drywall Construction Company - #2221**

**About This Business**

For over 35 years, this drywall company has built long standing relationships with many of the top home builders along the Front Range. The consistently high quality work has resulted in one of the strongest reputations in the home building industry. The company provides turn-key services from delivery to hanging, taping, and texturing. The owner is willing to stay on board to help manage the business (time negotiable) and has a well trained supervisor in place along with dependable employees This is an ideal acquisition for an industry buyer looking to expand geographically in the Colorado market or an experienced individual with general construction background who can take advantage of the key relationships in place. This business can continue to grow by expanding locally, adding commercial contracts, and implementing digital marketing.

**Business Attributes**

- Long Standing Reputation
- Established Suppliers
- Trained Staff
- Repeat Customers
- Strategic Location
- Growing Back Log

**Financial Information**

**Gross Sales** \$7,812,171  
**Adjusted EBITDA** \$1,215,865

**Asking Price** TBS  
**Real Estate** \$1,650,000

**Contact** Rob Amerine  
rob@fbb.com



**CONSTRUCTION**

**Concrete Construction Company - #1321**

**About This Business**

This profitable concrete contracting company has been in business for over 35 years. It completes residential and light commercial concrete flatwork and high-end finishing for general contractors, custom builders, and homeowners. It has built its reputation for quality work, finished on time and at the price quoted – all the while demonstrating the ability to hire and keep loyal, quality employees. We believe that this company would be an excellent opportunity for someone with a construction background to acquire a well-established company with a reputation for quality work, at competitive prices. Additionally, the community is expanding in both the residential and commercial industries, giving a new owner ample opportunity for growth in his/her area of desire or expertise.

**SALE PENDING**

**Business Attributes**

- Established Reputation
- Well-trained, Reliable Employees
- Strong Vendor Relationships
- Diverse Customer Base
- Relocatable to another location within the general area.

**Financial Information**

**Gross Sales** \$5,662,797  
**SDE** \$309,647

**Asking Price** \$998,500  
**Down Payment** \$150,000

**Contact** Memory Garrison  
mem@fbb.com

**SERVICE**

**B2B Land Clearing & Wildfire Mitigation Services - #0222**

**About This Business**

With profits for 2022 expected to exceed \$650,000, this business-to-business service company holds a very unique position in its marketplace. This company offers a complete range of forestry services with a focus on land clearing and reclamation, tree removal, and wildfire mitigation. The company serves the Colorado Springs/El Paso County area. It features high profit margins and low overhead (including being home-based). The company has state-of-the-art equipment, experienced employees, and a strong brand name with established clients. And, the owner only works part-time in the business. The company has been growing rapidly over the last few years. For the first five months of 2022, the Seller's Discretionary Earnings are over \$340,000, which is nearly as much as the entire year of 2021. This business should be attractive to an individual with landscape or forestry experience or a company already in this field. The business will qualify for a long-term SBA guaranteed loan.

**Business Attributes**

- State-of-the-art equipment
- High profit margins & low overhead
- Well-trained, experienced employees
- Valuable and varied client base
- Strong brand name in the marketplace
- No licensing required
- The owner works part-time

**Financial Information**

**Gross Sales** \$590,781  
**SDE** \$344,991

Jan-May 2022 Gross Sales are \$469,806 and SDE is \$341,442.

**Asking Price** \$1,250,000

**Contact** Ron Brasch  
rb@fbb.com



**SERVICE**

**Picturesque Wedding & Event Venue W/Real Estate - #0522**

**About This Business**

This popular event venue offers the perfect backdrop for weddings, ceremonies, receptions, corporate getaways, or retreats. The property boasts a beautifully landscaped outdoor ceremony area with a reception area and dance floor plus detached Bridal Suite and Groom's Quarters. The facility also includes an office and ample storage, along with sixty convenient parking spaces. The kitchen is fully equipped for catering operations, as well. The real estate surrounding the facility is unlike any other in Colorado. The venue goes back many years; while vestiges of the splendor of the original building remain - the property has been beautifully updated over time with great taste and a sensitivity to architectural integrity. The real estate is valued at \$3,875,000 and includes a 4,200 sq. ft. personal residence, and is to be purchased simultaneously with the business. This would be a great opportunity for an established venue or hotel operator, or a catering provider.

