

SCHEDULE OF BUSINESSES AVAILABLE

March 2024

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	6

New Engagements

0723 Big Box Wholesale Importer/Distributor	3
0923 Civil Engineering Firm	5
0823 Specialty Machine Manufacturing, Distribution & Service Company	5

Changes

Updated: Highly Profitable Commercial General Contractor	4
---	----------

ONE PAGE SUMMARIES ARE AVAILABLE ON OUR WEBSITE AT: WWW.FBB.COM

Footnotes are provided on the last page.



MANUFACTURING

Vertically Integrated Metal Fabrication Company - #0523

About This Business

An established company manufacturing household and industrial hardware products that holds numerous trademarks. It is proud to be a Made in the U.S.A. company, focusing on distinctive home décor, furniture and hardware solutions. With a focus on innovation and vertical integration, it has differentiated itself through design, quality and lead time. The ideal buyer will leverage industry experience to capitalize on the existing advanced manufacturing capabilities in the world class facility that is available for purchase or lease. The state-of-the-art equipment, process automation and vertical integration all have the capacity to expand top line sales 2 – 3 times the current usage. Existing capacity makes this an attractive target for a buyer struggling to keep up with current demand or looking for a rapid growth solution.

Business Attributes

- Strong Brand Name Recognition
- Premier Location
- Highly Skilled & Experienced Staff
- SolidWorks Driven Design
- Trademarked Products
- Long History
- Robotic & Fixed Automation
- State-of-the-Art Metrology

Financial Information

Gross Sales **\$3,755,784**

Appraised FF&E is valued at \$3,300,000, Inventory is valued at \$500,000.

Asking Price **TBS**

Contact Chris Fagnant
chris@fbb.com

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



MANUFACTURING

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 well-known, nationally branded 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. Last year a major client in the broadband industry opened a large purchase order which as expected significantly increased annual revenues and profitability to over \$1M (Trailing 12 Month) further demonstrating the high potential for growth for this business. With its proven track record with clients across a variety of industries, the strong reputation of this business provides an ideal acquisition for an industry buyer looking to instantly add engineering and 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 (time/compensation negotiable).

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**

TTM Oct'22-Sep'23 Gross Sales are \$2,066,684 with SDE of \$1,018,312.

Asking Price **TBS**

Contact Rob Amerine
rob@fbb.com

DISTRIBUTION

Big Box Wholesale Importer/Distributor - #0723 NEW

About This Business

This tourism goods wholesale distributor, specializing in souvenirs, apparel, accessories, gifts, and more, has consistently demonstrated its growth trajectory year-over-year. The adept owners, skilled in marketing, have strategically positioned the company for ongoing expansion. The business offers diverse opportunities for its owners, whether engaging in travel across the Rocky Mountain region to connect with customers in independent and large retail outlets or adopting a semi-absentee ownership approach. With a reliable cash flow and impressive gross profit margins, the company stands out as a preferred supplier for many. Additionally, it benefits from access to an international design team and conducts operations in some of the most picturesque areas of the United States. This is an ideal acquisition for an entrepreneur who is ready to buy and scale a formidable business model. The owners are willing to fully train and help in the transition (time negotiable). Lender financing an option for a well-qualified buyer.

Business Attributes

- Strong Brand Name
- Trained Staff
- Stable Earnings Base
- Strong Vendor Alliances
- Recession Proof
- Recurring Revenue

Financial Information

Gross Sales **\$2,154,902**
SDE **\$880,201**

The above is TTM and based on Seller's internal financial statements.

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—Sep 30, 2023 Gross Sales \$3,672,728 with SDE of \$244,035

Asking Price **TBS**

Contact Rob Amerine
rob@fbb.com

CONSTRUCTION

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 over \$26,000,000 with an Adjusted EBITDA over \$6.2 million. The current backlog exceeds \$25,000,000. 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 geographic 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

- Focuses on large Commercial ground-up projects
- Diverse clients in a range of industries
- Strong profit margins and low overhead
- Long history with an excellent reputation
- Active in multiple states experiencing population and economic expansion
- Growth opportunities with existing client base and within niche markets

Financial Information

Gross Sales **\$26,169,835**
EBITDA **\$6,283,145**

Asking Price **TBS**

Contact Ron Brasch
ron@fbb.com



SERVICE

Civil Engineering Firm - #0923

NEW

About This Business

This highly reputable company provides civil engineering, surveying, and consulting services from design through the completion of the project to a variety of clientele including commercial and residential developers, and public agencies. The company has a stable earnings base with many repeat customers. The firm plays a pivotal role in shaping the physical environment by providing expertise that balances functionality, sustainability, and safety. We believe that the business would appeal to a firm that wants to grow, add staff or geographically diversify or an individual with an engineering background or similar capabilities.

Business Attributes

- Diversified Customer Base
- Excellent Reputation
- Skilled/Trained Staff
- Consistently Profitable
- Repeat Customers
- Stable Earnings Base
- Opportunities for Growth

Financial Information

Gross Sales	\$2,310,597
SDE	\$765,598
Business	\$2,479,000
Contact	Chris Fagnant chris@fbb.com

Specialty Machinery Mfg, Distribution, Service Co #0823

NEW

About This Business

For more than forty years, this specialized machinery company has been providing a comprehensive range of services, including manufacturing, distribution, repair, and sales. Its unique offerings cater to diverse industries such as manufacturing, fabrication, assembly, and government. With a presence in five states, the company's territory offers ample opportunities for expansion across various sectors. The cutting-edge facility, currently owned, is also available for purchase. In-house training is provided for staff, ensuring a skilled workforce. The company has built a robust reputation for delivering consistent and prompt services. Customers can choose between ready-to-go products or opt for customized solutions tailored to their specific needs. With a history of satisfied repeat customers, coupled with its stellar reputation, the company is well-positioned for sustained success and growth, making it an ideal prospect for acquisition either by an individual with construction experience or an industry buyer looking to add a strategic location.

Business Attributes

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

Financial Information

Gross Sales	\$1,250,980
SDE	\$322,743
Business Asking Price	TBS
Real Estate	\$1,400,000
Contact	Rob Amerine rob@fbb.com



SERVICE

Automotive Repair Shop with Real Estate - #0623

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.

SALE PENDING

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



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. 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 market's resurgence in 2021 generated a substantial increase over 2020 with a combined Adjusted EBITDA over \$280K along with a substantial increase in kit assays (over 40% in 2023 compared to 2022) which is the much more scalable side of the business. 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 can 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	\$667,952
Adjusted EBITDA	\$185,293

Asking Price	TBS
---------------------	------------

FF&E	\$330,000
------	-----------

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.