

# SCHEDULE OF BUSINESSES AVAILABLE

November 2023

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

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

303 S. Cascade Ave., Suite 200  
Colorado Springs, CO 80903

## Table of Contents

Manufacturing	2
Distribution	3
Construction	4
Service	5
Footnotes/Legend	8

## New Engagements

Highly Profitable, Commercial General Contractor	4
Automotive Repair Shop w History & Real Estate	5

## Changes

Renewed: Online Collectible Distributor w Retail Store	4
--	---

**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 positioned to rapidly scale both its services and in-house product lines under new ownership. In 2022, a major client in the broadband industry opened over a \$1M purchase order which, as expected, significantly increased 2023 revenues and profitability further demonstrating the high potential for growth in the business. With over 50 active clients, the strong reputation of this business provides an ideal acquisition for an 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** \$1,156,738  
**SDE** 231,149

**Jan 1—June 30, 2023 Gross Sales are \$1,072,526 with SDE of \$464,544.**

**Asking Price** TBS

**Contact** Rob Amerine  
rob@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. In recent years, this uniquely positioned business has gained momentum resulting in sales increasing year-over-year. With key distributor relationships in place and the customer base growing each day, this business is ready for new ownership to fully capitalize on the existing platform. This is an ideal acquisition for 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
- Trained Staff
- Diversified Customer Base
- Established Distributors
- Strong Social Media
- Repeat Customers

**Financial Information**

**Gross Sales** **\$5,312,264**  
**SDE** **\$397,827**

**Jan 1—June 30, 2023 Gross Sales**  
**\$2,555,697 with SDE of \$224,534**

**Asking Price** **TBS**

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



**CONSTRUCTION**

**NEW**

**Highly Profitable, Commercial General Contractor - #0423**

**About This Business**

This company is a well-established general contractor headquartered in Colorado, that also operates in other States in the Southwest United States. It specializes in ground-up commercial projects. Gross Revenue last year was nearly \$29,000,000 with an Adjusted EBITDA over \$5.5 million. The year-to-date 2023 financial performance is on track to be comparable to 2022, and the current backlog exceeds \$30,000,000. The company features a diverse client base within many industries, such as retail, education, medical, financial, government, and more. There are a number of opportunities to drive future growth. The markets served continue to experience increasing demand for commercial construction services. The company has a core of skilled and experienced administrative and field personnel. It also utilizes high-quality subcontractors. This structure combines for low overhead, desirable profit margins, and nimbleness in delivering work. This business should make an appealing acquisition for (1) another large general contractor; (2) a private equity group with a GC firm in their portfolio; or (3) a company in a related construction field seeking to expand into Colorado and other states.

**Business Attributes**

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

**Financial Information**

<b>Gross Sales</b>	<b>\$5,312,264</b>
<b>SDE</b>	<b>\$397,827</b>

**Jan 1—June 30, 2023 Gross Sales \$2,555,697 with SDE of \$224,534**

**Asking Price TBS**

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

### SERVICE

## Automotive Repair Shop with Real Estate - #0623

**NEW**

#### About This Business

Established decades ago, this automotive shop is a trusted business in the community, known for providing reliable and professional maintenance and repair services. The staff has a reputation for quality workmanship and exceptional customer service, which has resulted in a loyal base of B2B customers and well as consistent walk-in customers.

The shop is versatile and can handle a vast array of automotive repair work with same day service, no appointment necessary. The owner developed service work specialties which provide a niche in the vast auto repair marketplace along with a strategic affiliation with NAPA Auto Care to promote trust with customers. The business is currently run as a semi-absentee business. Over the years, the shop has maintained stable earnings. YTD 2023 is continuing the trend, surpassing \$1million in gross sales with an estimated SDE of \$150,000 through Q3. The real estate is for sale for an additional \$1.3M. It is located in a busy area of town with plenty of flourishing businesses surrounding it. There is room for growth in both space and capabilities of the facility.

#### Business Attributes

- Strong Brand Name
- Trained Staff Remaining
- Strong Vendor Alliances
- Growth Opportunities
- Long History
- Stable Earnings Base

#### Financial Information

**Gross Sales** **\$1,097,571**  
**SDE** **\$335,176**

**Business** **\$410,000**  
**Real Estate** **\$1,300,000**

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

## HVAC Business with Valuable Reputation - #0223

#### About This Business

Established HVAC business, launched in 2018, demonstrating YOY growth with a significant pipeline of new business. The company takes pride in providing friendly, professional, and personalized service. It is 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. The company has an effective brand and lead generating website in place. Its positive servicer reputation is demonstrated by 5 Star Ratings on Google, Yelp, Home Advisor, and Angi. The company has a staff of qualified technicians and scheduler in place which allows the owner to run the business in a semi-absentee model. This turn-key operation is being sold with over \$100K in equipment and assets. The business is an ideal purchase for an established HVAC company looking to increase their market share.

#### Business Attributes

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

#### Financial Information

**Gross Sales** **\$1,347,823**  
**SDE** **\$194,249**

**Asking Price** **\$305,000**

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



## SERVICE

### Last Mile Logistics Company: Expansion Opportunities#0323

#### About This Business

With a passion for precision and a commitment to excellence, the company specializes in receiving, inspection, storing, delivery and set-up of furniture and accessories (ie. window coverings and art) for designers, model homes, multi-family dwellings and more. The staff meticulously plans and executes every aspect of the logistics process. The company offers tailored solutions to fulfill client needs and optimize their design plans, creating a positive experience up and down the chain of vendors and clients involved in the complex logistics process. This logistics company maintained a steady revenue stream through the pandemic years and has continued to thrive. Its ability to adapt and innovate, while continuing to surpass client expectations. This capability stands as the cornerstone of its ongoing achievements. The company recently relocated to a larger, more efficient facility to increase capacity and productivity.

#### Business Attributes

- Strong Brand Name
- Long History
- Trained Staff
- Room for Growth
- Stable & Growing Earnings
- Strong Vendor Alliances

#### Financial Information

<b>Gross Sales</b>	<b>\$1,655,037</b>
<b>SDE</b>	<b>\$239,189</b>
<b>Asking Price</b>	<b>\$945,000</b>
<b>Contact</b>	Chris Fagnant chris@fbb.com

### 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>\$310,157</b>
<b>Asking Price</b>	<b>\$995,000</b>
<b>Contact</b>	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

**SALE PENDING**





**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.