**Business Attributes**

- Unique Location
- Consistent Sales
- High-Reservation History
- Turn-Key Operations
- Growth Opportunities

**Financial Information**

**Gross Sales** \$630,195  
**SDE** \$340,316

FF&E is \$92,856 and Inventory is \$4,000, both included in the price.

**Asking Price (Business)** \$800,000

**Real Estate** \$3,875,000

*(to be purchased with the business)*

**Contact** Chelsey Cerrillo  
chelsey@fbb.com

**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** \$2,155,389  
**SDE (w. Real Estate)** \$340,292

Jan-May 2022 Sales of \$1,125,399 up 65% over previous YTD; SDE of \$290,680 is up 203%.

**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](http://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**

<b>Gross Sales</b>	<b>\$759,705</b>
<b>Adjusted EBITDA</b>	<b>\$286,056</b>

**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)*



**FOOD / BEVERAGE**

**Profitable Multi-Unit Pizzerias, Semi-Absent Owner - #0921**

**About This Business**

This well-established multi-unit business has consistent revenues with easy operations, great lease terms, and desirable locations. The network of fast-casual, family friendly pizza establishments serve signature pizzas, pastas, sandwiches, fresh salads, and more. This business has a great reputation in the community, and has become a locals' favorite, with the convenience of dine-in, carryout, and delivery. Sales have been growing steadily through the years, even during the pandemic! With an experienced staff in place, we believe a new owner/operator with restaurant experience or an industry buyer looking to add additional locations could successfully operate this proven and profitable business.

**Business Attributes**

- Well-Established Local Name
- Repeat Customers
- History of Profitability
- Trained & Experienced Staff
- Local Award Winner in Many Categories

**Financial Information**

**Gross Sales** \$2,902,375  
**SDE** \$571,210

FF&E is \$310,000 and Inventory is \$15,000, both included in the price.

**Asking Price** \$1,195,000  
**Down Payment** \$245,000

**Contact** Chelsey Cerrillo  
chelsey@fbb.com

**RETAIL**

**Highly Profitable Spa Dealer in Southern Colorado - #2121**

**About This Business**

Established for over 35 years, this well-branded spa business is the premier provider of hot tubs and spas in southern Colorado. It provides top of the line products and service to its customers and has grown over the years along with the surrounding community. The location is highly visible and is located on one of the city's main thoroughfares. Even with over \$1M currently in back log due to global supply chain issues, customers continue to place orders due to the high level of customer satisfaction for both products and services. This company is an ideal acquisition for a business minded professional ready to grow and expand the company or an industry buyer looking for another strategic location in an expanding Colorado market. The owner is willing to train the new owner for a period during the transition (duration negotiable).

**Business Attributes**

- Well-known Name
- National Dealership Brand
- Great Location
- Repeat Customers
- Trained Staff
- Growing Back Log

**Financial Information**

**Gross Sales** \$4,433,504  
**SDE** \$1,011,246

Financial information above reflects FY 2021 year-end numbers compiled using Seller's Internal Profit & Loss Statement.

**Asking Price** TBS

**Contact** Rob Amerine  
Rob@fbb.com



**RETAIL**

## Highly Profitable Sewing and Quilting Retailer - #1521

**About This Business**

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**

<b>Gross Sales</b>	<b>\$1,020,165</b>
<b>Adjusted EBITDA</b>	<b>\$164,410</b>
<b>Asking Price</b>	<b>\$850,000</b>
<b>Down Payment</b>	<b>\$175,000</b>
<b>Contact</b>	Rob Amerine rob@fbb.com

**FRANCHISES**

## Financially Healthy Fitness Gym Absentee Owner - #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 affecting revenue and cashflow in 2020, 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 in March of 2021, personal training has come back again with an estimated Adjusted EBITDA over \$250K+ 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. The buyer will receive hands-on training from both the owner and the franchisor. This franchise has also been pre-qualified by local SBA Lenders for qualified buyers.

**SALE PENDING**

**Business Attributes**

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

**Financial Information**

<b>Gross Sales</b>	<b>\$798,070</b>
<b>SDE</b>	<b>\$213,561</b>
<b>Asking Price</b>	<b>\$1,095,000</b>
<b>Down Payment</b>	<b>\$170,000</b>
<b>Contact</b>	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.