

# SCHEDULE OF BUSINESSES AVAILABLE

September 2023

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

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

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Colorado Springs, CO 80903

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

Footnotes are provided on the last page.



**MANUFACTURING**

**Components Manufacturer with Real Estate - #0622**

**About This Business**

This company is a vertically integrated technology driven manufacturer supplying well-known national clients primarily in the oil and gas industry. The company sells directly to the end user. Products are manufactured to client specification using Company developed proprietary formulations and manufacturing processes. Internally developed custom automation has increased throughput, improved quality, and reduced manufacturing cost. Employees are cross-trained and capable of running multiple work centers. This acquisition would be an ideal growth opportunity for a buyer currently manufacturing and selling well drilling equipment and spare parts to the oil and gas industry. The business has been built, grown, and sustained on materials innovation and manufacturing technology applied to proven processes necessary to the oil and gas industry supply chain. With a strategic sales and marketing effort, the technology can be applied to a wide range of products by utilizing the company's current location and without having to invest in new equipment.

**Business Attributes**

- Proprietary Material Processes
- Cross-Trained Staff
- Growth Potential
- Custom Built Equipment
- Impeccable Quality
- Engineered Automation
- Strategically Located

**Financial Information**

**Gross Sales** **\$1,109,152**  
**SDE** **\$66,291**

**Asking Price** **TBS**

**Contact** Chris Fagnant  
chris@fbb.com

**Wireless Product Engineering Firm - #1122**

**About This Business**

For the past 20 years, this hardware engineering and testing firm has steadily grown by designing, developing, and field testing commercial grade wireless products for many Fortune 50 clients. As a leading outsource provider in the booming IoT industry, the company is now well position to rapidly scale both its services and inhouse product lines under new ownership. In 2022, a major client in the broadband industry opened over a \$1M purchase order to be fulfilled in 2023 boosting expected revenues. With over 50 active clients, the strong reputation of this business provides an ideal acquisition for a industry buyer looking to instantly add engineering and/or testing capacity or for a synergistic acquirer searching for a strategic add-on opportunity. The current owner is willing to stay onboard under a new ownership structure.

**Business Attributes**

- Great Reputation
- Experienced Technical Team
- High Growth Opportunity
- Proven Product Development
- Diverse Industry Client Base
- Recurring Revenue

**Financial Information**

**Gross Sales** **\$1,670,000**

**Asking Price** **TBS**

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



**MANUFACTURING**

**Natural Body Care Product Manufacturer - #1222**

**About This Business**

For over five decades this boutique company has consistently manufactured high quality body care products made with natural ingredients. Throughout the pandemic and uncertain economic conditions, product demand has remained remarkably consistent with annual gross sales over \$1.3M. The company has been environmentally conscious since its inception using biodegradable, cruelty free products, with no harsh chemicals or preservatives. The reputation of this company nationally is very strong and well-respected with destination products and repeat sales. It is well-established in the Health Food Industry with national distributors and retail stores. The new owner can fully leverage the company's reputation into even more distribution channels and product lines. While a small percent of sales has been direct to consumer, there is tremendous room for growth using various ecommerce/online strategies. This is an ideal acquisition for a company in the health and beauty industry looking to expand their market reach or a company with body care product experience ready to scale the business to the next level. The owners, ready to retire, have well-trained staff in place to assist and offer guidance for a smooth transition.

**Business Attributes**

- National Brand Name
- Trained Staff
- Stable Earnings Base
- Strong Vendor Alliances
- Long History
- Relocatable
- Growth Potential

**Financial Information**

**Gross Sales** \$1,309,349  
**SDE** \$262,283

**Jan 1—June 30, 2023 Gross Sales \$674,300 with SDE of \$98,169 compared to the same period in 2022, which was \$657,914 Gross Sales and SDE of \$82,364.**

**Asking Price** TBS

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

**Stair Manufacturer with Outstanding Reputation- #0922**

**About This Business**

This stair building company has a long history and great reputation within the Colorado residential home building industry. Nearly four decades old, this business has a vast client base that is expanding. The company has established a valuable reputation for its quality and service. The core product is high volumes of carpet grade and hardwood stairs for single family homes. The business has recently seen a shift, by their customers, from single family dwellings to multi-unit residences, making stair construction and delivery easier and more profitable per order. This company would be an excellent acquisition for an acquirer with construction or manufacturing experience, or for an industry buyer looking to increase their market share.

**Business Attributes**

- Strong Brand Name
- Trained Staff Remaining
- Stable Earnings Base
- Strong Vendor Alliances
- Long History
- Growing Market Share

**Financial Information**

**Gross Sales** \$1,152,693  
**SDE** \$355,549

**Business Down Payment** \$425,000  
\$63,750

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



### SERVICE

## HVAC Business with Valuable Reputation - 0223

### About This Business

Established HVAC business, launched in 2018, demonstrating YOY growth with a significant pipeline of projects.

The company takes pride in providing friendly, professional, personalized service. Considered a one-stop-shop by its customers, handling all air comfort needs including maintenance, repairs, system design, and installation.

Strong community ties as a veteran-owned business. Brand and modern webpage in place.

Valuable reputation demonstrated by 5 Star Ratings on Google, Yelp, Home Advisor, and Angie.

Company is a union affiliated contractor with a staff of qualified technicians and installers.

This business is a turn-key operation and is being sold with over \$100,000 in equipment and assets.

### Business Attributes

- Strong Brand Name
- Established Customer Base
- Trained Staff Remaining
- Recession Proof
- Growing Earnings Base

### Financial Information

<b>Gross Sales</b>	<b>\$1,347,823</b>
<b>SDE</b>	<b>\$194,249</b>

<b>Asking Price</b>	<b>\$305,000</b>
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**Contact** Chelsey Cerrillo  
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## Relocatable, Profitable Publisher of Legal/Ref. Books - 0123

### About This Business

The company is an independent, closely held firm engaged in publishing compact print and e-book editions of the Bankruptcy Code, Bankruptcy Rules and Federal Rules law books for legal and restructuring practitioners. The books are marketed and sold on an annual basis to judges, major law firms, attorneys, trustees, restructuring specialists, lenders, accountants and students. The company designed a portable, convenient edition of these essential references, which is viewed as an industry standard. This niche company has a long consistent history, a diversified, loyal customer base and an organized annual business cycle set up for a new owner to seamlessly take over publication. With over 30% client retention, the business can be easily relocated for a buyer who wants to add this to their repertoire of offerings.

### Business Attributes

- Strong Brand Name
- Stable Earnings Base
- Long History
- Strong Vendor Alliances
- Diversified Earnings Base
- Recurring Revenue

### Financial Information

<b>Gross Sales</b>	<b>\$536,799</b>
<b>SDE</b>	<b>\$368,347</b>

<b>Asking Price</b>	<b>\$995,000</b>
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**Contact** Chris Fagnant  
chris@fbb.com



### SERVICE

## Water Filtration Company - #1622

#### About This Business

This small business installs and services water filtration systems in homes and businesses across the Front Range. The growth of the business is attributed to a growing population in the company's service area as well as consumers focus on the health of their families. Consumers are also concerned with protecting the investment they have made in their home; the quality of the water can degrade appliances and plumbing if not properly treated. New technology offers the opportunity to upgrade existing home water infrastructure while also appealing to new home build opportunities into the future. The business is an ideal acquisition for an industry buyer looking to expand geographically in the Colorado market or an experienced individual who can take advantage of the key relationships in place.

#### Business Attributes

- Strong Brand Name
- Strong Vendor Alliances
- Easy to Run
- Long History
- Stable Earnings Base
- Growing Earnings Base

#### Financial Information

<b>Gross Sales</b>	<b>\$385,169</b>
<b>SDE</b>	<b>\$143,029</b>

FF&E is \$30,000 and Inventory is \$35,000 both included in the price.

**Asking Price** **\$395,000**

**Contact** Chris Fagnant  
chris@fbb.com

## Specialty B2B Provider of Security Systems -#1022

#### About This Business

For decades, this highly respected and reputable business has provided security system solutions for nearly all business sectors, including municipal, government, healthcare, industrial, and education throughout the Front Range of Colorado. Currently, there is \$3,800,000+ of signed contracts in the pipeline, with \$1,500,000+ of bids in process. With a proven track record of experience and expertise, it specializes in security, fire and communication systems that include access control and CCTV camera systems. Services include engineering, installations, inspections, certifications, monitoring services, and site support. Staffed with trained licensed technicians, 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 the industry.

#### Business Attributes

- Well Established
- Knowledgeable , Credentialed Staff
- Expanding Market
- Recurring Revenue Stream
- Growth Opportunities

#### Financial Information

<b>Gross Sales</b>	<b>\$3,539,571</b>
<b>SDE</b>	<b>\$633,235</b>

January - June 2023 Gross Sales are \$2,071,711 and SDE is \$591,886.

FF&E is \$54,209 and Inventory is \$34,375, both included in the price.

**Asking Price** **TBS**

**Contact** Mem 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)*

**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.